

# SANGYO NOHRITSU TANKI DAIGAKU

# IBAM

(Institute of Business Administration & Management)

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SOCIETY OF JAPANESE VALUE ENGINEERS (SJVE)

September 22, 1978

Mr. Lawrence D. Miles  
Sedgefield R5 B840  
Easton, Maryland 21601  
U.S.A.

Dear Mr. Miles:


Your letter of September 11 crossed mine of the same date and I received yours of September 15.

We are looking into futher possibilities concerning your wishes and ideas, and hope to be able to let you know later, perhaps by the time you come to Japan.

You and Mrs. Miles please take good care of your health as we are really looking forward to welcoming you again. Hope we could receive your manuscript pretty soon.

Best regards,

Very sincerely,

  
Akira Kodama  
Secretary General

AK/kn

Encl.: Palace Hotel brochure

*Amusement Card*

7-17

L. D. MILES  
SEDGEFIELD R. 5 B. 840  
EASTON, MD. 21601

Sept. 11, 1978

Mr. Akira Kodama, Secretary General, SJVE  
IBAM - TOKYO

Dear Mr Kodama;

This letter brings to you a warm spirit and high appreciation for the friendship and fellowship of the Japanese people and quite specifically, of you and your many valued associates. Eleanor and I look forward with great anticipation.

It is so important to communicate so much so accurately, that I will put it into "report" form.

"How do we feel"? Our experiences in Japan, and with the Japanese since can best be expressed in Eleanors words, "We love Japan and the Japanese people". I might add, "we honor their effectiveness and achievement".

"What would we like"? Any alternative within the time available.  
1. To return at once would be totally acceptable. 2. To make additions which would use the entire time or any part of it would be totally acceptable. During our first trip to Japan, we found our visits to some of the Japanese Industries - electronics, and heavier - to be very rewarding. We were thrilled by our experiences in or near Kyoto, Nagoya and Hiroshima. We greatly benefited by the day through the rural area with Takehiko Tanai and the day by auto in central Japan when we visited the treasured potter and the beautiful little city on the old road with Matsumae. We would like to make additional professional contributions to approximately pay for additions.

"What could we do"? Lectures or seminars on the use of the procedures and techniques of Value Analysis and Engineering emphasizing either the management practices area, the engineering area, the manufacturing area, or the purchasing area. Or any combination of those areas. As you know, from the pages from PURCHASING WORLD magazine which I sent to you I have been developing and teaching specific techniques for use of buyers in securing more earnings for their employers. I would be happy to conduct a 4 hour seminar, which would be 2 sessions of 2 hours each, preferably on different days on specific Value Analysis principles used in effective buying. (I am 74 you know. My energy and enthusiasm lasts for 2 hours - then I need a rest and a "re-charge". Communication is very poor without adequate enthusiasm and energy).

"What is the maximum range of available dates"? Leave Washington any time after Oct 15. Be back at Washington at least by Nov. 12. Of course this does not mean that we wish to be away all of the time between the two dates, but does provide flexibility so that items could be added either before or after the SJVE Conference, or cost benefits secured from scheduled tour rates.

-- please finish on the back of this page --

"What other Possibilities"? We do not particularly care about a stop in Hawaii or Alaska or California, although, of course, it is no problem to us if the plane makes re-fueling stops anywhere.

We have never been in Singapore or Hong Kong. We do not necessarily want to include them in this trip. However if it fit in to an economically priced overall tour we would find about 3 days in Hong Kong interesting. By the slightest chance, would you have a Japanese business man in Hong Kong who is interested in Value Analysis?

"In Conclusion". We will carry out and be happy with whatever arrangements you make. Just advise us in all respects.

Warmest Regards,

*Larry Miles Eleanor Miles*  
Larry and Eleanor Miles