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Co-Publishing and Foreign Rights

McGraw-Hill Book Company



1221 Avenue of the Americas
New York, New York 10020
Cable Address: MCGRAWHILL NEWYORK

May 16, 1974

Mr. Larry D. Miles
Sedgefield
Route 5, Box 840
Easton, MD 21601

Dear Mr. Miles:

Thank you for your letter of May 13, 1974 in reference to **TECHNIQUES OF VALUE ANALYSIS AND ENGINEERING**. It was a pleasure chatting with you on the phone recently. Let me bring you up to date on the status of your book.

We have just sent the second edition of your text to Nikkan Kogyo Shimbun, which published the first edition. Once we receive their decision, we will let you know.

Verlag Moderne Industrie is the German language publisher of the first edition. We have also sent them a copy of the second edition. We hope that they too will choose to publish the more up to date edition. Incidentally, I will be visiting Germany later this month where I will have an opportunity to talk with Verlag Moderne Industrie about your text.

Sincerely yours,

A handwritten signature in cursive script that reads "William P. Orr".

William P. Orr
Manager, Foreign Rights

cb

P.S. I should add in regard to the Japanese language publisher that we had written to them last year in regard to your new edition. Since we received no response, we are writing to them again.

To

Wm Orr, Manager
Foreign Rights Dept.
McGraw-Hill Inc.
1221 Ave. of the Americas
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L. D. MILES

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5/13/74

DATE _____ SUBJECT _____

Dear Mr Orr;

So glad to make your "acquaintance".

Would like to send a little information and to ask two questions.

The enclosed folder will provide to you somewhat more information about Professor Tamai, with whom you chatted by phone a few days ago, about IBAM, and their addresses. During my visit in Japan in Oct 72, they arranged a very productive schedule for me, which included about a half dozen full lectures each attended by from 150 to 600, including much management. They showed great interest.

The new book includes significant new technique, learned in the ten year period between 1960 and 70, is specifically arranged for learning and teaching, and is 5 years more advanced than anything now in the market. Be sure to get and peruse the "227 questions" which with 100 hours of work I prepared to cover the contents of each chapter, and illuminate the whole subject.

Question 1; What is the present situation with the Japanese - do you expect important revenues to be developed from this edition as in the first?

Question 2; Have you a good contact for negotiatingg for a German translation. They much need it.

KWIK-MEMO