

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

Phone 301 822 3271

Aug 27, 1973

Mr Leonard Rattner

Dear Mr Ratner;

I enclose further useful information.

Mrs Miles and I very warmly re-extend our invitation to the Hitachi group to have cocktails and dinner with us at Sedgefield. We hope they come. On the other hand it is far from our wishes to appear to apply so much "pressure", that these fine people are robbed of their freedom of choice.

If they do come Sunday evening, a good schedule would be:

Leave Washington at 3 pm

Arrive in Easton, at the Tidewater Inn at 4:30

Check in and relax a bit.

Leave the Inn at 5:30

Arrive at Sedgefield at 5:45

Or, any modification to suit them, suits us.

Eleanor and I will hope for a phone call, by Friday noon advising that you all are coming. Then a phone call Sunday morning, telling us the near exact number, for place settings at dinner.

If we do not have affirmative advices by noon Friday, we shall enjoy them while they are here from 10:00 to 3:00 monday, and will wish very much that they did not have to go so promptly monday afternoon, but will help them start promptly in order to make their plane connection at National Airport.

Enclosed are instructions for the bus driver for the few minute drive from Easton.

Sincerely,

Larry Miles



PLEASE MARK YOUR ENVELOPE  
FOR THE ATTENTION OF THE  
UNDERSIGNED.

Hitachi, Ltd.

New Marunouchi Bldg.,  
5-1 1-chome, Marunouchi,  
Chiyoda-ku, Tokyo, Japan

CABLE: "HITACHY TOKYO"  
TELEPHONE: (212) 1 1 1 1  
TELEX: J 2 2 3 9 5, 2 2 4 3 2

YOUR REF. \_\_\_\_\_

OUR REF. \_\_\_\_\_

22nd August, 1973

Mr. Carlos Fallon  
1143 Loxford Terrace  
Silver Spring Maryland 20901  
U.S.A.

Dear Mr. C. Fallon

Thank you very much for your letter of August 11,  
accepting of our visiting.

I am very interested in a Session with you and  
Mr. Miles which will be held on the labor day, September.  
However, I will not be able to attend this time in order  
of my own reason, so Mr. H. Fujiwara, Senior Engineer, this  
office, will be join this tour as a Director and I will be  
much obliged if you would kindly give him your kind assistance.

On the additional event after visiting Washington, P.C.  
which you recomend me in your letter, we regret that previous  
engagement prevents their accepting your kind invitation  
for the afternoon or evening of Sunday, the 2nd.

Thanking you again for your support and would you give  
my best regards to Mr. Miles and others.

Yours faithfully

A handwritten signature in cursive, appearing to read 'Y. Yamaji', written over a printed name and title.

Y. Yamaji  
Senior Engineer  
V.A. Promotion Office

c.c. Mr. L. Rattner

# The LEONARD RATTNER Co. Inc.

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114 East 32nd Street, New York, N.Y. 10016

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HOME-516-431-4896

August 15, 1973

Mr. Carlos Fallon  
1143 Loxford Terrace  
Silver Spring, MD. 20901

Dear Mr. Fallon:

Thank you for your letter containing the copy to  
Mr. Y. Yamaji of Hitachi.

Today I received the itinerary of the VA Study Tour  
and I noticed that they plan to be in Washington on  
September 2nd with sight seeing scheduled.

Sometime during the afternoon or evening they will be  
going to the Tidewater Inn, Easton. They have followed  
the advice of Mr. Larry Miles in his letter of July 23rd,  
but I frankly do not know whether or not they also wish  
to impose themselves any more on Mr. & Mrs. Miles  
beyond the meeting scheduled for 10 A.M. on September 3rd.

I think this is a rather delicate matter, and since there  
has been no further detailed correspondence in response  
to Mr. Miles July 23rd letter to me that I forwarded  
directly to Tokyo, perhaps the schedule should remain as  
they have outlined it.

In any case, they have repeatedly indicated their  
appreciation.

I am enclosing herewith a list of the participants from  
Hitachi and also something that I believe that you and  
Mr. Miles will find quite interesting.

That is a history of Value Analysis at Hitachi Ltd.

Continued....

August 15, 1973

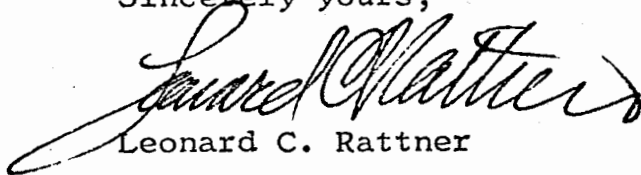
Mr. Carlos Fallon

In addition, Tokyo has informed me that they plan to forward a questionnaire which I will promptly transfer to you immediately upon receipt.

It looks like all the little bits and pieces are falling into place, and the net result will undoubtedly be both a very practical and pleasurable day on September 3rd.

On behalf of Hitachi and also my own personal feelings I should like to again express our thanks to you and to Mr. & Mrs. Miles.

Sincerely yours,



Leonard C. Rattner

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The LEONARD RATTNER Co. Inc.

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114 East 32nd Street, New York, N.Y. 10016

212 686-0096

July 25, 1973

Mr. Larry Miles  
The Miles/Sedgefield  
Route 5  
Easton, Maryland 21601

Re: Hitachi

Dear Mr. Miles:

Frankly I am astonished by your letter with its extraordinary consideration and hospitable proposals.

I have been very fortunate in my business since it requires for me to go to Japan at least once or twice each year, and I have been on this type of a schedule since 1959-1960.

I have urged many of my friends and their wives to try to visit Japan because they would come back with at least one major impression and that is the extraordinary hospitality of the Japanese to visitors.

I think your offer matches their efforts without question.

I should like to take this opportunity on behalf of Hitachi to thank you and Mrs. Miles.

Your letter is being air mailed to Hitachi in Tokyo today.

Sincerely yours,



Leonard C. Rattner

July 23rd 1973 Phone 301-822-3271

Leonard C Rattner  
The Leonard Rattner Co, Inc.  
114 E 32 St  
New York City  
10016

(The manager of the Tide-  
Water Inn is Antone  
Hoevenaars)

Dear Mr Rattner;

A phone call from my very good friend Carlos Fallon tells me that some fine Japanese gentlemen from Hitachi are interested in visiting us and probably having a lecture from Mr Fallon and myself on Labor Day.

This letter is to advise you that Mrs Miles and I enjoy the friendship and the fellowship of our Japanese friends so much that we always consider it a special opportunity to be their host. Their warmth and their friendship enriches our lives.

On April 6th, we were honored by a visit from a group organized by IDMI in Tokyo, for cocktails, dinner and an evening of fun, followed by a breakfast and a very pleasant - tho short - ride in our cruiser on the beautiful Red Avon River.

Should the gentlemen from Hitachi choose to come, we will clear our schedule for Labor Day and we cordially invite them.

They might come in the afternoon of Sept. 2, have cocktails dinner and fun the evening of the 2nd, stay in the nearby Tidewater Inn in Easton, have breakfast there, arrive at our home by 9:30 to 10 on the morning of the 3rd, have a session before noon, enjoy a fine lunch which Mrs Miles would be happy to prepare, have another session in the afternoon, and be on their way to their next destination by late afternoon. Or, start with the session on the morning of the 3rd, have lunch, then the afternoon session followed by cocktails, dinner and fun that evening, stay overnight at the Tidewater Inn, and go on their way the 4th. Or any other suitable arrangement. They are most welcome.

Sincerely,

Larry Miles

cc Carlos Fallon