

May 4, 1978

Somersby Dowst, Editor
Purchasing Magazine
221 Columbus Ave,
Boston MA 02116

Dear Somersby;

Hard to realize how time moves on. Over a year since you sent to me the Value Analysis issue for 1977. I read it with great attention. Thank you for sending it.

And in 1978 - thanks again for sending me the fine issue.

You bring a great service to the buying profession by keeping everlastingly at the motivation and technique communication task. I am projecting a major upswing in the use of good function based Value Analysis buying techniques.

Am happy to hear such good reports on your good book "Basics for Buyers".

Best personal regards,

Larry Miles