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Dear Eleanor and Larry:

I was so proud when Larry bought the first book to come off the press!

Maureen and I worked real hard in revising the book. We took out all the platitudes (I hope) and most of my digressions, leaving a bare-bones how to do it manual that could be priced low enough for the college students and beginning practitioners to buy. The more material we took out, the closer we would come to our goal--an economy book.

There were some basics, however, that I did not want to take out. Here's an example:

Page 8, 1st paragraph: ". . . Miles pinpointed the dynamic aspect of value and proved by the success of his method, that what counts in economics is what the product does."

About the middle of the page

Miles (1968) put it this way: "Now back to the question of what it is. Value analysis is a superior problem solving system."

Last two paragraphs

Quoting from Ackoff (1962) . . . "The analysis of the 'unanalyzable' and the conception of the 'inconceivable' have in the past constituted some of the most important spurts in the progree of science."

We owe such an advance to Larry Miles. He not only tackled the unanalyzable but he showed us how to analyze it, how to classifÿ, and evaluate the function, how to pinpoint its most important aspects in a verb and a noun, how to select measurable nouns, and how to combine physical measurements and business measurments to yield an economic specification.

Maureen and I both thought that the young value specialists and the college students who buy the "economy" book, should bear in mind where the basic ideas came from.

We enjoyed being with you, even a brief time.

*Love,
Maureen and Carlos*

We both hope Larry's hand and arm