

12 4 68

Dear Den:

A note to keep you a little up to date.

Life is moving into fuller cycle again. Eating, Loving, Resting, Working.

I've drawn up the work plan of the book revision, and am starting to work the plan. (This is Eleanor's typewriter, so I'm also learning how to work the ribbon, as you see). The plan is based upon about 250 hours more of work, so I have drawn up a curve at the average rate of 4 hours per day, 7 days per week, and I expect to keep up to the curve. That means, finished by Febr. before we see you.

I perused your very meaningful comments on the start of the book, when they came. Now as I am doing the job, I've gone over them with real thought. They are GREAT. The thinking you have given me is superb. The tone will definitely be different in the revision. The specific comments on particular lines and phrases and words, communicating the "Feeling" they impart, tickle me much. I can always see your point and the laugh is on myself, and makes me feel good.

Isolated from the "necessity" to "persuade a bunch of 'Bastards'", or lose my job, and flanked by many areas of the world which have found great value in the techniques, I think I can do a fair job of taking your advice.

I now look at the whole package as a "Superior Problem Solving System", which produces a disciplined thinking. It, to some extent, causes what is needed but not present, to be missed, and perhaps, found. It promotes much better information gathering, more objective analysis, better specific problem establishment, better use of the creative processes of minds, and better development of useful approaches. It would, I believe, as well be used for better solutions to ANY of your problems. Because there was such extreme need, it was applied to the job of identifying and preventing un-necessary cost. Now I think we could use it in any field. In each case we would need to surround it with the special field of knowledge. Then grow a bookfull of special sub-techniques and approaches surrounding our objective, as we now have grown a bookfull surrounding the job of getting better costs. I think of our techniques as "Coaching for Champions".

Thanks a million,

Dad

To

Dennis

MILES ASSOCIATES

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WASHINGTON, D. C. 20020

Phone 202-582-0052

Dec 6 1968

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

Hi Den;

I'm barrelling along.

Find that after 4 hours of steady mental work I am tired.  
So I stop.

I'm using your stuff and your thinking. It's good.

For the moment I've taken out the stuff on page 8 under  
"Who Contributes Performance". Took out clear thru the  
middle of page 9 to Effect of Time Shortage.

So far I have in the Human Factors page 11, modified  
a little. What do you think about it? Its so true.  
Its important for managers who want to get more results  
from the same men. But altho most of us are average,  
I know we dont like to think of ourselves that way.

Best to all,

Dad