

March 25 1972

Ray Brick & Art Pearson

Dear Ray and Art;

Chatting with Sreddy brought back warm memories of good times and hard work with you folks.

I want you to have one of the new books. Here it is with our compliments. During the decade, I learned much more about what Value Analysis really is. I worked more than a thousand hours, creating, selecting, sorting, arranging -- for this book. I like it very much.

It's very timely. Its important that we get more output from "mental workers", that we all "think better". It is important to "think better" in solving every problem, not only of purchasing and manufacturing, and design, but of administration, of organization, of government, of hospitals and service activities, and in the construction industry.

I dont know how fast or how slow McGraw-Hill will be in getting them around in all of their distant stores. The enclosed shows the arrangement I made so that I can supply books for our associates and our classes pending saturation and stocking by McGraw-Hill. The very favorable book postage rate makes it practical for me to also provide this service in the West for a spell.

Warmest regards to each of you, and our associates,

Larry