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John Bryant, Pres.
Society of American Value Engineers
11 Arlington St
Boston Mass. 02116

Greetings John:

Would you like to forward a couple of suggestions for S.A.V.E.
Honors awards along to your Honors Leadership.

JOHN GROOTHUIS, CVS Vice Pres and General Mgr. Value Analysis Inc.
John is thoroughly knowledgeable, thoroughly supportive of S.A.V.E.
and the VE technology, fully active in increasing the knowledge
and use of the technology, has been at it a long time, and has
put in many dozens of hours to benefit the Society.

I recommend him as an honorary member.

VINCENT LAO. While I have not been personally in contact with
his work, I occasionally get some feedback that sounds as tho
he may on occasion do some very effective work.
I'm enclosing a 27 Aug 1981 letter from Thomas R Chamberland
Value Engineering Officer, Department of the Army, Europe Div.
Corps of Engineers, which indicates responsibility for some
real results.

Your Honors Leadership can, I am sure investigate sources who
have much more knowledge in this military area than I.

I nominate him for consideration for the Value Engineer of the
Year Award.

Sincerely,

Larry Miles

L. D. MILES

SEDGEFIELD

REE. 6, BOX 640

EASTON, MD. 21828

PH. 301 - 822-9271

To

Vince L Lao
7807 Thor Dr.
Annondale, VA 22003

11 5 81

DATE

SUBJECT

Dear Vince;

Congratulations on securing fine VE achievement.

I forwarded a copy of Thomas Chamberland's letter, with the suggestion that you be considered for the Value Engineer of the Year Award, to John Bryant for use of the honors committee. I wish you continued good success.

Send in directly to John, or to the honors committee your suggestion of the second paragraph for the VE Accomplishment Award. Include the figures of the paragraph, it represents good constructive thinking.

Vince, I was shocked by your opening of the fourth paragraph. "One of the reasons for the demise of VE and SAVE --- etc " Worldwide the methodology of ~~VE~~ is growing and becoming stronger, being used in new fields. It is now proving a top methodology to raise the productivity of top management. "Demise" means death. It is not a dieing or dead technology. Understanding moves forward in cycles, hopefully always reaching better highs.

Have you read Hal Tufty's Oct VALUE DIGEST? If not, I suggest that it will be helpful to you to borrow a copy.

Best Regards,

KWIK-MEMO

FOLD

VALUE
analysis & engineering
CONSULTANTS
* * *
seminar-workshop
& application

way - of - life
methodology

V. L. LAO & ASSOCIATES

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October 13, 1981

Dear Larry and Eleanor:

How was your trip to Europe? Noriko and I just got back from Japan and we had a nice time while visiting the northern part of Kyushu. I saw Prof. Tamai, Prof. Nakagami and Mr. Kodama and also discussed VE with a team of Japanese engineers from one of the A-E firms in Japan.

Enclosed is a copy of Mr. Chamberland's letter to let you share my success in applying VE to an actual project. The \$14 million savings is approximately 60% of the original cost. This is near the higher range (25%-75%) of the value improvement potentials that you spoke of in your book. I may go back to Germany and Athens for another VE study.

Can you do me a personal favor, Larry? If you think I deserve it, will you nominate me for the Value Engineer of the Year Award? In addition to the Larry Miles Award, you may suggest to the SAVE Board for a VE Accomplishment Award. We may call this the \$10, \$50 and \$100 Million Savings Award. The \$10 million must be from a single VE application of at least 20% savings. The \$50 and \$100 Million Savings Awards could be an accumulated savings. This means an individual or team may receive all three awards. This is one of ways to publicize the creditability of VE and improve SAVE's image.

One of the reasons for the demise of VE and SAVE is because we have not and are not publicizing high grade value work. Some people in the profession is talking about 5%-10% savings goal as good VE. Any second objective look for cost reduction can produce this much. This is why many people still claim that they are doing VE all the time. While we are promoting VA & VE Seminar and Workshops, we should also be producing high grade value work. This is what I have been emphasizing in most of my papers. I agree with what you said in your book because I know it from experience.

Best regards and see you at the Conference if not sooner.

Sincerely,

Voice

P.S. Give me a call if you are around this area. I hope you and Eleanor can pay us a visit before the Suntory and squid runs out.



DEPARTMENT OF THE ARMY
EUROPE DIVISION, CORPS OF ENGINEERS
APO NEW YORK 09757

27 AUG 1981

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V. L. Lao & Associates
ATTN: Vincent L. Lao
7007 Thor Drive
Annondale, VA 22003

Gentlemen:

The undersigned will be departing his present position on 9 September 1981 to assume a new position as Director, US Army Corps of Engineers, South Pacific Division Laboratory, Sausalito, California.

During the three years I have managed this program, one has seen the value engineering program grow from \$3 million per year in savings to its present level of over \$10 million annually. This outstanding record would not have been realized without the effort and performance exhibited by your and other participant firms which supplied Certified Value Specialists.

The introduction of the mandatory requirement that all contracted value engineering studies be chaired by Certified Value Specialists has been instrumental in trebling the savings performance of this Division and introducing the value engineering concept to Europe. Studies chaired by your firm have addressed \$14 million in construction savings for the Europe Division.

My sincere appreciation for the boost your firm has given to our value engineering program and best regards for the future. Thanks for a job well done.

Sincerely,

THOMAS R. CHAMBERLAND
Value Engineering Officer