

81-8



# Society of American Value Engineers

NATIONAL OFFICE — 220 North Story Road — Suite 114 — Irving, Texas 75061 — (214) 253-5171

William F. Lenzer  
Executive Vice President

1-(214) 357-8071

REPLY C/O  
Value Engineering, Inc.  
10712 North Stemmons Frwy.  
Dallas, Texas 75220  
(214) 357-0870  
Telex No.: 794434  
Value Eng Dal

August 21, 1981

Mr. Larry Miles  
Route 5, Box 840  
Sedgefield  
Easton, Maryland 21601

Re: 1981 VE Productivity Study Mission to Japan

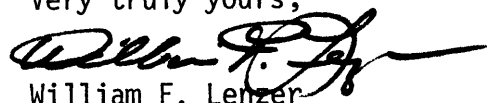
Dear Larry:

I am enclosing several copies of our final brochure announcing SAVE's first study tour to Japan. I really think that this is a great step ahead for SAVE, and I am hopeful that you might be able to assist us in promoting it through some of your contacts. Time is very critical in this matter since we must receive final payment and registration by September 15, 1981. Any help that you can give us in obtaining addition participants will be greatly appreciated.

I was hoping to talk with you over the telephone before the first of September to let you know about this activity, but I understand that you are out of the country until about the 3rd of September. By the time you get back I may be out of the country on a VE Study project in Europe. Right now I am hoping to be able to join the SAVE Board Meeting in Easton, but it is possible that business may keep me from making that trip. In any event the study mission to Japan will either be a go or no go by the time the Board meets in Easton.

Please give my regards to Eleanor and tell her that I hope to see both of you very shortly. If you have any ideas or suggestions about the VE Study tour please let me know.

Very truly yours,

  
William F. Lenzer

WFL:sc  
Enclosure

cc: Executive Committee, Jerry Kaufman, Rita Bates

**TECHNICAL VISIT OBJECTIVES**

The following companies represent the major industrial and commercial organizations which have been assisted by SAVE during the last three years with technical visits in the USA. Please indicate your top five preferences for reciprocal visits, in order of priority:

<b>COMPANY</b>	<b>PRIORITY</b>	<b>COMPANY</b>	<b>PRIORITY</b>
Diesel Kiki Company	_____	Mitsubishi Motors Corp.	_____
Fuji Electric	_____	NEC Cost Consultants, Ltd.	_____
Fuji Heavy Industries, Ltd.	_____	Nippon Electric Co. Ltd.	_____
Fujita Corporation	_____	Shiseido Company, Ltd.	_____
Fujitsu Limited	_____	Sony Corporation	_____
Hitachi Chemical Co., Ltd.	_____	Taisei Corporation	_____
Hitachi, Ltd.	_____	Takeda Chemical Co.	_____
Iwatsu Electric Company	_____	Tokico Company, Ltd.	_____
Kawasaki Heavy Industry	_____	Toshiba Corporation	_____
Kayaba Industry Co., Ltd.	_____	Yanmar Diesel Company, Ltd.	_____
Matsushita Electric Works, Ltd.	_____	Yaskawa Electric Mfg. Co.	_____

Other companies you would like to visit (List by Priority):

_____	_____
_____	_____
_____	_____
_____	_____

Indicate any of your special areas of interest.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Indicate the type, level and extent of information you would like to obtain:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Other special requests:

\_\_\_\_\_

\_\_\_\_\_

81-8

**AN  
INVITATION  
TO JOIN THE  
1981**

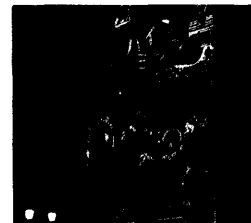
**VE PRODUCTIVITY  
STUDY MISSION  
TO JAPAN**

**OCTOBER 10th TO OCTOBER 23rd, 1981  
CONDUCTED AND SPONSORED BY  
THE  
SOCIETY OF AMERICAN VALUE ENGINEERS**



**IN COOPERATION WITH THE  
SOCIETY OF JAPANESE VALUE ENGINEERING  
AND**

**JAPAN AIR LINES**



## **WHAT WOULD IT BE WORTH TO VISIT YOUR MOST AGGRESSIVE COMPETITOR, TOUR HIS FACILITY AND QUESTION HIS MANAGEMENT STAFF — BY INVITATION?**

The Society of American Value Engineers (SAVE), in cooperation with the Society of Japanese Value Engineering (SJVE), offers this unique opportunity to American industrial executives. This **VE Productivity Study Mission** affords you a first hand look at Japanese industry in practice, from the worker's involvement through management concepts.

### **WHY UNIQUE?**

Since 1966, SAVE has assisted SJVE with their industrial tours throughout U.S. industry, in addition to giving the SJVE members close support and training in the principles and applications of Value techniques. To say they were apt students is a gross understatement. Over 225 Japanese managers representing over 100 corporations visited and studied our concepts. Some of the industrial giants include: Matsushita, Hitachi Ltd., Sony, Toyota, Honda, Mazda, Nippon Electric Company, Fujitsu Ltd., Toshiba, Nissan Motors, Mitsubishi Motors, Takeda Chemicals, Hiroshima Steel, Kawasaki Heavy Industries, Nippon Steel, Fuji Electric — and many more

All have active and successful VE programs; all have high productivity and gross earning rates; and "all" are but a small part of the 388 corporate member firms of SJVE.

It was the President of SJVE, Ichiro Ueno, and Matsushita Electric Works Vice President, Mitsugi Kanaya, who extended the invitation to SAVE. The Japanese visitors who toured the U.S. not only want to show, with pride, their accomplishments, and share the plans and programs that got them there, but SJVE and their corporate members also requested this as an opportunity to express their appreciation for the assistance SAVE has given them over the years.

These aspects are what make this VE Productivity Study Mission unique, and provide the opportunity for achieving the specific goals of each participant.

We invite you, your associates and your spouses to join us and share in the technical exchange with our friends in Japanese Industry.

William F. Lenzer, P.E., CVS  
Executive Vice President  
Society of American Value Engineers

### **KEY PURPOSE:**

Study elements of applied VE Productivity in Japanese industry from all aspects, including management, production, education. Scope of industries is wide range and includes construction, electronics, telecommunications, heavy equipment manufacturing and many more. Interface with specific industry areas will be tailored to the specific desires of each member of the mission, as much as possible.

### **ORGANIZATION OF TECHNICAL VISITS**

Technical visits will be geared to the specific goals of each participant. Your preferences should be noted on the back of the application form and returned to SAVE at the earliest possible date.

