



McGRAW-HILL BOOK COMPANY

330 WEST 42ND STREET, NEW YORK, N.Y. 10036

A DIVISION OF McGRAW-HILL, INC.

September 7, 1967

Mr. Lawrence D. Miles
2715 29th Street S. E.
Washington, D. C.

Dear Mr. Miles:

I am pleased to advise you that we have just exchanged contracts for a Spanish language edition of your book **TECHNIQUES OF VALUE ANALYSIS AND ENGINEERING** which will be published over the imprint of Ediciones Deusto, S. A., of Bilbao.

The financial terms stipulated in the memorandum of agreement are an advance payment of \$400.00 against a royalty, based on the retail price of the Spanish edition, of $7\frac{1}{2}\%$ on the first 4,000 copies sold, and 10% on each and every copy sold thereafter. Your share of this payment and subsequent royalties accrued will eventually be reflected in your royalty statements from us.

Within approximately two years this edition will be placed on the market, at which time several copies will be sent to you without delay.

Sincerely yours,

Alfred van der Marck, Manager
Foreign Rights Department

yr

cc: Mr. Tyler G. Hicks