

81-7

L. D. MILES
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John Bryant, Pres.
S.A.V.E.

Good Morning John;

As Eleanor and I leave the country for a long planned month long holiday in Scandanavia Friday, there are two items I'd like to suggest for strengthening and growth and accuracy of the matters of the Society.

I'll write them in separate letters.

Best of continuing success to you,

We'll see you in September,

Larry

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Improvements ... continued

In South Africa, Kieith Van Heerden did VE work basically from the top down. First a weeks seminar with the top management group, followed by others. I have been there. I have seen the enthusiasm and results. DeBeers Diamond Mining Co., Val Reef Gold Mining Co., and Southern Cross Steel Co are some I've visited. Results are staggering. Exactly how does he do it? What does he cover? How does he interest and involve them? Perhaps we could learn and do the same. Now, in Sept. he is having a 3½ day seminar for top managers only. He expects 40 to 50. What does he tell them? How does he involve them?

I've heard snatches of some very worthwhile approaches Jerry Kaufman may have. Does he have additions or adaptations to the system that more can use?

Does Bill Lenzer have some exceptional approaches?

Walt Wichita has been reaching hard for something we greatly need - understanding by others. Has he some universally adaptable approaches?

What-startling, effective approaches have some of our members produced in the last year?

Perhaps we can benefit by the effective thinking of our Japanese VE leadership. They studied deeply how to bring greatest benefit from this award. The result is threefold.

1. They want it to be achievable. One to two per year.
2. They will make it to companys who achieve exceptional results benefitted by the VE methodology.
3. They want it to promote new and better methodology and actions.

Respectfully Submitted,

Larry Miles

John, you came as a pioneer to Harbridgehouse. You brought the basic methodology. Thru Harbridgehouse you've done great things for many of your customers. Did you develop some extensions to the technique, or some new supplementing methodology which could and would benefit our members?