

1969

63-45

## PROGRAM FOR CITY OF SCHENECTADY SEMINAR

Day 1	Opening and Introduction	R. E. Fountain H. L. C. Leslie L. D. Miles  (Also attending were D. L. Eagan and P. A. Spinelli)	January 7
Day 2	Function Identification and Evaluation	R. E. Fountain	February 15
Day 3	The Information Phase Habits and Attitudes	H. L. C. Leslie	March 1
Day 4	Creativity	L. D. Miles	March 15
Day 5	Human Environment Human Relations	J. F. Prendergast	March 29
Day 6	Roadblocks	L. D. Miles	April 12
Day 7	Utilize Specialists	H. L. C. Leslie	April 26
Day 8	Open	Value Programs for Industry	May 10
Day 9	Processes, Procedures, Non-Industrial Examples	Value Analysis, Inc.	May 24
Day 10	Presentation Program Finis	As many present as possible	June 7

**CITY OF SCHENECTADY VALUE ANALYSIS SEMINAR**

**First Meeting**

**January 7, 1963**

**Introduce city manager**

**Introduce Tom Cashman**

**Introduction of subject - L. D. Miles**

**What It Is - L. D. Miles**

**What Has Been Found - L. D. Miles**

**Reasons Why Found - Howard Leslie**

**What Others Are Doing**

**Applies Everything - Roy Fountain**

**What Will Follow - L. D. Miles**

**2 hrs. ea. 2 weeks**

**Project selected and worked**

**Project leader for each several**

**Industrial consultant from skilled people in area**

**Learning the approaches**

**Applying them**

**Will find very challenging**

# INTRODUCTION

## City Employees' Seminar

L. D. Miles, Jan. 7, 1963

VA technology born in Schenectady  
Now USA and world - even Japan.

### Purpose

To provide more services per \$

Services or functions performed by people through systems  
or by people through products

### Example

Police Dept.  
Snow Removal

Cold Control

Techniques to produce different thought.

Developed by product - will show some

Service wanted - call function

Illustrate

Value performance of function - cost

Found - with different thinking

Staggering amount more function for each unit of cost.

So techniques developed

value

function - user wants

product alternatives