Schenectady, June 4, 1952

Mr. W. W. Beardslee
Room 116, Bldg. 36

At your request, we have reviewed a number of parts in our garbage disposall from a Purchasing Value Analysis viewpoint and have made specific suggestions on over thirty items which are attached.

All quotations and sketches that were used in arriving at these suggestions, along with a copy of this report, have been forwarded to A. S. Ewasko, Purchasing Agent at our White Plains Plant.

Obviously, continued study of this product within the Disposall Division using Purchasing Value Analysis techniques, will pay large dividends.

We have appreciated the opportunity to work with you and your people on this job.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT

D. L. Eagan
Room 165, Bldg. 2

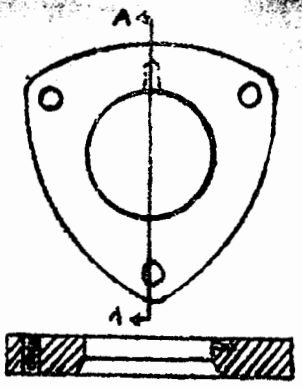
DLE:AEM

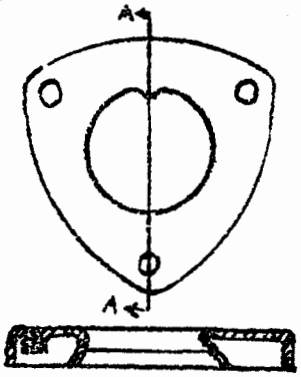
DISPOSALL

PURCHASING VALUE ANALYSIS

GARBAGE DISPOSALL MODEL FA-4

Materials & Purchasing Department
Value Analysis Unit
June 1952





P-5431761
Support Ring
100,000/year

Present Proposed

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	350.00	69.26	541.92
Proposed	197.00		200.94
			340.98

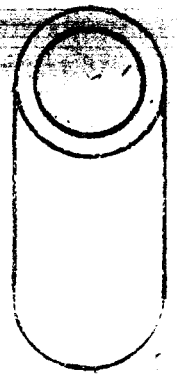
ESTIMATED ANNUAL SAVINGS--$34,000

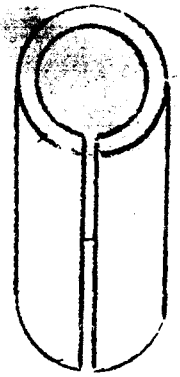
COMMENTS:
This support ring is the part under the sink to which the disposall is mounted. It is a 13/32" thick cast iron casting and requires machining of bore, drilling and tapping of three 5/16"-18 holes and drilling for and assembling an 1/8" pin.

A stamped support ring of 1/16" sheet steel that eliminates all of the above machining except the tapping of the three 5/16"-18 holes can be obtained from a stamping supplier for the above cost in 10,000 lots plus a die charge of $2175. This cost includes the tapping of the three holes.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM





Present Proposed

K-5431584
Spacer (Bearing)
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	225.00	25.54	297.68
Proposed	24.24		24.72
			272.96

ESTIMATED ANNUAL SAVINGS---$27,296.00

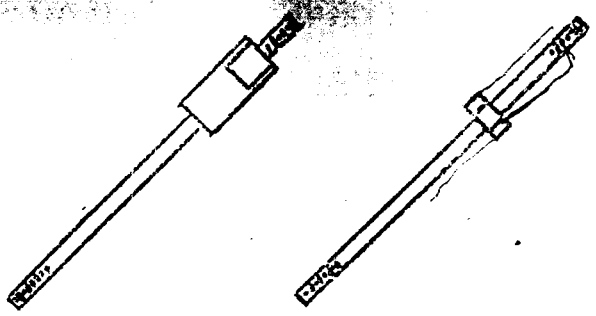
COMMENTS:

The present part apparently is made on a screw machine from bar stock. It is suggested that we purchase as a rolled butt-jointed spacer at the above cost. The length tolerance would be ± .004 rather than ± .001 as specified. However, if not acceptable, other suppliers can furnish to ± .001 at slightly higher costs.

	Supplier #1	Supplier #2	Supplier #3
20M	24.24/M	93.02/M	69.15/M
40M	23.64	88.07	68.45
60M	22.87	73.23	67.75
80M	22.87	56.51	67.10
100M	22.76		

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



Present Proposed

K-5431587
Stud
400,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	150.00	.69	154.84
Proposed	12.44		12.69
			142.15

ESTIMATED ANNUAL SAVINGS--$56,860.00

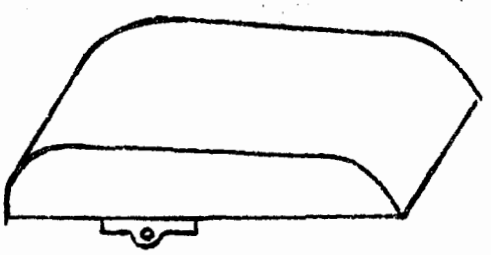
COMMENTS:

Four of these studs presently made on a screw machine are used on each disposall to fasten the motor to the bottom flange. The cover (bottom flange) is also fastened to these studs by four brass screw machine acorn nuts.

We feel that a redesigned cold headed stud with approximately an 1/8" thick hex head 5/16" across the flats will perform the function intended for this part as it does not appear that the 13/32 dim. is necessary on the present stud as the cover does not bear on the shoulder of the .312 dia. at the end of the 13/32" dim. but bears against the aluminum housing. This cold headed stud may be obtained in 100,000 lots for the above proposed cost.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



P-5431846
Cover (Housing)
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	390.00	74.08	595.59
Proposed	200.00		204.00
			391.59

ESTIMATED ANNUAL SAVINGS--$39,100

COMMENTS:

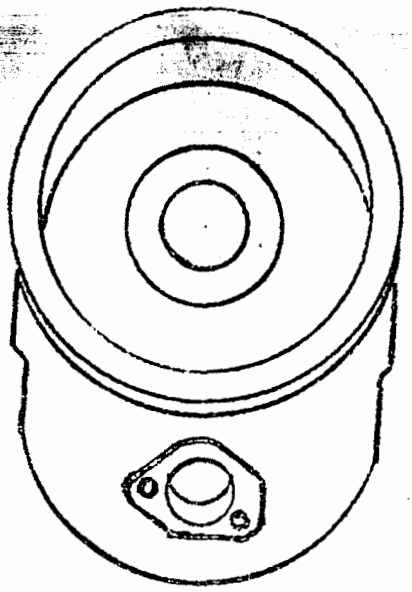
This cast iron cover with two #6-32 tapped holes covers up the coil, relay and switch on the side of the housing for better appearance of the disposall and probably Underwriters' requirements.

A supplier specializing in the conversion of castings to stampings will furnish a drawn cover for the above proposed cost in quantities not less than 10,000 plus a die cost of $5800.

Another stamping supplier will furnish a drawn cover 2" shorter than the present design for $260/M in 10,000 lots plus a die charge of $5225.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5431912
Bottom Flange
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	1910.002	229.00	2559
Proposed	1450.00	229.00	2090
			469.

Estimated Annual Savings--$46,900.00

COMMENTS:

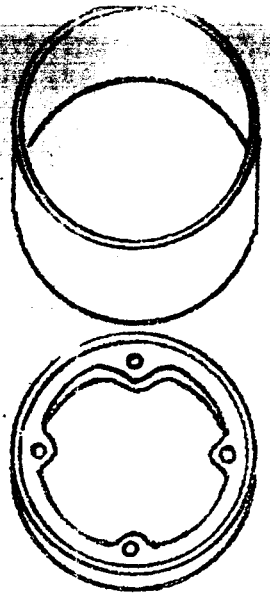
This bottom flange, weighing approximately 2-3/4 lbs. is an aluminum die casting and is made using both sand and metal cores.

By eliminating the taper on the inside of the top part of this casting which will permit all metal cores to be used and reducing the weight to 2 lbs. another die casting supplier will furnish castings for $1.40 to $1.50 each.

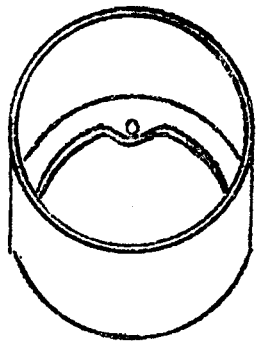
This supplier will also furnish castings to present drawing dimension for $1.80 each. The annual savings would be $11,300 less a $3000 permanent mold change.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



Present



Proposed

M-5431716
114B912AK-2
End Plate - Shell

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present			
End Plate M-5431716	190.00	18.45	243.30
Shell 114B912 AK-2	390.00		397.80
			641.10
Proposed			
Combined End Plate and Shell	285.50		291.21

ESTIMATED ANNUAL SAVINGS--$35,000

COMMENTS:

The end plate is presently a cast iron casting.

The shell which forms the outside of the motor is made by rolling low carbon strip steel into a circle and seam welding.

A combined end plate and shell made as a stamping of 1/16" thick sheet steel can be obtained for the above proposed cost in 10,000 lots plus a die charge of $1925. This cost includes perforating holes in bottom and lathe trimming edge after drawing.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM

K-5431633
Capacitor
100,000/year

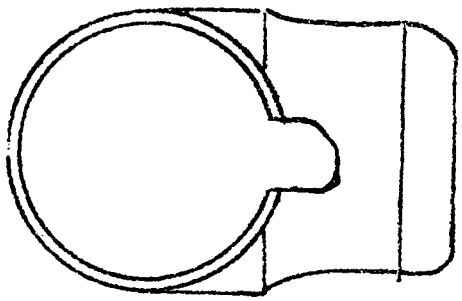
	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	733.66		748.33
Proposed	650.00		663.00
			85.33

Estimated Annual Savings--$8533.00

Another reliable supplier of capacitors will furnish them for the above proposed cost.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



C-5431848
Cover (Bottom Flange)
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	1120.00	12.91	1176.87
Proposed	520.00		530.40
			646.47

ESTIMATED ANNUAL SAVINGS--$64,600

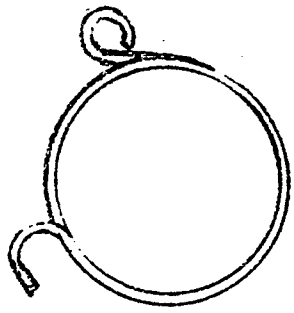
COMMENTS:

This cast iron cover is assembled to the bottom of the disposall for better appearance of the unit.

A supplier specializing in the conversion of castings to stampings will furnish a drawn cover of .059" thick steel for the above proposed cost in quantities not less than 10,000 plus a die charge of $12,500. The die charge for a redesigned cover with tapered sides in place of the present curved sides would be considerably lower in cost.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5431598
Spring (Switch Cam)
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	33.40		34.07
Proposed	10.90		11.11
			32.96

ESTIMATED ANNUAL SAVINGS--$3296.00

This spring made of stainless steel holds the switch open.

Our present spring supplier will furnish this spring of the same material with both hooks open and with a few tolerance increases for the above cost. They will also furnish springs of spring wire for $5.10/M.

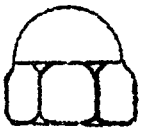
Springs identical to the drawing made from .047 stainless steel wire type 302 plain finish not passivated may be obtained from another spring supplier for the following costs.

25,000	13.20/M
50,000	11.90/M
75,000	11.80/M
100,000	11.00/M

Plus $345 tool charge

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5431628
Acorn Nuts
400,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	12.00		12.24
Proposed	5.65		5.76
			6.48

Estimated Annual Savings--$2592.00

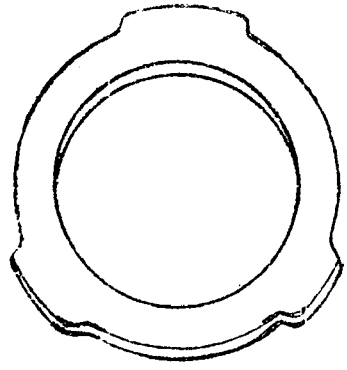
COMMENTS:

Four of these brass screw machine acorn nuts fasten the cover (bottom flange) to the disposall.

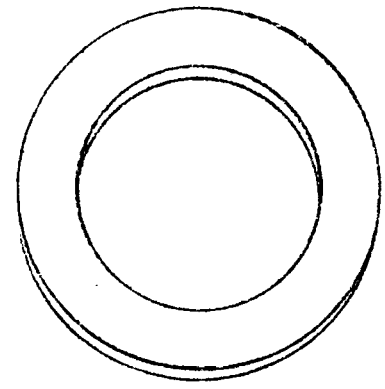
Zinc die cast acorn nuts will be obtainable for the above cost in 100/M lots in 3 months. If nickel plating is desired, the additional cost will be $.70/M.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



Present



Proposed

M-5431703
Clamping Ring
100M/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	130.00		132.60
Proposed	57.27		58.42
			74.18

ESTIMATED ANNUAL SAVINGS--$7418.00

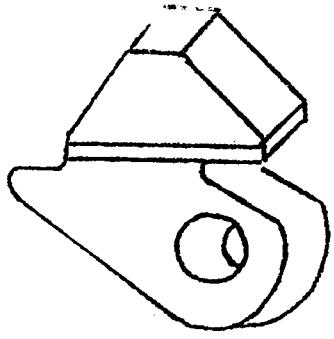
COMMENTS:

At the present time we are using a cast iron ring and suggest that we substitute a steel washer 6" OD x 3½" ID x #12 gauge at the above price. There would be a tool charge of $496.00.

As a second choice, we can also obtain a formed washer for the same price--tool charge $555.00.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5431647
Impellor
200,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	137.48	100.12	407.54
Proposed	101.12		103.14
			304.40

ESTIMATED ANNUAL SAVINGS--$60,800

COMMENTS:

Two of these 3/8" thick chrome-cobalt vanadium alloy impellors are assembled to and pivot on the rotating element of the disposall for the purpose of breaking up the garbage. They are made from a 7" long cast bar by machining the outside contour, cutting off and then machining to the required thickness.

A powdered iron Oilite copper infiltrated part which would eliminate the machining may be obtained for the above proposed cost based on our yearly requirements of 200,000 plus a tool charge of $1480. This supplier tells us that another manufacturer of disposalls uses this material in their unit.

Another supplier of powdered metal parts will supply this impellor of his #249 (iron) material for the following costs:

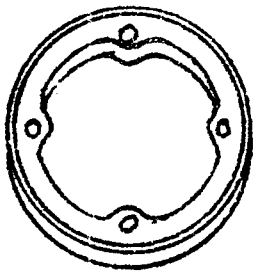
10,000	37.30/M
25,000	36.55/M
50,000	36.20/M
100,000	35.45/M

Die Charge--$255.

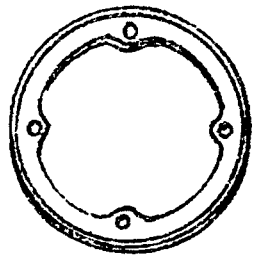
The tensile strength of this material ranges between 37,500 and 43,000 psi.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



Present



Proposed

M-5431716
End Plate
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	190.00	18.45	243.30
Proposed	135.00		137.70
			105.60

ESTIMATED ANNUAL SAVINGS--$10,560

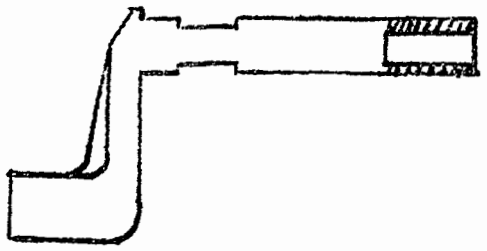
COMMENTS:

This end plate which is assembled at the bottom of the motor is presently a cast iron part with four #7 drilled holes.

A drawn stamped end plate of 1/16" thick steel may be obtained for the above cost in 10,000 lots plus a tool cost of $1525.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5432612
Trip Lever
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	116.91	64.81	292.29
Proposed	51.00	?	52.02
			240.27

ESTIMATED ANNUAL SAVINGS--$24,000

This trip lever which actuates the switch lever is a brass forging and is machined practically all over.

One supplier will furnish a Zamac #3 die cast trip lever for the above cost in 25,000/lots plus a die charge of $785.00

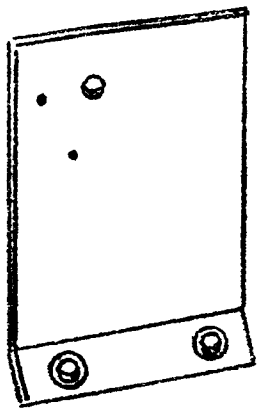
Another supplier will also supply a Zamac#3 die cast part for the following costs:

25M	59.00/M
50M	58.00/M

Plus die charge of $1290

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5432606
Bracket (Relay)
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present			
Bracket	7.13	4.63	19.63
Screws (2)	2.02		2.06
			21.69
Proposed	----		----

ESTIMATED ANNUAL SAVINGS--$2169.00

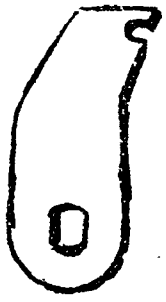
COMMENTS:

This 1/16" thick bracket is fastened to the housing with two #6-32 Flat Head screws. The relay is then mounted on the bracket.

We are suggesting that the relay be assembled directly to the housing eliminating the bracket and the two screws. There will also be the savings in labor for assembling these screws which is not shown above.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5431661
Cam Stop Lever
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	4.75	5.11	18.49
Proposed	6.70		6.83
			11.66

ESTIMATED ANNUAL SAVINGS--$1166.00

This stamped cam stop lever of .093" thick steel actuates the switch.

COMMENTS:

One stamping supplier will furnish these levers of .0625 thick steel for the above cost in 25,000 lots plus a tool cost of $620. Costs of larger quantities would be as follows:

50,000	5.95/M
100,000	5.50/M

We feel that a .062" thick lever would be satisfactory in this application. They will also furnish levers of .093 thick steel for the following:

25,000	8.90/M
50,000	7.95/M
100,000	7.50/M

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM

K-5431640
Fastener
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	7.39		7.54
Proposed	.09		.09
			7.45

ESTIMATED ANNUAL SAVINGS---$745.

COMMENTS:

This aluminum strap is wrapped around and holds the felt packing to the retainer and ring assembly.

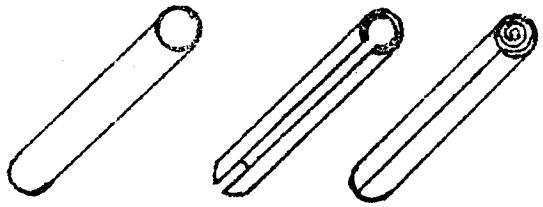
We are suggesting that this strap be eliminated as the packing cannot move after the retainer assembly is placed in the unit.

The felt could be stapled together to facilitate assembly.

There should be some additional labor savings using this method.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



Present This or This Proposed

K-5431654
Pin (Impeller)
200,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	24.00		24.48
Proposed	4.84		4.94
			19.54

ESTIMATED ANNUAL SAVINGS--$3908.00

COMMENTS:

These pins made of 1/4" dia. stainless steel rod fasten the impellers to the flywheel (shoe and bracket asm.)

The manufacturers of roll pin fasteners suggest using an 1/8" dia. stainless steel roll pin in this application. They can be obtained for the above cost in any quantity.

They will also supply us with 1/4" dia. stainless steel roll pins for $13.79/M in any quantity.

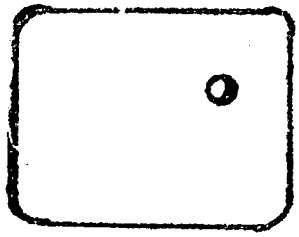
Another manufacturer who makes a similar fastener will furnish 1/4" dia. stainless steel spiral pins as follows in 50,000 minimum quantities.

Medium Duty	17.90/M
Heavy Duty	19.60/M

The use of these fasteners should also reduce the machining cost of the shoe and bracket assembly as the reaming and peening for these pins can be eliminated because they are self-locking within normal production hole tolerances.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5432611
Switch Cover
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	12.90	1.14	16.20
Proposed	5.42		5.53
			10.67

ESTIMATED ANNUAL SAVINGS--$1067

This cover for the switch is made from Textolite Compound 1841A which is a black linen base phenolic material.

A paper base material such as Textolite 1838A should be satisfactory for this application. A fibre products supplier will furnish them of this material for the above proposed cost in shipments of 100,000 yearly. They will also furnish them of the same material that we are now using for 10.45/M plus a $5.00 set-up charge for each release.

Another Fibre Company will also supply these of our 1841A material for 11.62/M plus $160 tool charge and a $5.00 set-up charge for each release.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
June 1952

DLE:AEM

K-5431646
Set Screw
300,000

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	55.80	.49	58.22
Proposed	44.10		44.98
			13.24

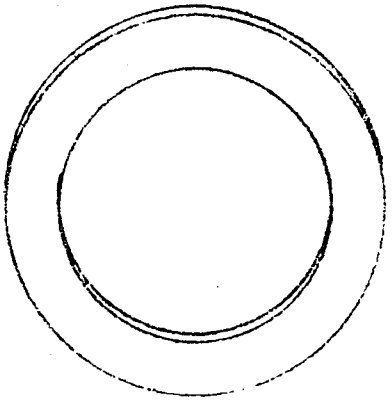
ESTIMATED ANNUAL SAVINGS--$3972.00

These 5/16"-18 hex socket set screws with an off standard hex in the head fasten the disposall to the sink.

Another supplier specializing in the manufacture of screws and bolts will furnish them in 50M to 300M lots for $42.00/M plus $2.10/M for zinc plating. In these quantities, the off standard hex does not increase the cost.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM



K-5892653-1
Gasket
100,000/yr

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	76.70		78.23
Proposed	59.00		60.18
			18.05

ESTIMATED ANNUAL SAVING--$1805.00

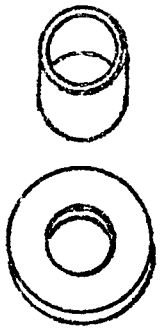
COMMENTS:

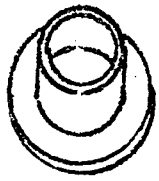
This gasket is assembled on the underside of the sink ahead of the clamping ring.

The material proposed is a Flexible Fibre Glycerine treated Gasket and should meet the required application. There will be a $9 set-up charge for each release.

MATERIALS & PURCHASING DEPT.
VALUE ANALYSIS UNIT
May 1952

DLE:AEM





K-5431690
K-5431699
Washer & Bushing
300,000/year

Present 1 Proposed

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present			
Washer 5431690	3.35	.13	3.76
Spacer 5431699	10.83		11.05
			14.81
Proposed			
Combination washer and spacer	10.00		10.20
			4.61

ESTIMATED ANNUAL SAVINGS--$2583

COMMENTS:

Three of each of these washers and spacers with a rubber bushing cemented to the washer are used in fastening the disposall to the sink.

A supplier specializing in the manufacture of special fasteners makes one piece spacer sleeves with a flange on the end similar to our washer and spacer when assembled. Although they do not have one that could be directly substituted for our two piece assembly, we feel that they can develop one that could be used in this application for not more than $10.00/M.

Additional labor savings can be made by eliminating the cementing of the rubber bushing to the washer as this operation will not be necessary with a one piece part.

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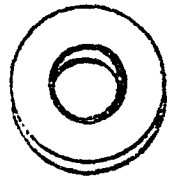

K-5431690
Washer
300,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	3.35	.13	3.76
Proposed	2.20		2.24
			1.52

ESTIMATED ANNUAL SAVINGS---$456.00

Three of these washers are used on each unit, one under each of the 5/16"-18 hex nuts which fasten the disposall to the sink.

A supplier specializing in stamped washers will furnish them for the above cost in 50,000 lots. Larger quantities would be slightly lower.

100,000	2.00/M
200,000	1.80/M

Another washer supplier will furnish them for the following costs?

50,000	2.53/M
100,000	2.09/M
250,000	2.03/M

Plus a $14.00 labor charge on tools.

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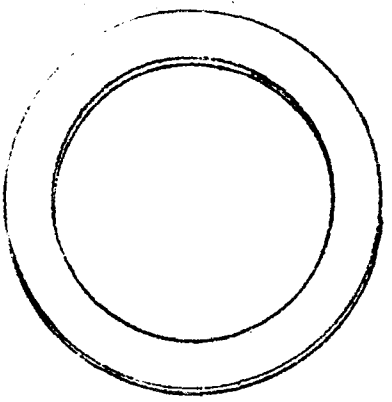

K-5431643
Support (Bearing Cup)
200,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	8.05	2.61	15.14
Proposed	9.80		10.00
			5.14

ESTIMATED ANNUAL SAVINGS--$1028.00

Two of these stamped bearing supports which we make ourselves are used in each disposall, one under each of the two bearings.

A supplier specializing in the stamping of washers will furnish them for the above cost in 25,000 to 50,000 lots.

Another washer supplier will supply them for the following costs:

25,000	10.92/M
50,000	10.75/M
100,000	10.65/M

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DLE:AEM

K-5860435
Spring
600,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	4.55		4.64
Proposed	2.20		2.24
			2.40

ESTIMATED ANNUAL SAVINGS--$1440.00

Six of these stainless steel springs with squared and ground ends are used on each disposall. Two in the twistop handle and four between the flywheel and the retainer for the seal.

Our present supplier will furnish springs with ends not ground only squared for the above proposed cost in 50,000 lots. Slightly lower costs may be obtained in larger quantities.

100,000	2.02/M
500,000	1.87/M

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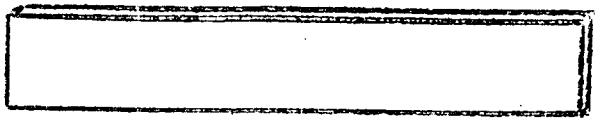

K-5431636
Packing
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	18.48		18.85
Proposed	9.61		9.80
			9.05

ESTIMATED ANNUAL SAVINGS--$905.00

COMMENTS:

This packing is a felt strip, the purpose of same to act as a medium of holding lubricant for oiling the motor shaft. The price of $9.61/M is on the basis of felt to SAE F15 which we are advised is suitable for the application. A more expensive material conforming to SAE F11 can be purchased for $14.77/M pieces.

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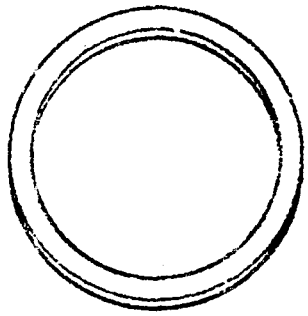

K-5431562
Gasket
100,000/ year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	34.10		34.78
Proposed	6.20		6.32
			28.46

ESTIMATED ANNUAL SAVINGS--$2846.00

COMMENTS:

Our specifications call for a vegetable fibre type AG or equivalent for this gasket which forms part of the water seal. The above price is based on commercial grade vulcanized fibre. Vulcanized fibre glycerine treated may be obtained at a slightly higher cost--$7.40/M.

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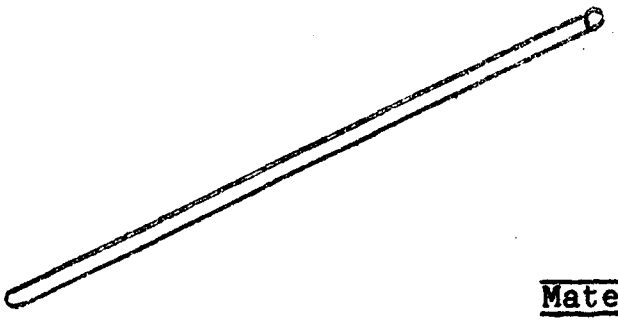

K-5431658-1
Wicking
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	43.48		44.35
Proposed	15.12		15.42
			28.93

ESTIMATED ANNUAL SAVINGS--$2893

COMMENTS:

This white felt wicking which is 5/32" dia. x 9" long is the means of conveying the oil from the reservoir to the shaft assembly. The above proposed cost is for one supplier's #10190 Gray all wool felt which is currently being used for many wicking applications by manufacturers of bearings and journal boxes.

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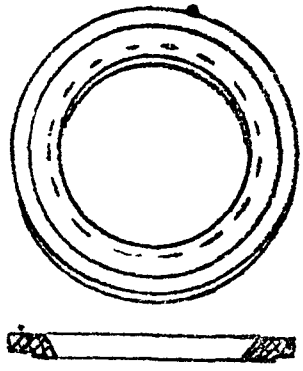

K-5432625
Gasket
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	73.97		75.45
Proposed	49.25		50.24
			25.21

ESTIMATED ANNUAL SAVINGS--$2521.--

COMMENTS:

This molded rubber gasket G. E. Spec. A50B24 prevents water from leaking out the top of the housing.

Another supplier of rubber goods who is presently furnishing a number of other rubber parts for the disposall will furnish these gaskets of Neoprene for the above cost in 25M to 100M lots plus a $375 tool cost.

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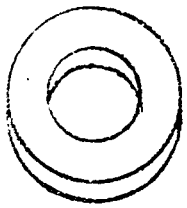

K-5432619
Spacer (Switch Lever)
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	20.00	.15	20.80
Proposed	3.50		3.57
			17.23

ESTIMATED ANNUAL SAVINGS--$1723.00

COMMENTS:

These spacers are presently made as a screw machine product. By ordering as a washer from specialist in the industry as a stamping, the above savings can be made. Larger quantities may be purchased at slightly lower costs--

25,000	3.50/M
50,000	3.00/M
100,000	2.80/M

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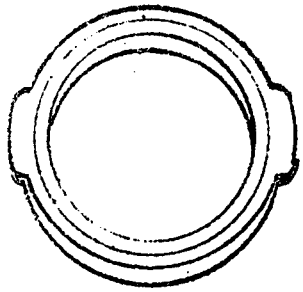

V-5833786
Nose Piece
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	108.39		110.56
Proposed	82.49		83.13
			27.43

ESTIMATED ANNUAL SAVINGS--$2743

This molded graphitar nose piece prevents the water in the unit from entering the motor.

Another supplier of graphited seals called Anagra Grade AG10 may be obtained for the above cost in 50/M pieces plus a $600 mold charge. They claim this material is being used in similar applications.

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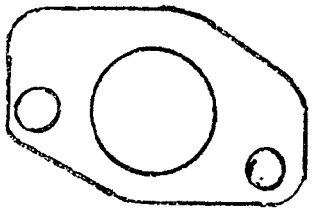

K-5432689
Gasket
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	32.50		33.15
Proposed	10.85		11.07
			22.08

ESTIMATED ANNUAL SAVINGS--$2208.00

At the present time, we are using Vegetable Fiber Type A6 material. The above price is on the basis of Commercial Vulcanized Fibre which we feel may meet the required application. Flexible Glycerine treated fiber can be obtained at a price of $11.90/M

Partial tool cost--$350.00

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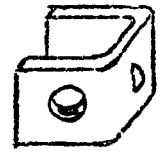

K-5432654
Bracket
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	5.21	4.43	16.13
Proposed	7.46		7.61
			8.52

ESTIMATED ANNUAL SAVINGS--$852.00

This bracket is part of the contact in the switch and at the present time is being made in our plant. A supplier specializing in small stampings will furnish them for the following costs:

25M	7.46/M
50M	7.36/M
100M	7.31/M

Combined tool cost for this part and K-5432610 would be $235.00

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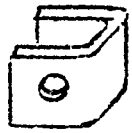
DLE:AEM



K-5432610
Bracket
100,000/year

	Cost/M		
	Material	Adjusted Labor	Shop Cost
Present	5.21	1.04	8.09
Proposed	5.86		5.98
			2.11

ESTIMATED ANNUAL SAVINGS--$211.00

This bracket is part of the contact in the switch and at the present time is being made in our plant. A supplier specializing in small stampings will furnish them for the following costs:

25M	5.86/M
50M	5.76/M
100M	5.71/M

Combined tool cost for this part and K-5432654 would be $235.00

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DLE:AEM