



VA system - like ABACUS  
"only buttons" to untaught  
New training to utilize  
Level position  
Right environment

VA system - like jet system  
Rust as trash in hanger until train operators.  
Rust as trash in hanger until extend runways

Worthless without  
    training to utilize it  
    Environment to utilize it

VA system in three parts.

Arrangement of techniques to:

(1) make clear functions

    gear - or transmit motion  
    wire or conduct 10 amperes  
    gas tank or contain 200 gallons

(2) establish app. cost for each function  
    a multitude of techniques  
    comparison

(3) cause necessary knowledge, creativity, initiative to be used  
    approaches - ideas - materials - help of others, etc.

Use examples

What is not VA

    Bridge? Jet engine? Coil of wire? Button?

"That's VA!"

    NO

Armed Services want VA

    want to pay for it

Dilemma

Man with jet wheels calls them VA  
    call mahogany VA  
    call buttons VA

As long as call buttons VA - selling ourselves short  
Can't get paid for what don't have

Complete system is VA  
Complete training absolutely necessary  
Different training to environment required

Then pay off  
Cease to be talk and hope  
Will become cash and profit

System has technique - shows seven areas lose app. cost  
Mgt. - "We use own laboratory" left mech. \$90,000  
Mkt. Concept - terminal board - \$70  
Eng. concept - small hole min. mach.  
Eng. detail - 60 pieces - 10 - air force assembly  
Mfg. concept - can't pay for tools 1.40 - 39 - \$75 - \$3000 - \$3,000,000  
Mfg. operation - layout 80 - make one pattern - mark around  
Purch. - buying gear for 5¢ - for time motor - put on for \$2  
buy timer motor and gear - 10¢ more

Shows in which of seven work is deficient.

Does not do work  
Does have techniques to aid others in doing it.

Human factors

Feelings

Logic

Emotion

Roadblocks

Tool engr. - Kirksite

Conclude

Value app. perf. - app. cost

Complete system - cover every situation  
use parts needed on each task

Is arrangement of tech. 10

1 - 2 - 3