

"VALUE ANALYSIS AT GENERAL ELECTRIC"

for Value Analysis, Inc.  
Niskayuna Club - Schdy

September 30, 1959

Started - unnecessary costs - sooner - Winne

Cold Control

Clock Pin

Thought in science ~~"If Better Way, I'll Do It"~~

Found it was in people

\$50 Kirksite Die

60 men - 4 weeks - Battle Royal

Job of getting Value Alternates inhibited by people  
Asbestos Paper

Overcome this -- 99% men in training *benefit*  
~~0.1%~~ ~~100%~~ -- show eval. cards

Could identify - alternates

Then - little done

So -

good alternates  
good action channel

Measure

Savings? Series - each separately

Reporting

Reduce team work

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General growth of understanding

But - significant numbers - discredit what don't understand

Wrong beliefs

Initial Roadblocks

Learn - inform - teach - indoctrinate - grow

M/