

GENERAL ELECTRIC COMPANY

VALUE ANALYSIS SEMINAR

Schenectady, N. Y.

COLONIE COUNTRY CLUB

October 7 to 11, 1957
and
October 21 to 25, 1957

W E L C O M E

to the Fall 1957 Company-wide Value Analysis Seminar.
The following members of the Seminar Staff will be
pleased to assist you in resolving any problems or
questions that you may encounter.

Seminar Staff

Howard Leslie.....Seminar Manager
Fran Johnson.....Project Supervisor
Henry Frick.....Vendors & Facilities Supervisor
Gert Frick.....Secretary Consultant
Cynthia Godell.....Secretary
Harriet Manley.....Secretary
Barbara Weeks.....Secretary

FOREWARD

During this Value Analysis Seminar, we will be working together and sharing ideas that will assist us in further developing our ability to obtain better "Value" in the products we manufacture.

We will develop a new prospective toward Value through an intensive study of the Value Analysis Techniques and the application of these Techniques on a Company product. The relationship of Value Analysis to all phases of business operations will also be reviewed. In addition, specialty suppliers and Company consultants will be available throughout the Seminar to provide the latest information on materials, products and processes for use in your quest for Value.

You will find that the Value Analysis approach, coupled with the challenging assignments you will receive during the Seminar will provide you with a new set of tools that will enable you in the future to produce equal or better quality products at a substantially reduced cost.

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Literature Distributed

Directions for Using Inquiry Forms

Directions for Completing Suggestion Sheets

The Key Value Analysis Techniques

Area Restaurants

Area Activities

PROJECT LEADERS

<u>NAME</u>	<u>DEPARTMENT</u>
Don Fink	Dishwasher, Water Heater & Customer Appliance Department, Hotpoint Company, Milwaukee, Wisc.
Matt Guzikowski	Heavy Military Electronic Equipment, Syracuse, New York
Bill Helstowski	M. & O. S. D. Burlington, Vt.
Roc R. Maluci	Schenectady Relations & Utilities, Schenectady, N.Y.
Wayne Ruggles	Hotpoint Company, Chicago, Illinois
Howard B. Secor	Schenectady Relations & Utilities, Schenectady, N.Y.
Jim Shute	Small Aircraft Engine Department, West Lynn, Massachusetts
Bob Will	Locomotive & Car Equipment Department, Erie, Pa.

VALUE ANALYSIS COMPANY-WIDE SEMINAR

Monday --- October 7, 1957

Today's Objective: Obtain A Fresh Viewpoint

8:30 - Registration - Colonie Country Club

8:55 - Introduction.....L. D. Miles, Manager
Value Analysis Service
Schenectady, N.Y.

9:00 - Keynote Address.....G. B. Warren, Vice President
& Consulting Engineer
Turbine Division

9:15 - Value Is Our Target.....L.D. Miles

Introduction To Value Analysis

Philosophy of Value Analysis

Future Plans

9:45 - What Has Been Found In Our Products...J. K. "Dusty" Fowlkes, Engineer
Specialty Materials & Processes
Value Analysis Service

10:00 - The History of Habits & Attitudes.....H. A. Mullins, Consultant
Value Analysis Practices
Value Analysis Service

10:15 - What We Need.....L. D. Miles

10:30 - The Key Value Analysis Techniques.....H. A. Mullins

10:45 - Importance of the Creative Approach....J. K. "Dusty" Fowlkes

10:55 - The Creative Approach.....L. D. Miles

11:25 - Creative Thinking Session - No Negative Thinking

Leader: J. K. "Dusty" Fowlkes

Tables	1, 2, 3, 4,	- Fran Johnson
	5, 6, 7, 8,	- Don Fink
	9, 10, 11, 12,	- Wayne Ruggles
	13, 14, 15, 16,	- Jim Shute
	17, 18, 19, 20,	- Harold Mullins
	21, 22, 23, 24,	- Howard Leslie

Monday, October 7, 1957 - Continued

12:00 - Lunch

1:15 - Roadblocks and How to Overcome Them....L. D. Miles

1:30 - How This Technique Has Been Used.....J. K. "Dusty" Fowlkes

1:45 - The Question of Quantities.....H. A. Mullins

2:00 - Accept Answers from Only the Best Source

.....H. L. C. Leslie, Seminar Manager
Value Analysis Service

2:15 - The Value Analysis Job Plan

An Organized Approach to Profit.....L.D. Miles

2:35 - The Value Analysis Job Plan

Information Phase.....J. K. "Dusty" Fowlkes

2:45 - Assignment of Projects

Introduction of Project Leaders.....Fran Johnson, Project Leader
Supervisor
Value Specialist
Technical Products Dept.
Syracuse, New York

3:00 - Break

3:15 - Project Work

4:45 - Why Do We Have Projects.....L. D. Miles

5:00 - Close

VALUE ANALYSIS SEMINAR

Tuesday, October 8, 1957

Today's Objective: Master The Technique of Establishing Value Through The Functional Approach

8:15 - Value Defined - Evaluate By Comparison...H. L. C. Leslie

8:30 - Function Defined - Evaluate The Basic Function

...R. E. Fountain, Engineer
Advanced Value Research
Value Analysis Service

10:00 - Break

10:15 - Workshop Session -R. E. Fountain

Determine The Basic Function of Your Project

11:45 - Cost - Get Them - Know Them - Use Them...R. E. Fountain

12:00 - Lunch

1:00 - Relationship of Value Analysis to

Engineering.....R. E. Fountain

More Value In The Original Design

1:15 - Work on Specifics - Not Generalities.....H. L. C. Leslie

1:30 - The Need For Good Human Relations.....R. E. Fountain

1:45 - What Lies Ahead on Project Work.....H. L. C. Leslie

2:00 - Project Work

2:45 - Relationship of Value Analysis to Vendors

....H. L. C. Leslie

Search Out Best Suppliers & Specialists - Direct Their Work

3:00 - Break

3:15 - How To Use a Manufacturer's Representative

....J. H. Savage
The J. H. Savage Associates
Mt. Vernon, N.Y.

Tuesday, October 8, 1957 - Continued

3:30 - Project Work

4:30 - A Look Into The Future.....R. E. Fountain

Advanced Value Research

5:00 - Close - Relax and Get Acquainted

6:00 - Dinner

7:30 - Creativity G. A. Welch
 R. H. McMahan

9:00 - Close

VALUE ANALYSIS SEMINAR

Wednesday, October 9, 1957

Today's Objective: Utilize Specialty Suppliers & Specialists

- 8:15 - Value Analysis and The Buyer.....W. H. Reger, Consultant
Value Analysis Communications
Value Analysis Service
- 8:30 - How To Analyze Your Project.....H. L. C. Leslie
- 8:45 - Know and Use The Inquiry Form & Suggestion Sheet
.....W. H. Reger
- 9:00 - Introduction of Specialty Suppliers.....H. L. C. Leslie
- 9:45 - Suppliers' Display
- 10:00 - Break
- 10:15 - Use All of the Company Services.....W. H. Reger
- 10:40 - Project Work - Introduction of Consultants
.....Fran Johnson
- 11:50 - Use Your Vendor Volumes.....H. L.C. Leslie
- 12:00 - Lunch
- 1:00 - Put A Dollar Sign On - -H. L. C. Leslie
- The Key Tolerance
The Main Idea
- 1:15 - Project Work
- 3:00 - Break
- 3:15 - How To Go Out of Business.....W. H. Reger
- 3:30 - Project Work
- 4:45 - Relationship of Value Analysis to Manufacturing
.....W. H. Reger
- 5:00 - Dinner
- 6:30 - Ten Tests For Value.....W. H. Reger
- 6:45 - More Ships For Less Money -
- 7:00 - Conversational Drawing - E. H. Freedman, President-Kent Studios, N.Y.,N.Y.
- 8:30 - Close

VALUE ANALYSIS SEMINAR

Thursday, October 10, 1957

Today's Objective: Blast For Gold

- 8:15 - Blast and Then Refine.....H. L.C. Leslie
- 8:30 - Introduction of Specialty Suppliers.....H. L. C. Leslie
- 9:15 - Suppliers' Display
- 9:30 - Break
- 9:45 - What's New In Manufacturing Processes.....H. H. Bixler, Manager-Mfg.
Process Development
Manufacturing Development
Schenectady, New York
- 10:15 - Review of V.A. Concepts and Techniques....H. L. C. Leslie
- 10:30 - Project Work
- Introduction of Consultants.....Fran Johnson
- 12:00 - Lunch
- 1:00 - A Review of Specialty Products and Processes
.....J. K. "Dusty" Fowlkes
- 2:00 - Project Work
- 3:00 - Break
- 3:15 - Project Work
- 4:50 - What Must Be Done Tomorrow -H. L. C. Leslie
- 5:00 - Close

VALUE ANALYSIS SEMINAR

Friday, October 11, 1957

Today's Objective: Get Out Those Inquiries

- 8:15 - Don't Be A Hermit.....H. L. C. Leslie
- 8:30 - Introduction of Specialty Suppliers.....H. L. C. Leslie
- 9:30 - Suppliers' Display
- 9:45 - Break
- 10:00 - What Must Be Done Today.....H. L. C. Leslie
- 10:10 - Project Work -
Introduction of Consultants.....Fran Johnson
- 12:00 - Lunch
- 1:00 - Some Cost Items To Look For.....H. L.C. Leslie
- 1:15 - Project Work
- 2:30 - Break
- 2:45 - Project Work
- 3:30 - What I Expect From A Man Who Has Had Value Analysis Training
.....G. W. Wallace, Manager
Manufacturing-Engineering
Knolls Atomic Power Lab
- 3:50 - Put Away Project Material
- 4:00 - Close

- - Bus Will Return Via Albany Airport - -

VALUE ANALYSIS SEMINAR

Monday, October 21, 1957

Today's Objective: Use Those Suggestion Sheets

- 8:15 - Welcome Back.....R. E. Fountain
- 8:45 - Opportunity is Everywhere--Let's Act.....H. L. C. Leslie
- 9:00 - Machinability Reduces Cost.....Dr. W. W. Gilbert, Manager
Machinability Development Serv.
Manufacturing Laboratory
Schenectady, N.Y.
- 9:30 - Get More Value In Factory Equipment.....H. L. Schnell, Mgr. Purch.
Factory Equip, & Sub-Contract.
Materials Service-New York
- 10:00 - Break
- 10:15 - How Do We Stand? What Must We Do Next?...H. L. C. Leslie
- 10:20 - Project Work -
- Introduction of Consultants.....Fran Johnson
- 12:00 - Lunch
- 1:00 - Introduction of Specialty Suppliers.....H. L. C. Leslie
- 1:45 - Suppliers Display
- 2:00 - Project Work
- 3:00 - Break
- 3:15 - Project Work
- 4:45 - Value Analysis & Defense Work.....H. L. C. Leslie
- 5:00 - Close

VALUE ANALYSIS SEMINAR

Tuesday, October 22, 1957

Today's Objective: Full Speed Ahead - Get Out Those
Suggestion Sheets

- 8:15 - Use Your Judgment.....C. M. "Mike" O'Grady, Consult.
Value Analysis Practices
Value Analysis Service
- 8:30 - "The Third World War".....Claude M. Watt, Value Special.
Canadian General Electric Co.
Toronto, Ontario, Canada
- 8:45 - What Value Appearance.....C. F. Schaus, Appearance Design
Schenectady, N.Y.
- 9:15 - Introduction of Specialty Suppliers.....H. L. C. Leslie
- 10:00 - Suppliers' Display
- 10:15 - Break
- 10:30 - Project Work
- Introduction of Consultants.....Fran Johnson
- 12:00 - Lunch
- 1:00 - Value Analysis In A Laboratory.....H. L. C. Leslie
- 1:15 - Project Work
- 3:00 - Break
- 3:15 - Project Work
- 4:45 - Relationship of Value Analysis to Cost Reduction
.....C. M. "Mike" O'Grady
- 5:00 - Close

- - TENTH ANNIVERSARY BANQUET - -

VALUE ANALYSIS SEMINAR

Wednesday, October 23, 1957

Today's Objective: Determine What You Will Do
With Value Analysis

- 8:15 - Don't Be Stopped.....W. H. Reger
- 8:30 - The Potential of Plastics.....T. J. Jordan,
General Engineering Lab
Schenectady, N.Y.
- 9:00 - The Relationship of Distributor to Manufacturer
.....H. C. Richter
Clark Witbeck Company
Schenectady, N.Y.
- 9:15 - Introduction of Specialty Suppliers.....H. L. C. Leslie
- 10:00 - Suppliers' Display
- 10:15 - Break
- 10:30 - Project Work -
Introduction of Consultants.....Fran Johnson
- 11:45 - "The Missing Link" - Effective Communication
.....W. H. Reger
- 12:00 - Lunch
- 1:00 - Value Engineering in the U. S. Navy.....Capt. J. Riegart
Officer In Charge
Value Engineering
BuShips - U. S. Navy
- 1:30 - What Will You Do With Value Analysis?.....H. L. C. Leslie
How Will You Do It?
- 2:15 - Project Work
- 3:00 - Break
- 3:15 - Project Work
- 4:40 - The Secret Power of Oersted Ohms
- 5:00 - Close

VALUE ANALYSIS SEMINAR

Thursday, October 24, 1957

Today's Objective: Complete Your Suggestion Sheets

8:15 - Relationship of Value Analysis To A Competitive Position

Make Or Buy - Shop Cost vs. Out of Pocket Cost

.....H. L. C. Leslie

8:30 - Packaging - Old & New Methods.....Paul O. Vogt, Consultant
Manufacturing Services
Schenectady, N.Y.

9:00 - Project Work -

Introduction of Consultants.....Fran Johnson

10:00 - Break

10:15 - Project Work

11:45 - The Work Of A Professional Value Specialist

.....D. P. Barlow, Consultant
Advanced Value Analysis
Techniques Applications
Value Analysis Service

12:00 - Lunch

1:00 - Value Analysis - A Service to Management..H. L. C. Leslie

1:15 - Project Work

(Review Final Day Presentation)

3:00 - Break

3:15 - Project Work

4:50 - Tomorrow's Program

5:00 - Close - Relax

6:00 - Dinner (Steak and all the trimmings)

7:30 - Entertainment

9:00 - Close

VALUE ANALYSIS SEMINAR

Friday, October 25, 1957

Today's Objective: Conclude Project Work and Present Seminar Results to Management

8:15 - "This Is It" - Project Conclusion.....H. L. C. Leslie

Box - Pack - Ship

Set Up Displays

10:00 - Break

10:15 - Where Do You Go From Here.....J. K. "Dusty" Fowlkes

10:45 - Presentation to Management

11:45 - Comments.....H. L. C. Leslie

12:00 - Project Display

12:30 - Dinner

1:45 - Graduation Program

2:15 - Concluding Address.....Harry L. Erlicher, Retired
G. E. Vice-President

2:30 - Close

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*   COMING TOGETHER FOR THESE THREE WEEKS IS A BEGINNING -
*   STAYING TOGETHER IS PROGRESS -
*   WORKING TOGETHER USING VALUE ANALYSIS TECHNIQUES BRINGS SUCCESS -
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VALUE ANALYSIS SERVICE
SCHENECTADY, NEW YORK

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LITERATURE DISTRIBUTED

Monday, October 7, 1957

Value Analysis - What Is It? How Does It Work?
Creative Approach to Design Problems
Creative Thinking & How to Develop It
How Can We Develop Inventors
Identification & Cross Reference OSD.1 (one per table)

Tuesday, October 8, 1957

American Machinist - How to Cut Costs With Value Analysis
General Electric Review
Remarks by C. F. Kettering
Evaluate the Basic Function
Evaluate the Basic Function (Worksheets)

Wednesday, October 9, 1957

Some Psychological Factors Favoring Industrial Inventiveness
Relative Costs - Including description of "G.E. Costs"
Company Services

Thursday, October 10, 1957

Value Analysis - Shop Cost Slide Rule
Creep
Casting & Molding Processes Chart

Friday, October 11, 1957

Value Analysis - (Reprint from Purchasing Magazine)
Specialty Products - Processes - Materials
Principles & Standards of Purchasing Practices
Ten Tests for Value
Issues of New Materials News
Issues of Value News (Half-Size)

Monday, October 21, 1957

Set (50) Before & After Picture Cards

Tuesday, October 22, 1957

Elliott Letter

Wednesday, October 23, 1957

Value Analysis Training For Buyers (VAT-13)

Thursday, October 24, 1957

A Guide For Preparing Position Descriptions

Friday, October 25, 1957

Value Analysis Unit Rating Sheet
Value Analysis Speech Books

R E S T A U R A N T S

SCHENECTADY

- Nickolaus' Restaurant - State at Erie Blvd.
All ala carte \$1.00 to \$4.00 for entrees
- The Tavern - 916 State Street
All ala carte \$.60 to \$3.50 for entrees
- Martin's Restaurant - 1338 State Street
Weekdays - Dinners \$.85 to \$1.25 ala carte
Sundays - Dinners \$2.00 to \$2.50
- Parkway - 1617 Union Street
Weekdays - Dinners \$1.60 to \$3.00 (Steak)
Sundays - Dinners \$2.00 to \$3.00
- Ritz - 1725 Van Vranken Avenue (Italian & American dishes)
Lunches ala carte - Dinners \$2.00 up
- Gateway Restaurant - 104 State Street
Luncheons - \$.85 to \$1.25
Dinners - \$1.25 to \$3.50
- Jack Fungs - Upper State Street (Chinese & American dishes)

ALBANY & VICINITY

- Empies Bohemian Tavern - Troy Road -- (Excellent)
- Century House - Approximately three miles north of Latham Traffic Circle,
Albany-Saratoga Road
- O'Connors - State Street, Albany, New York
- The Crossroads - Seven miles north of Albany at junction of Routes 9 & 7
Luncheons and dinners \$1.00 - \$2.00
- Jack's Oyster House - 42 State Street, Albany, N.Y.
Luncheons \$1.00 up - Dinners \$1.75 up
- Keeler's - 56 State Street, Albany, N.Y.
French Cuisine, steaks and lobster featured.
Closed Sundays.

SARATOGA SPRINGS

- Tam O'Shanter - Route #50, South of Ballston Spa, New York
- Ye Olde Wishing Well - Four miles north of Saratoga on U.S. #9
Luncheons \$1.50 up - Dinners \$2.50 up

AMSTERDAM

- Tower Inn - 2 $\frac{1}{2}$ miles east of Amsterdam on Route 5

LAKE GEORGE

- The Hermitage Tavern - Three miles south of Lake George on U.S. 9
Dinners \$2.00 - \$4.50

A R E A A C T I V I T I E S

- October 6th Florence Festival Symphony Orchestra - R.P.I. Fieldhouse 8:30 p.m.
- October 8th Society of Automotive Engineers, Inc. - Dinner Meeting,
6:45 p.m. - Panetta's Restaurant, Menands, New York
- October 9th Try-out for Civic Players -- Civic Playhouse, Schenectady,
New York - 7:30 p.m.
- October 13th Chamber Music Recital - Unitarian Church, Schenectady, N.Y.
- October 15th Albany Symphony Orchestra - Soloist: Eugene Istomin
Phillips Livingston Junior High School, Albany, N.Y. - 8:30 p.m.
- October 21st - 26th Civic Players - 8:30 p.m. in "Yes, My Darling Daughter"
Civic Playhouse, Schenectady, New York
- October 20th Albany Institute of History and Art, 125 Washington Avenue,
Albany, New York - Barbara Dawson, Soprano
- October 22nd Honorable Hollington Tong, Counsellor to the Embassy of the
Republic of China, Washington, DC will speak on a central
issue of current policy; "The Future of Free China"
Sponsored by the World Affairs Counsel
Chancellor's Hall, State Street, Albany, N.Y.
- October 24th Ballet - 'Russe DeCarlo' Proctors Theater, Schenectady, N.Y.

VALUE ANALYSIS PERSONNEL

VALUE ANALYSIS SERVICE - SCHENECTADY, N.Y.

L. D. Miles, Manager - Value Analysis

D. P. Barlow - Advanced Value Analysis Techniques Application

R. E. Fountain - Advanced Value Research

J. K. Fowlkes - Specialty Materials and Special Processes

Svein Hvamb - Value Control Research

H. L. Leslie - Value Analysis Training

H. A. Mullins - Value Analysis Practices

C. M. O'Grady - Value Analysis Practices

W. H. Reger - Value Analysis Communications

S. P. Skalski - Value Analysis Facilities & Materials

SECRETARIES

Anne Mayell

Gert Frick

Marylou Navarra

Carm Rossman

S U P P L I E R S

WEDNESDAY, OCTOBER 9, 1957

Presentations

Nichols Engineering, Inc.
Old Stratford Road
Shelton, Connecticut
(Special Rubber Molding)

IlSCO Copper Tube & Products, Inc.
5751 Mariemont Avenue
Cincinnati 27, Ohio
(Terminals - Connectors)

Lamtex Industries, Inc.
51 State Street
Westbury, L. I., N. Y.
(Polyester Tubes)

Displays

Solon Foundry, Inc.
Solon, Ohio
(Pressure Tight Aluminum & Magnesium
Castings)

Constantine Engineering Laboratories Co.
Mahwah, New Jersey
(Electronic & Electro-Mechanical
Devices)

General Plate Division
Metals & Controls Corp.
30 Forest Street
Attleboro, Massachusetts
(Thermostat Metals)

Bonded Abrasive Division
The Carborundum Company
333 River Street
West Springfield, Mass.
(Abrasives)

Endicott Forging & Mfg. Co.
1 East 42nd Street
New York, New York
(Forgings)

Steel Heddle Manufacturing Co.
2100 West Allegheny Avenue
Philadelphia 32, Pennsylvania
(Metal Fabricators)

Houghton Laboratories, Inc.
325 Bush Street
Olean, New York
(Adhesive Bonding)

Shoemaker Paper Co., Inc.
136-138 Columbia Street
Cohoes, New York
(Papers)

Nupla Manufacturing Company
Division of New Plastic Corp.
P. O. Box 221
Garden City, New York
(Tools)

Richard Klinger, Inc.
550 Fourth Avenue
Brooklyn
New York
(Sheet Packing)

THURSDAY, OCTOBER 10, 1957

Presentations

Rubber & Asbestos Corp.
225 Belleville Avenue
Bloomfield, New Jersey
(Adhesive Bonding)

The Glastic Corporation
40 St. Stephens Lane
Scotia 2, New York
(Glass Polyesters)

Foundry Department
General Electric Co.
1 River Road
Schenectady 5, New York
(Castings)

Displays

Diamonite Products Division
United States Ceramic Tile Co.
Canton 2, Ohio
(Aluminum Oxide Cutting Tools & Parts)

Permali, Inc.
P. O. Box 718
Mount Pleasant, Pa.
(Treated Wood)

Aluminum Co. of America
90 State Street
Albany, New York
(Aluminum Products)

The H. A. Wilson Co.
2655 U. S. Route 22
Union, New Jersey
(Metals)

Lewyt Manufacturing Corp.
43-22 Queens Street
Long Island City 1, N. Y.
(Controls)

Lundquist Tool & Mfg. Co., Inc.
57 Jackson Street
Worcester 8, Massachusetts
(Metal Stampings)

Ohl-O-Matic Screw Products, Inc.
McKee Road
Rochester 11, New York
(Screw Machine Parts)

The Nylok Corporation
611 Industrial Avenue
Paramus, New Jersey
(Nylok Fasteners)

Stud Welding Division
K S M Products, Inc.
Merchantville 8, N. J.
(Stud Welding)

FRIDAY, OCTOBER 11, 1957

Presentations

Technion Design & Mfg. Co., Inc.
262-72 Mott Street
New York 12, N. Y.
(Ceramics)

Hampden Brass & Aluminum Co.
262 Liberty Street
Springfield, Massachusetts
(Castings)

Metalphoto Corporation
6811 Superior Avenue
Cleveland 3, Ohio
(Nameplates)

Displays

Mycalex Corp. of America
Clifton Boulevard
Clifton, New Jersey
(Glass Bonded Mica)

Vibro Manufacturing Co., Inc.
61-17 Roosevelt Avenue
Woodside 77, New York
(Metal Fabricators)

Gries Reproducer Corp.
125 Beechwood Avenue
New Rochelle, New York
(Miniature Zinc Die Castings)

St. Marys Carbon Company
State Street
St. Marys, Pennsylvania
(Powdered Metal - Carbon Products)

Boston Gear Works
14 Hayward Street
Quincy 71, Massachusetts
(Gears - Drives - Reducers)

Corning Glass Works
Corning
New York
(Glass)

Laminated & Insulating Products Dept.
General Electric Company
Cosocton, Ohio
(Laminated & Insulating Products)

Roland Teiner Co., Inc.
134 Tremont Street
Everett 49, Massachusetts
(Metal Spinning)

Albany Castings Co., Inc.
Foundry Road
Voorheesville
New York
(Malleable Iron Castings)

Waukesha Bearings Div.
Waukesha Tool Company
1434 Arcadian Avenue
Waukesha, Wisconsin
(Bearings)

Miller Fluid Power Division
Flick-Reedy Corporation
114 Thistledown Drive
Rochester 17, New York
(Hydraulic Accumulators - Boosters -
Cylinders)

MONDAY, OCTOBER 21, 1957

Presentations

The Presmet Corporation
112 Harding Street
Worcester, Massachusetts
(Sinterings)

Brasco Manufacturing Co.
15225 Commercial Avenue
Harvey, Illinois
(Roll Formed Products)

Silicone Products Dept.
General Electric Company
Mechanicville Road
Waterford, New York
(Silicone Products)

Displays

Shakeproof Division
Illinois Tool Works
405 Lexington Avenue
New York 17, New York
(Fasteners)

Cincinnati Milling Products Division
Cincinnati Milling & Grinding Machines, Inc.
1161 McClellan Street
Schenectady 9, New York
(Industrial Cutting Lubricants)

Rogers Corporation
100 Mill Street
Rogers, Connecticut
(Insulation Materials)

The Beryllium Corporation
475 Fifth Avenue
New York 17, New York
(Beryllium)

Doehler-Jarvis Division
National Lead Company
Pottstown, Pennsylvania
(Miniature Die Castings)

Auburn Button Works
Auburn
New York
(Polyesters)

Inshield Die & Stamping Co.
1931 Manhattan Boulevard
Toledo 8, Ohio
(Stampings - Dies)

Reynolds Metals Company
19 East 47th Street
New York 17, New York
(Aluminum Producers)

Servo Corp. of America
20-20 Jericho Turnpike
New Hyde Park, New York
(Radio - Systems - Electronics)

TUESDAY, OCTOBER 22, 1957

Presentations

Continental-Diamond Fibre Co.
Division of The Budd Co., Inc.
Newark 89, Delaware
(Fibre & Mica)

Connecticut Spring Corp.
1841 Broad Street
Hartford 1, Connecticut
(Springs - Wire Forms)

United Wire & Supply Corp.
1497 Elmwood Avenue
Providence 7, Rhode Island
(Soldering - Welding - Brazing Compounds)

Displays

Harvey Vogel Manufacturing Co.
2577 Como Avenue
St. Paul 1, Minnesota
(Short Run Stampings)

Ladish Company
5450 South Packard Ave.
Cudahy, Wisconsin
(Forgings)

Booker & Wallestad, Inc.
3336 Gorham Avenue
Minneapolis 26, Minnesota
(Short Run Plastics)

Photocircuits Corporation
29 Sea Cliff Avenue
Glen Cove, L. I., N. Y.
(Printed Circuits)

D. E. Makepeace Company
Div. of Union Plate & Wire Co.
30 Church Street
New York, New York
(Laminated & Solid Precious Metals)

Olympic Metal Products Co., Inc.
Third Avenue
Alpha
New Jersey
(Drawn & Formed Cans)

Allegheny Ludlum Steel Corp.
2020 Oliver Building
Pittsburgh 22, Pennsylvania
(Stainless, tool, valve, electric,
and specialty steels - High
temperature alloys)

Tinnerman Products, Inc.
509 Orange Street
Newark 7, New Jersey
(Speed Nuts - Clips)

WEDNESDAY, OCTOBER 23, 1957

Presentations

Thermo Products, Inc.
P. O. Box 1713
Albany, New York
(Melamine)

Art Wire & Stamping Co.
227 High Street
Newark 2, New Jersey
(Wire Forming)

Chem-Mill Division
Turco Products, Inc.
1021 Helen Street
Schenectady 3, N. Y.
(Chem-Mill Process)

Displays

Pheoll Manufacturing Co.
81 Walker Street
New York 13, New York
(Cold Headers)

Permacel Tape Corporation
344 Park Square Building
Boston 16, Massachusetts
(Adhesive Tapes)

Rome Manufacturing Co. Div.
Revere Copper & Brass, Inc.
P. O. Box 111
Rome, New York
(Forgings)

Rome Division
Revere Copper & Brass, Inc.
P. O. Box 151
Rome, New York
(Tubing)

Amp, Inc.
2100 Paxton Street
Harrisburg 2, Pa.
(Connectors)

Anchor Packing Company
150 Causeway Street
Boston 14, Massachusetts
(Gaskets & Packing)

Plastics Department
General Electric Co.
1 Plastics Avenue
Pittsfield, Massachusetts
(Plastics)

Chromalloy Corporation
109 West 64th Street
New York
New York
(Special Coatings & Finishes)

Electro-Tec Corporation
4 Romanelli Avenue
South Hackensack, N. J.
(Electro Plated Slip Rings & Commutator
Assemblies)

Clark Witbeck Co.
140 No. Broadway
Schenectady, N. Y.
(Distributors)

TWENTY TECHNIQUES

1. Creative Thinking
2. The Value Analysis Job Plan
3. Overcome Roadblocks
4. Use Specialty Products and Materials
5. Bring New Information
6. Use Specialty Processes
7. Use Shop Cost
8. Evaluate the Function
9. Evaluate By Comparison
10. Get All Your Information from the Best Sources
11. Use Better Human Relations
12. Get All the Facts
13. Blast—Then Refine
14. Get a Dollar Sign On the Key Tolerance
15. Put a Dollar Sign on the Main Idea
16. Use Your Own Judgement
17. Spend the Company's Money as You Would Your Own
18. Use the Company's Services
19. Work on Specifics—Not Generalities
20. Use Standards

Experience showed that each of these approaches -
TWENTY TECHNIQUES - did in fact "un-lock" projects
and often allowed great cost and/or quality benefits

EXAMPLE
GENERAL ELECTRIC COMPANY
VALUE ANALYSIS SERVICES

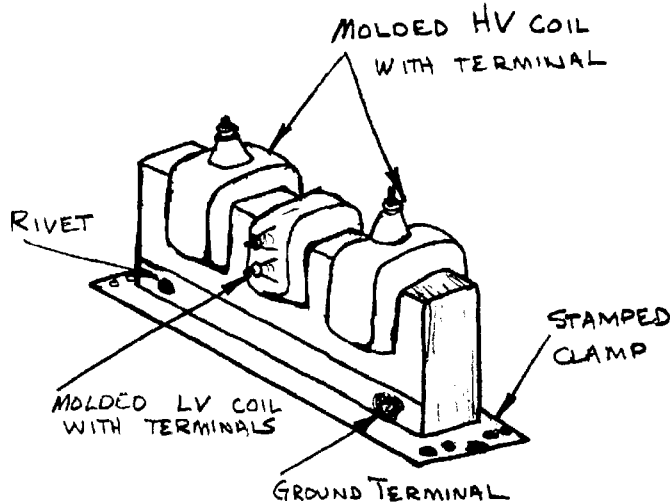
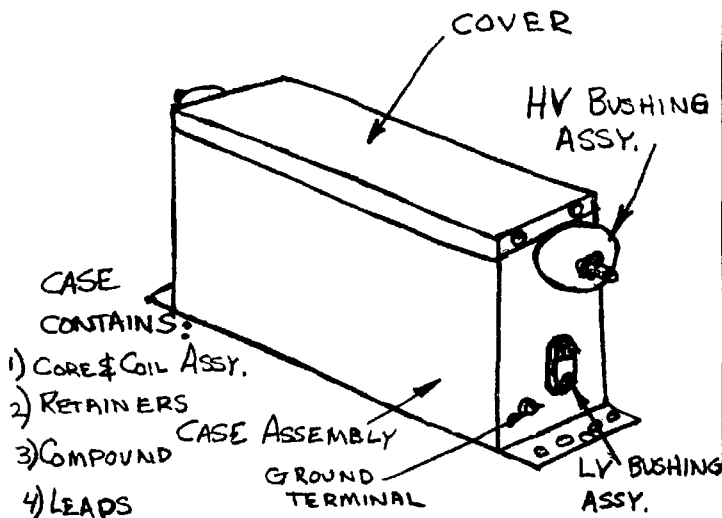
SH. NO. 4-0-11
 SEMINAR

VALUE ANALYSIS SUGGESTION SHEET

NAME OF PART	Case Assembly	PART USED IN	52G221
DWG. NO.	301B11AAB	QUANTITY/UNIT	1
		QUANTITY/YR.	40 000

PRESENT

PROPOSED



	MATERIAL-C	LABOR-C	SHOP COST-C	TOOLS OR PATTERNS
PRESENT COSTS	\$ 85.80	\$ 28.20	\$ 213.00	
PROPOSED COSTS	63.00	14.60	130.00	\$ 7 000.00

ESTIMATED ANNUAL SAVING \$ 33 200.00

COMMENTS-

The proposed cost is estimated. Coils are finished to terminals, and molded with an Epoxy before final assembly of core and mounting clamp. For design of mounting clamp see inquiry No. K-347. Note over-all length will be reduced by 3" and reduction of weight of 8 lbs.

SUGGESTIONS-

Eliminate case, cover, bushings and special terminals

PROJECT GROUP: (R. A. Powell) B. C. Biega / W. D. Giltz / R. W. Yaney
 Project Leader
 TABLE NO. 4
 DATE: 7-13-55

Inquiry No. 14-0-1

E X A M P L E
Value Analysis Seminar Quotation Request
Vendors

Drawing No. 9728461

1. Carolina Metal Products, 2220 S. Blvd., Charlotte, North Carolina
2. Crosby Co., 191 Pratt Street, Buffalo 4, New York
3. Patton-MacGuyer Company, Edgewood Station, Providence 5, Rhode Island
4. Metalfab, Inc., Beaver Dam, Wisconsin
5. Jamestown Metal Corporation, Jamestown, New York

Description of Part: Bracket

Material: G. E. Specifications B3D4A -- low carbon, cold rolled steel sheet

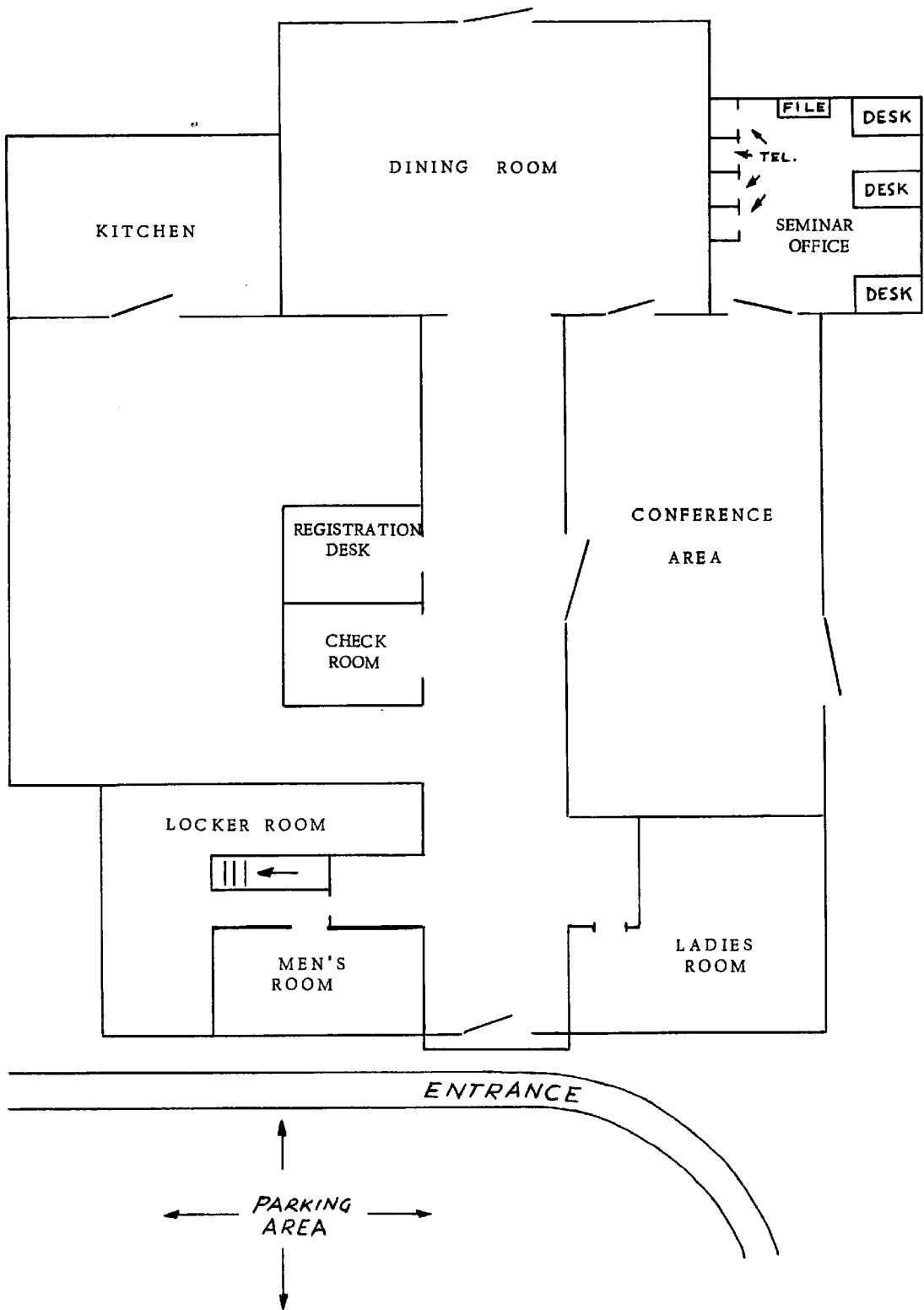
Annual Usage & Probable Lot Sizes: 20,000 per year Probable lot size -- 2,000

Comments: Finish to be G. E. Specification F70C1A -- Cadmium electroplate, bright,
mild use, untreated

By Smith/Doe/Jones

(Initialed by (Over)
Project Leader)

COLONIE COUNTRY CLUB LAYOUT



Here's how to get there . . .

GENERAL ELECTRIC VALUE ANALYSIS SEMINAR

