

TWENTY-SIXTH ANNUAL WORK SIMPLIFICATION CONFERENCE
Lake Placid, New York ... August 6, 1962 ... L. D. Miles

"Value Analysis"

1 hr.

Gentlemen - I am Larry

Work Simplification

The purpose of VA tech.

What they are

How they fit into the whole pattern

Statements of conflict

Questions

How integrate into business funct.

Org. setup

Training necessary

What div. co. fit into

What proof of value

How work with WS

Isn't WS under other name

What is it

Does deal strictly with finance

What qualifications

How large staff

What are the objections

What has caused VA prog. to fail

VA in small batch product

process industry

Should it be part of or separate from WS

75% human - 25% science

Value

App. perf. app. cost

Controversial - selling price right perf. - right cost

Eng. Tech.		VA
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Value lost

X X X X X X X

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Work Simplification Speech

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Tech. identify where value lost.

VA System

Pinpoint the cost problem

Entirely function based

Evaluate function in \$

Identify and face roadblocks

Search techniques - not knowledge techniques - quick rejection tech.

\$ first - perf. quick second

Value - lowest cost rel. acc. f.

Tie - clip, etc.

Work or sell

Use or esteem

Stud - double nut

Value by comparison

Some reasons

100,000 decisions

Temp. circumstances

Lack info.

Lack idea

Honest wrong beliefs

Habits

Job Plan

X X X X X X X

One technique

Answers only from best source

Conclusion

Locate problem

Eval. function - \$ first, then perf.

Ident. & deal with roadblocks

Search

Quick rejection

Eliminate when needed 25% to 75% of cost

Will use some tech. later.

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1 hour workshop - 12 men

Review

Across Board

Value	
Perf.	Cost

Answer prior questions & many more

Pinpoints

Function

Use

Esteem

TV Story

Techniques

Specifics

Spot focuser

Condenser

Meaningful costs

Like tests

Search vendors skills & products

Handles

Filter Circuits

Identify & overcome roadblocks

Kirksite

Evaluate

Glass breaker

Motor screen

Add eval.

Questions

Organization - how many

Training

Already doing it

Proof

WS & VA same?

Work Simplification

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What is it

Qualifications

What objection:

Why has it failed

Small batch

Process co.

Same org. or separate from WS

In lieu of cost reduction

Pass on saving

How to use cons.

Decisions

Shades gray

Personal loss

Dealing with conflicts

Rope

Review

What VA is

Conclusion

Ident. area where work req'd and see that someone-suitable technology is called into it to solve it.