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Value Analysis Another 'GE First' in Industry

The system of Value Analysis proved to be another "General Electric first" at a recent meeting of 16 organizations whose purpose was to discuss how they could better present new products and ideas to "user" companies.

It all began when three chemical concerns developed new products and tried to sell these items to "user" companies which they were sure could use them in their manufacturing.

When the "users" refused to take a chance on the untested products, the three chemical companies decided it was high time to get industrial representatives together for a "pow-wow" on the subject.

Bedford, Pennsylvania, was the scene of the conference at which Phil Spinelli, value analyst from LM&G, Bldg. 16, represented General Electric.

The meeting brought out that GE was the only company represented which had a Value Analysis group whose job it is to evaluate products and always be alert for new materials and processes which will help in the manufacturing cycle.

Obvious advantages of a Value Analysis group were further discussed at the meeting, and as a result, other companies plan to take definite steps to initiate a similar system so that manufacturers can readily place their new products and ideas at the disposal of "users."