

focus77  
expand  
horizons



# PROGRAM SCHEDULE

Monday, May 23

9:15AM General Assembly – Keynote Speaker: Joseph D. Cohn, Deputy Assistant Administrator  
Office Federal Procurement Policy, Office Mgt. & Budget

10:30AM

**Workshop I**  
HOUSTON SUITE  
**Career Advancement**  
Organizer: Gene Day  
C. E. Day & Assoc.  
Leaders: Dr. Edw. Adams, Jr.  
Achievement Resources  
Center  
  
Dr. Walter Work, Jr.  
Achievement Resources  
Center

**Session #1**  
ATLANTA SUITE  
Chairman: Art Karsteadt  
Irvin Industries  
Communication Application Of  
Function Analysis System  
Technique (FAST)  
Lloyd Wilson, CVS, Smith,  
Hinchman & Grylls Assoc, Inc.  
  
Function Analysis &  
Governmental Programming  
Donald Goss, Governor's Off.  
Commonwealth of Penn.

**Session #2**  
STANLEY STEAMER SUITE  
Chairman: Russ Bartholomew, CVS  
Ranco Corp.  
Value Analyzing Mfg. Processes  
– Does It Work?  
John Groothuis, CVS,  
Value Analysis Inc.  
  
Resistance To Change, A Myth?  
Leonard Schehr,  
Westinghouse Electric Co.

12:30PM

Lunch Speaker: Philip J. Meathe, FAIA, President – Smith, Hinchman & Grylls Associates, Inc.

2:00PM

**Workshop II**  
HOUSTON SUITE  
**ABC's Of Value**  
Organizer: Ron Schliebe  
Chev. Div., GM Corp.  
  
Leaders: Dusty Fowlkes, CVS  
Value Analysis Inc.  
  
Doc Ruggles, CVS  
Value Analysis, Inc.

**Session #3**  
ATLANTA SUITE  
Chairman: Tom Cook, CVS  
Thomas Cook Assoc.  
Sales Market Value  
Marv. Wasserman, CVS,  
Wasserman & Assoc.  
Development of V.E. Activities  
Utilizing Worst Index Figure  
Shuichi Hoshino  
Victor Company of Japan

**Session #4**  
STANLEY STEAMER SUITE  
Chairman: Harvey Schneider  
Albert Kahn Assoc.  
VA/VE Gold Mines In Public  
Works Project  
Vincent Lao, CVS,  
V. L. Lao & Assoc.  
Project Selection  
Modeling Techniques  
A.J. Dell' Isola, CVS, Smith,  
Hinchman & Grylls Assoc, Inc.

3:30PM Break

3:45PM

(Continuation of Workshop II)

**Session #5**  
ATLANTA SUITE  
Chairman: Ivan Shadko  
Chrysler Corp.  
  
Value Engineering For The  
Mortgage Banking Industry  
Irwin Freedman, P.E.  
I. A. Freedman & Assoc.  
  
Zero Base: The Concept, The  
Process, and the Value Engineer  
Charles C. Buik  
University Consultants

**Session #6**  
STANLEY STEAMER SUITE  
Chairman: Bob Churchill, CVS  
General Dynamics Inc.  
Focus on Nature of A VECP  
Howard Pryor, Air Force  
Institute of Technology  
ILS VECP Awareness Sessions  
& Recognition  
Richard Keener  
Westinghouse Electric  
VE Development in the DOD  
R. Biedenbender,  
Off. of Sec'y. of Defense

Tuesday, May 24

8:30AM

**Workshop III**  
HOUSTON SUITE  
**Human Relations &  
Group Dynamics**  
Organizer: Jerry Kaufman, CVS  
Honeywell Inc.  
  
Leaders: Dr. Rosemary Fraser  
Miami University - Ohio  
Peter Ried  
Krehl & Ried—Germany

**Session #1**  
ATLANTA SUITE  
Chairman: Jerry Moon, CVS,  
Profit Improvement Assoc.  
Supporting Decisions with Synectics  
Raymond D. Gilbert, CVS  
DOD Product Eng. Serv. Office  
Value Manage – A Tool For  
Enriched And Happier Living  
Teresa A. Barlow, CVS,  
Barlow Assoc.

**Session #2**  
STANLEY STEAMER SUITE  
Chairman: C. P. Smith, CVS,  
Vought Aeronautics Co.  
Value In Life For Self And The  
World – A Dream  
S. S. Venkataramanan  
Western Railway – India  
Students Involved In SAVE  
James M. Frusti  
Chrysler Corporation

10:15AM Break

10:30AM

Workshop III Cont'd

**Session #3**  
ATLANTA SUITE  
Chairman: Hoshang R. Karani  
Vapor Corp.  
Value Management in Computer  
Software – The Opportunity  
Christopher Barlow, CVS  
Johnson Controls Inc.  
The Method Of Steplist Mgt.  
Michihko Esaki  
Kawasaki Heavy Industries Ltd.  
–Japan

**Session #4**  
STANLEY STEAMER SUITE  
Chairman: Bernard Buncher  
Westinghouse Electric  
Energy Shortage  
Hussein Abuswai  
U. S. Air Force  
Life Cycle Costing – A  
Creativity Amplifier  
Stephen Kirk  
Naval Facilities  
Engineering Command

12:15PM

Lunch Speaker: Gordon Millar, V. P. Engineering – Deere & Company

1:45PM

**Workshop IV**  
HOUSTON SUITE  
Function & FAST  
Organizer: David Reeve  
Chrysler Corporation  
Leaders: Chas. Bytheway, CVS,  
Sperry Univac  
John Groothuis, CVS,  
Value Analysis Inc.  
Jerry Kaufman, CVS,  
Honeywell  
Larry Miles, CVS,  
General Elec. (retired)  
Frank Wojciechowski, CVS,  
Loral Electronic Systems

**Session #5**  
ATLANTA SUITE  
Chairman: Bernard Kerrigan, CVS  
General Electric Co.  
Comprehensive Review Of VA/VE  
In EC & The Government  
Vincent Lao, CVS,  
V. L. Lao & Assoc.  
Value Engineering Study Of  
Lake Chicot Pumping Plant  
Larry Wilson, PE  
Stanley Consultants, Inc.

**Session #6**  
STANLEY STEAMER SUITE  
Chairman: Paul Boes  
Ford Motor Co.  
Redundancy Analysis  
Technique – (RAT)  
Tom King, CVS,  
Joy Mfg. Co.  
Zero Base Budgeting  
Bob Rossman, CVS  
Kempster-Rossman  
International

3:30PM Break

3:45PM

**Session #7**  
ATLANTA SUITE  
Chairman: Mike Pinto  
Pioneer Engineering  
How to Integrate the VE System In-  
to the Whole Organization System  
George Gouze, CVS,  
CETEGE Co. – France  
Implementation Problems And  
Benefits Of A Value Management  
Program  
Paul G. Sieben  
Sweet Assoc. Inc.

**Session #8**  
STANLEY STEAMER SUITE  
Japanese Meeting  
Chairman: R. Kemper, CVS

Wednesday, May 25

8:30AM

**Workshop V**  
HOUSTON SUITE  
Creativity  
Organizer: Dr. John Polomsky  
Mich. State Univ.  
Leaders: Dr. John Polomsky  
Mich. State Univ.  
Richard Darios  
Chrysler Corporation  
  
01900  
*Autumn Suit*

**Session #1**  
ATLANTA SUITE  
Chairman: Jim Dziekonski  
Kohler Co.  
Introducing & Application of the  
Value Methodology in Italian  
Industries  
Agostino Sanvenero  
SASTI Integrazione – Italy  
On The Rooftops Of London  
Coo, What A Sight  
James W. Hudson, CVS  
James W. Hudson & Assoc.

**Session #2**  
STANLEY STEAMER SUITE  
Officer Training Session  
Chairman: Bernard Kerrigan, CVS  
General Electric Co.

10:15AM Break

10:30AM

**Session #3**  
ATLANTA SUITE  
International Forum  
Chairman: Rudy Kempster, CVS  
Kempster-Rossman International

**Session #4**  
STANLEY STEAMER SUITE  
Meet The Experts  
Chairman: Richard J. Park, CVS  
Chrysler Corporation

## SCHEDULE OF EVENTS (Summary)

### THEME . . . . . FOCUS 77 - EXPAND HORIZONS . . . . .

The conference will show how the horizons of knowledge have been expanded to achieve results beyond expectations by the application of the scientific disciplines of Value Engineering.

#### Scope . . . . .

Commercial Industry, Architecture-Engineering-Construction, Social Services, Community Affairs, Government - Federal - State - Local, Banking and Commerce, Chemical and Petroleum, Administration, Organizational Development, Decision Making, Education, Medical and Hospitals, Energy Conservation.

#### Technical Paper Sessions . . . . .

Benefits, State-of-the-Art Applications, Theory.

#### Workshop Sessions . . . . .

Demonstrate by hands-on participation.

- Career Advancement
- ABC's of Value Engineering
- Function and FAST
- Creativity
- Human Relations

#### Exhibits . . . . .

Professional Services and Products, - Solve Problems, Improve Operations, Increase Profit.

The conference will support and strengthen Value Engineering as a management tool to aid business, government, community organizations and the everyday activities of the individual. It will show how the practical tools of Value Engineering combined with group dynamics, human relations and salesmanship can help to organize all available resources to obtain maximum benefit from applied effort in the rapidly changing technical and social climate of today and the future.

### SATURDAY MAY 21, 1977

1:00PM - 5:00PM National Board Meeting Thomas Suite

### SUNDAY MAY 22, 1977

8:00AM - 5:00PM Exhibit Set Up Dearborn Suite and Hubbard Foyer  
 1:00PM - 4:00PM CVS Examination Bugatti Royale Suite  
 1:00PM - 2:30PM Delegate Authentication Auburn Suite  
 2:30PM - 5:00PM Annual Business Meeting Stanley Steamer Suite  
 4:00PM - 8:00PM Pre-Registration Atrium at Hubbard Entrance Dearborn Suite  
 6:00PM - 8:00PM Attendees Reception Dearborn Suite

### MONDAY MAY 23, 1977

7:30AM - 12:00PM Registration & Information Desk Open Atrium at Hubbard Entrance  
 12:00PM - 5:00PM Registration & Information Desk Open Hubbard Cloak Room  
 9:15AM - 10:00AM General Assembly and Opening Ceremony Springwell Suite  
 10:00AM - 10:30AM Exhibit Break Dearborn Suite  
 10:30AM - 12:30PM Workshop I - Career Advancement Houston Suite  
 10:30AM - 12:30PM Technical Sessions #1 Atlanta Suite  
 #2 Stanley Steamer Suite  
 12:30PM - 2:00PM Lunch and Speaker Springwell Suite  
 2:00PM - 5:30PM Workshop II - ABC's of Value Houston Suite  
 2:00PM - 3:30PM Technical Sessions #3 Atlanta Suite  
 #4 Stanley Steamer Suite  
 3:30PM - 3:45PM Exhibit Break Dearborn Suite  
 3:45PM - 5:30PM Technical Sessions #5 Atlanta Suite  
 #6 Stanley Steamer Suite  
 5:30PM - 7:30PM International Reception Springwell Suite  
 5:30PM - 6:30PM Great Plains Meeting Auburn Suite  
 5:30PM - 6:30PM Performance Magazine Atlanta Suite  
 Brainstorming Session

### TUESDAY MAY 24, 1977

8:00AM - 5:00PM Registration & Information Desk Open Hubbard Cloak Room  
 8:30AM - 12:15PM Workshop III - Human Relations & Group Organizations Houston Suite  
 8:30AM - 10:15AM Technical Sessions #1 Atlanta Suite  
 #2 Stanley Steamer Suite  
 10:15AM - 10:30AM Exhibit Break Dearborn Suite  
 10:30AM - 12:15PM Technical Sessions #3 Atlanta Suite  
 #4 Stanley Steamer Suite  
 11:00AM - 12:15PM Presidents' Reception Royale Suite  
 12:15PM - 1:45PM Lunch and Speaker Springwell Suite  
 1:45PM - 3:15PM Presidents' Exchange Royale Suite  
 1:45PM - 5:30PM Workshop IV - Function and Fast Houston Suite  
 1:45PM - 3:30PM Technical Sessions #5 Atlanta Suite  
 #6 Stanley Steamer Suite  
 3:30PM - 3:45PM Exhibit Break Dearborn Suite  
 3:45PM - 5:30PM Technical Sessions #7 Atlanta Suite  
 #8 Japanese Meeting Stanley Steamer Suite  
 5:30PM - 7:30PM Attitude Adjustment Hour Dearborn Suite  
 7:30PM - 8:30PM Banquet Springwell Suite  
 8:30PM - 10:00PM Awards Springwell Suite  
 10:00PM - ? Entertainment Springwell Suite

### WEDNESDAY MAY 25, 1977

8:00AM - 12:00PM Registration & Information Desk Open Hubbard Cloak Room  
 8:30AM - 12:00PM Workshop V - Creativity Houston Suite  
 8:30AM - 10:15AM Technical Sessions #1 Atlanta Suite  
 Officer Training #2 Stanley Steamer Suite  
 10:15AM - 10:30AM Exhibit Break Dearborn Suite  
 10:30AM - 12:00PM International Forum #3 Atlanta Suite  
 Meet the Experts #4 Stanley Steamer Suite  
 12:00PM - 12:30PM Critique the Conference Bugatti Royale Suite  
 1:00PM - Exhibits Close Dearborn Suite and Hubbard Foyer  
 1:00PM - 5:30PM National Board Meeting Thomas Suite  
 2:00PM - 5:00PM Plant Tours Dusenberg Suite

### THURSDAY MAY 26, 1977

8:30AM - Noon National Board Meeting Thomas Suite

### SPOUSES' PROGRAM

#### MONDAY MAY 23, 1977

Workshop - Horizons Of Awareness Sterns-Knight Suite  
 9:00AM - 10:00AM Where and Who We Are  
 10:00AM - 10:30AM Coffee Break  
 10:30AM - Noon How We Got Here  
 12:00PM - 1:00PM Luncheon Bugatti Royale Suite  
 1:00PM - 2:30PM Awareness of Others  
 2:30PM - 3:00PM Coffee Break  
 3:00PM - 4:00PM New Horizons  
 4:00PM - 4:30PM Discussion and Evaluation

#### TUESDAY MAY 24, 1977

9:00AM - Noon Tour Greenfield Village Dusenberg Suite  
 12:00PM - 1:00PM Lunch and Speaker - Theresa Barlow Barlow Assoc.  
 1:00PM - 3:30PM Tour Henry Ford Museum

#### WEDNESDAY MAY 25, 1977

10:00PM - 12:00PM Fairlane Town Center Shopping Dusenberg Suite

### RESTRICTED POST SEMINARS

#### WEDNESDAY MAY 25, 1977

1:00PM - 5:30PM Joy Manufacturing Corporate Seminar Mercer Suite  
 1:00PM - 5:30PM DARCOM Seminar Model T Suite

#### THURSDAY MAY 26, 1977

8:30AM - 5:30PM Joy Manufacturing Corporate Seminar Mercer Suite  
 8:30AM - 5:30PM DARCOM Seminar Model T Suite

### SPECIAL ROOMS

NBO Bookstore	Franklin Suite
Ladies Hospitality	Dusenberg Suite
Speaker Lounge	Mercer Suite
Public Affairs	Auburn Suite
Conference Headquarters	Packard Suite

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## **Society Of American Value Engineers**

The Society of American Value Engineers (SAVE) is a professional technical Society dedicated to the advancement of Value Engineering through a better understanding of the principles, methods and concepts involved in value technology.

With a membership of 1500, SAVE has produced results of far ranging influence. Businesses and governments throughout the world have become interested and have begun to apply the Value Engineering principles at an ever increasing rate. The result is an organization with members in the United States and international members and affiliate organizations in 16 foreign countries.

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## **Professional Recognition**

In 1973 a program was launched to recognize as Certified Value Specialists (CVS) those individuals who have attained specific levels of professional competence.

This program is to assure the public that the Certified Value Specialist can provide professional services in the field of Value Engineering. The Certificate has been accepted by the federal government as a measure of competence required by contractors rendering services to the General Services Administration.

SAVE has been recognized as a professional group from its inception by various agencies of the U.S. Government. Members have participated on Department of Defense Committees or worked in conjunction with the Government to produce systems, contract requests, surveys, and other material for the government in its constant quest to reduce cost.

The national voice of SAVE was also heard as part of the testimony given by members before the U.S. Senate Public Works Committee Hearings in 1967 and again in June 1973 on Value Engineering Applications.

In addition, the Society has been recognized and listed in the Engineers Joint Council Register of Engineers of Distinction, second edition, December 1973.

Several local Chapters have also been recognized by Engineering Societies in their areas.

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## Organization

The organization was founded in October 1959 as the Society of American Value Engineers. It is a non-profit professional society, governed by a board of directors with national and regional officers elected by the membership.

The National Business Office is located in the Detroit, Michigan suburb of Southfield, and provides a wide range of services to the membership in accordance with the objectives of the Society. This Office coordinates activities through the national officers and regional vice presidents.

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## Scope Of Activity

Value Engineering is employed to some degree in most major companies and in major branches of the government. Its application is increasing and its effectiveness is improving. The Society has been a major factor in this action by its dedication to the basic objectives. SAVE has fostered the spreading of the knowledge and techniques of Value Engineering to the benefit of its members and their companies as well as all levels of government.

SAVE and its members are dedicated to a system that breaks the bonds of conformity to achieve success within existing systems and organizations. It recognizes that value based on function is the key to profit and that this requires change. To work within these constraints Value Engineering requires a thorough understanding of the principles involved in the Job Plan in order to produce the kind of results that have attracted world-wide attention.

To grow in the future, SAVE must provide the impetus to bring Value Engineering to the attention of key managers in the commercial area of the economy. This will aid management in its effort to cope with the profit squeeze as well as the shortage of materials and conservation of energy to achieve profitable results.

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## History

In 1947 Mr. Harry Erlicher, Vice President of Purchases at General Electric Co. recalled that during World War II shortages had often forced the substitution of materials which reduced cost, satisfied required functions; and in many cases, improved performance. He concluded that a well organized study of alternate materials and processes could produce cost improvements that were presently being overlooked. Mr. L. D. Miles, a Purchasing Agent with both engineering and education degrees, was assigned to the problem.

### Two conclusions were reached:

1. Conventional approaches stifled imagination by restricting thinking to existing objects and designs.
2. Concentrating on function requirements produced greater mental freedom.

The system that resulted was called Value Analysis. It was based on the premise that function is the key, and function is what we pay for.

By 1949 the Value Analysis system was being widely used by G.E. and had produced outstanding results. This created interest in other companies and Government agencies.

In 1954 the U.S. Navy Bureau of Ships adopted the concept. They followed the G.E. pattern but coined the name Value Engineering because their primary function was engineering.

By 1959 a small group of early enthusiasts recognized the need to organize to develop and improve communications among themselves and to obtain recognition to spread the concept to others. Among the early organizers was Mr. B. W. Eades of Stromberg Carlson who became the first president pro-tem of the Society when it was incorporated on Oct. 22, 1959. Almost immediately the new Society was recognized by the Electronic Industries Association and the National Association of Purchasing Agents.

Only 26 persons attended the first annual meeting of SAVE in 1960. However, interest grew rapidly and in 1961, there were six local Chapters located in Dallas—Ft. Worth; Los Angeles; Utica—Syracuse; Boston, Washington, D.C.; and the Watervliet Arsenal. By 1962, the number had increased to 12, by 1963, to 21.

In 1975, SAVE consists of 41 local Chapters divided into seven regions of the U.S. There are also international members in 15 foreign countries and affiliate organizations in two.

## Member Services

The Society provides communications to the members through two publications. INTERACTIONS is primarily dedicated to member and chapter activities and other newsworthy items. PERFORMANCE Magazine acts as a journal and provides articles of general interest as well as an outlet for member publications. A National Roster is also provided to each member. It identifies officers, directors, chapters, and members by name and locations.

The VALUE ENGINEERING RESOURCES CENTER is located at Miami University in Middletown, Ohio. The center provides extensive research material on Value Engineering free of charge.

In addition, the Society provides guidance and assistance to chapters in the form of manuals covering programs, honors, awards, nominating and election procedures, expansion plans, conferences, etc., thru the National Business Office. The business office is also a source for Value Engineering and related publications at market cost.

A CAREER ADVANCEMENT PROGRAM is a source of available positions to members. The Career Advancement Committee also conducts annual salary surveys and distributes the information to leading technical and professional groups as well as members.



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SAVE also sponsors regional conferences and co-sponsors conferences with other organizations. In addition, they have cooperated closely with businesses and governments to sponsor joint seminars and workshops to introduce or develop knowledge of Value Engineering.

The INTERNATIONAL CONFERENCE is the principal conference and is held annually. This conference is usually attended by members and affiliates from every state and from foreign countries. The conference is devoted primarily to professional activities and offers papers, workshops, seminars, and meetings on all phases of Value Engineering. The conference is the main program sponsored by the Society and brings together key people from business and industry as well as members. Conference actions are documented in SAVE PROCEEDINGS.

The conference also offers an opportunity to honor outstanding performance and achievements on the part of individuals and chapters through the NATIONAL HONORS AND AWARDS PROGRAM. The Awards Banquet is a highlight of the conference and is a suitable program designed to honor those deserving recognition through outstanding performance.

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## What are SAVE Objectives?

**To achieve the Society's goal of promoting Value Awareness, each SAVE member pledges to:**

Advance the art and science of Value Engineering and the allied practices and disciplines which sustain the economic strength of our nation.

Foster Value Engineering education and training.

Encourage applied research in the theory and application of Value Technology.

Promote the Value Concept through improved communications.

Promote the concept of Value Technology to achieve wide spread understanding and application.

Broaden the usefulness and application of Value Technology through cooperation with other engineering, technical, professional and business societies.

Assist in achieving maximum effectiveness in the utilization of resources.

Facilitate certification for Society members.

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## Presidential Citation Recipients

1966 THOMAS MAY Vice President  
Lockheed, Ga. Co.

1967 GEORGE FOUCH Deputy Assistant  
Secretary Defense  
(Logistics)

1968 ROBERT McNAMARA Secretary of Defense  
(refused—job policy)

1969 ARTHUR SAMPSON Secretary,  
Administration  
Commonwealth of  
Pennsylvania

1970 FRANK DAVIS President  
Ft. Worth Division  
General Dynamics

1971 LARRY WINN Congressman (R)  
Kansas, 3rd. District

1972 JENNINGS RANDOLPH Senator (D)  
West Virginia

1973—Not Awarded

1974 JOHN J. RICCARDO President  
Chrysler Corp.

1975 E. E. HATCHETT Vice-President—  
Finance  
General Dynamics  
Corp.

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## Honorary Vice Presidents

1962  
**William M. Allen**  
Chairman of the Board  
The Boeing Company  
Seattle, Washington

**Albert E. Everett**  
Dean, Northeastern University  
Boston, Mass.

**Marion L. Hicks**  
Vice President, Legal &  
Procurement  
General Dynamics  
Forth Worth, Texas

**Charles F. Horne**  
President  
General Dynamics  
Pomona, California

**Honorable Thomas D. Morris**  
Assistant Secretary of Defense  
The Pentagon  
Washington, D.C.

**George T. Willey**  
Vice President & General Manager  
Martin-Marietta Corporation  
Orlando, Florida

1965  
**James A. Drain**  
Chairman of the Board  
Joy Manufacturing Company  
Pittsburgh, Penn.

1966  
**General Thomas P. Gerrity  
(Deceased)**  
United States Air Force

**Thomas R. May (Deceased)**  
President  
Lockheed-Georgia Company  
Marietta, Georgia

**Honorable George E. Fouch**  
Deputy Assistant Secretary of  
Defense  
The Pentagon  
Washington, D.C.

1967  
**Clinton D. York**  
Vice President, Parts Operations  
Ford Motor Company  
Dearborn, Michigan

1968  
**Honorable John A. Volpe**  
Governor  
Commonwealth of Massachusetts  
Boston, Mass.

**T. A. Wilson**  
President  
The Boeing Company  
Seattle, Wash.

1969  
**Lee E. Sheehan**  
Vice President & General Manager  
Honeywell, Inc., Ordnance Division  
Minneapolis, Minn.

**W. Paul Thayer**  
President and Chief Executive  
Officer  
LTV Aerospace Corporation  
Dallas, Texas

1970  
**S. F. Eyestone**  
Vice President & General Manager  
North American Rockwell  
Corporation  
El Segundo, Calif.

**John W. Dixon**  
Chairman of the Board and  
President  
LTV ElectroSystems, Inc.  
Dallas, Texas

1971  
**Oliver C. Boileau**  
Group Vice President—Aerospace  
The Boeing Company  
Seattle, Wash.

1972  
**Samon E. Knudsen**  
Chairman of the Board  
White Motor Company  
Cleveland, Ohio

**Honorable Arthur F. Sampson**  
Acting Administrator  
General Services Administration  
Washington, D.C.

1973  
**Keith P. Mazurek**  
Vice President—Motor Truck  
Division  
International Harvester Company  
Chicago, Illinois

1974  
**William W. Parks**  
Vice President & General Manager  
Transportation Systems Div.  
The Vapor Corporation  
Chicago, Ill.

**Richard Wildman**  
Vice President  
TWA  
Kansas City, Mo.

1975  
**Otto Klima**  
Vice President & General Manager  
General Electric Company  
Philadelphia, Pennsylvania

**James W. Wilcock**  
President & Board Chairman  
Joy Manufacturing Company  
Pittsburgh, Pennsylvania

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## Chapters & Affiliates

001	Paul Revere	047	St. Louis Gateway
002	Delaware Valley	048	Chicago Metropolitan
003	North New Jersey	049	Detroit Metropolitan
004	Metropolitan New York	050	Twin Cities
005	Mid New York State	051	Wichita
006	Mohawk/Berkshire	052	Roger Morgan/Dayton
008	Rochester	053	Michiana
009	Connecticut Yankee	055	Wisconsin
010	Keystone	056	Northeast Ohio
011	Golden Triangle	057	Iowa
012	Connecticut River Valley	058	Tri-State-Fort Wayne
022	Richmond Virginia	067	Dallas-Fort Worth
023	National Capitol	070	Houston
024	Atlanta	078	Seattle
026	Redstone Alabama	079	Portland
027	Chesapeake	089	San Diego
029	Tennessee	090	Los Angeles
030	Florida Everglades	091	San Francisco Bay Area
043	Central Illinois	094	Sacramento-Pony Express
044	Central Indiana	095	Orange County
045	Central Ohio		

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### International Affiliated Organizations

901	Society of Japanese Value Engineers	
905	Israel Institute of Productivity	
999	International Member Countries	
	Australia	Italy
	Belgium	Japan
	Canada	Norway
	Denmark	Pakistan
	England	South Africa
	France	Sweden
	India	The Netherlands
		West Germany

**National Business Office**  
29551 Greenfield Road—Suite 210  
Southfield, Michigan 48076  
Tel. (313) 559-4086

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