ONTARIO, CALIFORNIA

January 31, 1958  LD Miles

Part of Management Group and Others

Keep good -- good

Evaluate Functions
  Double nut
  Disposal
  Timer - washing machine
  Terminal Transformer
  Glass Breaker
  TV Support - bars
  Motor Opening

Engineers - function
  Mfg. - value of function ) ( Disposal Stud
  Presidents office, etc. ) ( Identify sharply
  Evaluate

Meter

Matured business
  Performance Engrg.
  Value Engrg.

Evaluated Functions
  50  2 words -- fundamental variables
      Exact
      By comparison
      Wire - Ins. - etc.
      Refrig. comp.
      36 - 12 - 16 - 22,000
      10 parts - 14¢  3 parts - 3¢

Value Control
  Laboratories
  Jerry Knight example

Contribution of Value man - Refrig.

Edison letter -- involvement

Wrong beliefs about VA

M/