

ONTARIO, CALIFORNIA

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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/