

American Institute of Industrial Engineers

Boston Chapter



Proudly Presents

L. D. MILES

GENERAL ELECTRIC CO.
SCHENECTADY, NEW YORK

who will talk on

VALUE ANALYSIS

(A New Approach to Cost Reduction)

This month we have been fortunate in securing Mr. L. D. Miles, Manager of the Value Analysis Section in the Materials and Purchasing Department of the General Electric Company. He pioneered this novel approach to Cost Reduction, now being used by other companies as well. It has been highly successful, having reduced manufacturing costs by millions of dollars annually during its eight years of "Grass Roots" application by Mr. Miles on a company wide basis. A time tested method, it is equally as effective in a job shop as in mass production. It can be applied to a product in the design and development stage, through manufacturing planning, to actual production. Its results come in the form of increased profits through better engineering design, lower manufacturing costs, or more effective purchasing.

Mr. Miles was graduated from the University of Nebraska in 1931 with a degree of electrical engineer. He joined the General Electric test course that same year and from there went to the engineering department of the vacuum tube design group.

In 1938, Mr. Miles was transferred to the purchasing department. For four years, during World War 2, he was assigned as purchasing agent for the Locke Insulator Division of G. E. in Baltimore, Md.

In 1947, he was recalled to the Schenectady Office to organize an activity which would bring better value on a wide scale into the use of materials. This activity was called Value Analysis.

Mr. Miles is the recognized authority on Value Analysis in this country and has spoken to such groups as the National Association of Purchasing Agents at their annual conventions on two occasions, to the Fifth Annual Industrial Engineering Institute of the University of California at Berkeley and Los Angeles, as well as to the Association of Purchasing Agents Groups in larger cities such as Chicago, New York, and Philadelphia.

Take advantage of this opportunity to see your old friends, meet your counterparts from local manufacturing management, and bring back some "good ideas" for your own plant.

MONDAY, JANUARY 30, 1956

SMITH HOUSE

500 MEMORIAL DRIVE, CAMBRIDGE

Social Hour
5:30 P. M.

Dinner Hour
6:30 P. M.

Speaker
7:30 P. M.

PLEASE RETURN CARDS BY JANUARY 24th

For late reservations call BE 2-3838

Dinner Fee — Members: \$2.75 Guests: \$3.25