

<u>DEPT.</u>	<u>PEOPLE</u>	<u>HRS. PROJ. WK.</u>	<u>VENDORS</u>	<u>SUCCESS</u>	<u>MISCELLANEOUS</u>
DeKalb	15	10	A few	Moderate. Entirely too short. A few decision making people were startled and pleased. Use of VA probably has continually gone down hill since that time. Project work so short that Miles considered it quite ineffective.	
Holyoke	Approx. 20	Don't know how much proj. wk.	Don't know	Very good. Most of the projects were adopted in very short period of time, some resulting in over half the cost taken out.	Said by their plant mgr. to be one of the greatest inspirational things ever to hit the plant. (One session where we did all the presentations in one day 8 hours of talk.)
DT - Pittsfield		(Lack Information)			
Trumbull	25	10	4 or 5	Some important training but felt left much to be desired. Shook up a few people. If had little more support from some managers who should have been there but weren't, would have done a lot better.	
	2-1/2 days (Mgrs. & Supvr. course)				
Burlington	12-15	18	Don't know	Success in terms of suggestions very good. .. in terms of acceptance spotty to poor.	Had some suggestions so good no one could believe them. In fact one idea was for a part originally costing \$45 approx. About 10 suggestions developed with price ranges from \$1 to \$30. \$4.50 one was suggested, was tested, found to exceed the number of operations specified by the Air Force by something like ratio of 100 to 500. Looked like Burlington would be the sole producer of this particular component but got lost in the red tape. Finally wound up not making it at all. This was due largely to fact that Air Force could hardly believe the results and lack of management action.
Johnson City	-- number of courses and talks but don't have definite information on them.				
FTW	30 people	20 hrs.	Some	Moderate. Limited by purchasing reluctance. No money available at all. One telephone. Had to get money from engineering to buy one device that cost about 73¢. Some outstanding break-through made. Shook a lot of people up. Some permanent improvement in some people. One unhappy situation with one engr. but Chet now working for him.	
Thought Chet could do much to influence group - greatest money losers in Ft. Wayne					

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Rm. Air Cond. - Erie (Stanton & Raine)	40 - 50	Approx. 25	8 to 10	Very good	Mgmt. behind it but didn't do too much about it except Mgr. of Finance. He was very much behind it. One of the managers said they had secured something like \$250 per man hour benefit from it.

(Reaction of everyone is that the first time we do it that our speeches are too long and they will cut them down. When they try to do them, they can never do them in the time that we can even though they may cut the content.)

Capacitor Huds. Falls (Wyman)	12 to 15	15 to 18 hrs. Considerable amt. officially done outside be- sides. Averaged about 6 hrs. apiece over and above in-class part.	None	Outstanding. So successful believe they were ashamed to do anything more about it.	Rex Wyman wanted to teach course. Much re- spected but considered sort of renegade. Came down one day to learn how to teach it. Project results outstanding. One table \$600 per man hour. Average very high. They are now coasting down. Created demand for course when he only had 12 to 15. Never had another. First time good number (12-15) 15-30 later. More people with instruction can do more.
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Even- case	Series of courses 30 to 50	Approx. 20	Believe so	Quite good on projects. Out of one creative ses- sion came an idea which was quickly classified as being secret. Went to work on it. Had something to do with getting more thrust from engine.	Acceptance of results not too good. Pretty good engineering sub- section mgr. support. Don't know too much of final results. Think it has dwindled down.
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LM&G (Originally planned 24 hour course. We recommended 40. ~~When~~ Went to General Manager. He, with section managers, heard our plea for more length. Stuck to 24. Got into it. Found required more time. General Manager out of town so took bull by horns and added eight hours. Said if did again wanted 40 hours at least.)

Approx. 25	Approx. 15-22 Planned about 18 hrs. Had more	Some	Spotty outstanding success. Probably permanent benefits because Phil Spinelli had been steadfastly pressing there since. Two strong members ridiculed and for a time prevented progress.	Phil called on more services help. Provided several men long enough to overcome it. They are now strong supporters
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DAD					(Don't know much about them. Steve Price took training, was project leader and then came over here a time or two to work out the program. Went back and did it.)
Lamp Cleveland (Schmidt)	5/mtg.	Not formal to extent normally think of it.	None	Pretty good considering its scale.	Lot of ridiculous things run into. Scope of projects smaller so can get away with less time.

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 Zanesville - Following a seminar, Zanesville men came, were to put together thoughts for teaching it and we have the impression there were two or three dozen people and course met for a few hours a day once a week for a dozen to a dozen and a half weeks. Have heard some good results that came out of it. Results were somewhat handicapped by fact that suggestions had to go through Louisville. Folders are out here and available giving all details plus results.

CART Don't remember much about it. Know there was training there.

KAPL (Get from Howard)

SR&U Call Davis

Peterboro & Toronto (Guided by Claude Watt and Jack Barnhouse)	Up to about 40 per session	About 20 hours Varied considerably with each session	Yes	Good seed planted Pretty good success	Canada had to reduce expenses. Did it by xxxxxxxx removing VA activity
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LMEE When started under Conway pretty good and kept improving. Have deteriorated under Prendergast. Hit a new low under Kratzert. Jack delegated completely. Not favorably impressed with one Kratzert did which was last one we were associated with. Left out a lot of talks. Put talks back in when Fountain got there. Roadblocks was one that was left out. Don't feel too secure they are putting on a good program. Sure of quantity---but not of quality.

A man who puts on a program learns a lot and the first ones are never as good as later ones.

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