


Introduction dealing with time  Cold controls
Unnecessary cost not wrong
Wrong amount of it is wrong

I Review "Evaluate Function"
Double Nut

II Evaluate Multiple Function
Motor Screen

III Approx. Evaluate Functions
Refrig. Spring -- Filter Circuit
Mount Unit

Some can evaluate - some can't -- like music ability - all can benefit

IV Evaluate some Distribution Transformer Functions
This will hurt

V What to do when the going is hard.
Identify function - Evaluate it - use Value Analysis techniques
3 classes
quick rejection
search
roadblock overcoming

NOTES FOR TALK AT "NET WORTH" - PITTSFIELD - March 19, 1962

I Review "Evaluate Function"

**II Evaluate Multiple Function
Motor Screen**

III Evaluate some Distribution Transformer Functions

What to do when the going is hard.

PROJECT "NET WORTH" - Distribution Transformer Department - Pittsfield
March 16, 1962....L. D. Miles

Guest at sales meeting

My worst fears - did not materialize

Sell market levels

F W motor

Take nothing away - add

Function

Evaluation

Alternatives

Search - not knowledge

Roadblocks

One at a time

2-1/2 days

First 1/2 day shocked

Second " bewildered

Third " lost

Last 2-1/2 days - off pencil

Obsolete own equipment

Engineers - in environment to product

Identify and evaluate