



LARRY MILES

. . . pioneered concept

Value Studies Called Key To Tax Restraint

Taxpayers can halt the tax spiral and get more government services for the same money, Larry Miles maintains.

He says curbing waste and boosting efficiency in government is a step-by-step process of enlisting help of the Society of American Value Engineers and adopting SAVE techniques and disciplines.

Miles, 65, is known as the father of value engineering. He pioneered the concept starting in 1947 at General Electric Co.

CONCERN FOR MARGIN

His assignment came from the GE vice presidents of engineering, manufacturing and purchasing who were concerned that the company was "starting to lose margin" on some of its basic products in a postwar situation of big facilities and lots of competition.

"GE had traditionally good engineering and cost reduction," Miles related in an interview yesterday. "But it faced a higher order of need than it had ever experienced before."

Using 15 men while learning, doing and training, Miles' group spent about \$2 million over a five-year period "but paid for itself at least 10 times over" during that developmental period, he said. Savings since then are vast and incalculable.

FIRST PRESIDENT

Eight years ago, SAVE was organized and Miles, fittingly, was elected its first president. Now the association, holding its annual conference at the Hilton Inn here, has some 3,000 members.

Looking back, Miles is impressed and startled at how much and how well value engineering has progressed. But he

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Value Concept Gains

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estimates "not more than 1-10th of those who should be using this disciplined thinking are actually using it."

A bit sadly, he remarks, "We haven't scratched the surface yet."

For example, the building industry is "wide open" to improvement and is regulated by thousands of different codes, many of them obsolete; he declares.

VE's organized approach to problem solving can be used by churches, social organizations,

governments and many other entities, he says. Pentagon military spenders have been using and promoting the techniques since the mid-1950s, but Miles is sorry to say that few other government agencies are doing so.

Miles, 65 last Monday, retired from GE at 60 and now is living in Washington, D.C.; doing some consulting, and sailing on Chesapeake Bay.

After an active career of 50-hour weeks, he breathes a sigh of relief and remarks, "It's the good life."