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APPARATUS DEPARTMENT
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SUBJECT VALUE ANALYSIS
LOCATION
REFERENCE

Fort Wayne, March 24, 1950

Mr. L. D. Miles
Value Analysis Division
Schenectady

Dear Larry:

We want to thank you for the time which you spent in the Fractional H.P. Motor Divisions last Wednesday explaining and demonstrating the principles of Value Analysis. We know that all of those in attendance were impressed by the presentation and we expect very favorable results from the meeting.

Attached is a listing of those who were in attendance.

In order to carry on with this program in the Fractional H.P. Motor Divisions, it will be appreciated if you will supply the following items which were discussed while you were with us:

1. Send me 20 copies of each release of the "Value News" which we will distribute to our various cost improvement leaders.
2. Furnish approximately 50 copies of the form "Tests for Value"
3. Furnish a kit of exhibits, slides, etc., which we can use to put on Value Analysis demonstrations in our various operating units.

We have discussed the overall program in more detail since your presentation and we are planning to supplement your kit with some actual examples of cost reductions within the Fractional Divisions. Mr. Margerum, who is the Cost Improvement Supervisor for the Fractional Divisions is planning to arrange demonstrations and we believe that these will stimulate our people to the extent that we should receive many worthwhile suggestions.

Thanks again for your cooperation and kindest personal regards.

Very truly yours,

FRACTIONAL H.P. MOTOR DIV'S
PURCHASING

By: Robert E. Bangert
Ass't Purchasing Agent

RE Bangert:es
attach.

Value Analysis Meeting.

F.H.P. Motor Divisions - Fort Wayne - 3/22/50

In attendance:

L.D. Miles, Schenectady, Speaker

Purchase Analysis Committee

E.C. Davisons, Manufacturing, Central Planning
E.D. Mills, Cost
J.B. Margerum, Secretary - also Supervisor of Cost Improvement FHP Div.
C.T. Johnson, Engineering
R.E. Bangert, Chairman

Cost Improvement Divisional Leaders

B.A. Parent, Division 1
C.H. Kleinknight, Division 7 - Decatur
G.E. Zollers, Division 13
Paul Smith, Division 14
V.R. Robinson, Division 15
H.A. Schultz, Division 16
G.L. Smith, Division 17

Purchasing

H.J. Federspiel
J.H. Fox
R.E. Brake
J. Leininger
R.E. Bangert

Others:

E.W. Lankenau, Plant Manager, Decatur
F.T. Gamec, Assistant Supt., Division 15
H.E. Koehlinger, Supt., Division 13
T.L. Staley, Assistant Manufacturing Engineer
W.H. Connor., Supervisor of Central Planning

83.5

Schenectady, April 4, 1950

Mr. R. E. Bangert
Asst. Purchasing Agent
Apparatus Department
FT. WAYNE

Dear Bob:

Anne Mayell, my very efficient secretary, is going to look after the twenty copies of "Value News" and I can assure you that they will come regularly.

We are pleased to send the fifty copies of "Tests for Value."

We are preparing slides and exhibits and will forward them to you. At the present time, it appears that it will be approximately three weeks.

By supplementing this with examples from your own division, we believe you can provide a very effective program to gain additional support for your Value Improvements program. Let us know of any way in which we can help.

I certainly appreciate the excellent arrangements made and the courtesies received while in Ft. Wayne.

PURCHASING DEPARTMENT

L. D. Miles
Value Analysis Division

LDM:AEM

Att.