

ONTARIO, CALIFORNIA . . . January 12, 1959. . . L. D. Miles

5117

Saw W. Batchelor a few minutes
1959 a very good profit year.

Hull had group of 12-15
Mostly mfg. men - an engineer or 2 perhaps - good group

Presentation 10 - 11:40 a.m. inc. questions, etc.

Value measurement

- Perf. job - alternates tests
- Perf. job - alternates no tests?
- Value job alternates no tests
- Value job alternates tests
- Value job past info - no tests.

Value of function - standard

Review how eval. functions. (stuck with it until group believed could evaluate all functions.)

BFVS a little

- conduct current
- transmit torque - shaft
- Told of others coming through
 - interrupt current
 - 100/1 variation

- terminate conductors

- stressed value standards
 - can be established
 - how to use them
 - they can be very valuable
 - BFVS - just an added tool to come.

told example of
4.25 - 3¢ - 8¢

Product function catalog
"Prove a point" Roanoke
22 - 5.50