



Industrial Management Society

SUITE 1310 — 330 SOUTH WELLS STREET, CHICAGO 6, ILLINOIS — WEBster 9-4957

October 29, 1957

FOR RELEASE - THURSDAY OCT. 31

An industry executive says that one-fourth of manufacturing costs is unnecessary in a talk today (THURS) before the Industrial Management Society Clinic at the Hotel Sherman in Chicago.

Lawrence D. Miles, manager of value analysis for General Electric Company, Schenectady, N.Y., makes the statement in his discussion, "Cost Reduction Through Value Analysis."

He says the extra cost goes on because of patterns and habits of thought and because "today's thinking is based upon yesterday's knowledge."

He urges the use of value analysis, a procedure by which every item of manufacture is investigated to determine if it's worth the money.

The objective, says Miles, is to get the same or better performance for lower cost. He says value analysis is not a substitute for the engineering and manufacturing cost reduction work carried on by all firms but is a supplement.

Miles is one of the featured speakers in the three-day Time and Motion Study and Management Clinic conducted by the Industrial Management Society. The function is attended by 2,000 industrial engineers, methods experts and production executives from many of the nation's largest firms.

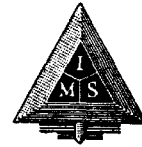
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PRELIMINARY PROGRAM

IMS

21st Time and Motion
Study and Management

CLINIC



FEATURING A

Special Conference

**"EXECUTIVE TECHNIQUES for
INDUSTRIAL ENGINEERING"**

**WORK SIMPLIFICATION
FILM FESTIVAL**

**"PERSON-TO-PERSON"
QUIZ SESSION**

October 30-31 - Nov. 1, 1957

HOTEL SHERMAN, CHICAGO

sponsored by
INDUSTRIAL MANAGEMENT SOCIETY

Industrial Management Society
330 South Wells St. -- Chicago 7, Illinois

Foremost Event

Of Its Kind!



Foremost Of Its Kind!

Time and Motion Study And Management Clinic

Leaders of Industry, Labor and Government along with engineers from all parts of the nation gather in Chicago each November to discuss common problems and to enhance their knowledge of what is being done in the field of industrial engineering and scientific management. Sessions are planned to fit all levels of achievement from basic to technically advanced information.

Outstanding New Features!

"EXECUTIVE TECHNIQUES for INDUSTRIAL ENGINEERING"

During the past few years, the problems of operating an industrial engineering department have become more complex with the broadening responsibilities assigned to this division by top management. Accordingly, the Industrial Management Society has designed this one-day special conference to search out answers to the problems confronting three major areas of industrial engineering's management phase. The one-day workshops will be held on two separate days concurrently with the regular sessions of the Clinic, and are open exclusively to top echelon industrial engineers with executive responsibilities.

"PERSON-TO-PERSON" QUIZ SESSION

One of the major criticisms of Clinic attendees in past years has been that there was not enough time left for sufficient questions and answers after sessions. To satisfy this need, the Society has inaugurated its own "person-to-person" show for this year's Clinic. Following both the morning and afternoon sessions, each speaker will hold an informal question and answer period for those of their audience interested in more details of their subject area.

Plus the Popular

WORK SIMPLIFICATION FILM FESTIVAL

Scheduled showings of award-winning films from the Society's annual Methods Improvement Competition. These films graphically demonstrate how work simplification results in significant reductions in effort, time and costs. Methods improvements made on actual jobs in America's top companies.

Industrial Management Society

330 SOUTH WELLS STREET - CHICAGO 6, ILLINOIS

Phone: WEBster 9-4957

CLINIC PROGRAM

WEDNESDAY EVENING, OCTOBER 30th

**AWARDS IN ANNUAL METHODS IMPROVEMENT
COMPETITION**

"HOW TO HAVE IDEAS"

HERB DANIELS, Advertising Executive, Tatham-Laird, Inc.,
and Columnist, Chicago Tribune

An original development in the field of creativity in terms of emphasis. This emphasis is on problems of INDIVIDUAL attitudes and disciplines in creative work. Thus, in effect, this presentation is not devoted to the mechanics of having ideas but to solving the problems of the individual that get in the way of fully exploiting creative abilities.

REFRESHMENTS WILL BE SERVED (No Charge)

THURSDAY, OCTOBER 31st

MORNING

"BEFORE TIME STUDY — WHAT?"

DR. STANLEY BLOCK, Industrial Engineering Division, Uni-
versity of Minnesota.

"STRUCTURED WAGE INCENTIVE PLAN"

ERIC A. CARLSON, Manager of Standards Production Dept.,
Ralston Purina Company

"ECONOMIES IN OFFICE OPERATIONS"

THOMAS M. COX, JR., Manager of Administrative Services,
Owens-Illinois

"COST REDUCTION THROUGH VALUE ANALYSIS"

LAWRENCE D. MILES, Manager, Value Analysis, General
Electric Company

Luncheon

"MANAGEMENT DEVELOPMENT"

ROBERT W. GALVIN, President, Motorola Inc.

AFTERNOON

"SPOTTING SYMPTOMS OF POOR LAYOUT"

GEORGE W. DOWNS, Plant Industrial Engineer, The Bullard
Company

"HOWS AND WHYS OF PREDETERMINED TIMES"

Panel of Three Experts to be announced.

"HOW TO MINIMIZE INDIRECT LABOR COSTS"

EMIL ADAMEC, Director of Standards, Corn Products Re-
fining Company

"OPERATIONS RESEARCH — A PRACTICAL APPROACH"

EDWARD A. MAHONEY, Operations Research Specialist,
Hotpoint Company

Thursday Evening Banquet

SPEAKER TO BE ANNOUNCED

Industry Analysis Value Told

One fourth of the costs in manufacturing aren't necessary, an industry executive said in a talk prepared for delivery at the Industrial Management Society Clinic at the Sherman hotel Thursday.

Lawrence D. Miles, manager of value analysis for General Electric Co., Schenectady, N.Y., said the extra and unnecessary cost goes on because of operations based on "yesterday's knowledge."

To help curb expenses, he urged use of value analysis, a procedure under which every item of manufacture is investigated to find out if it's worth the money.

The objective of value analysis is to get the same or better performance for lower cost, he said.

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ANOTHER speaker at three-day conference, Edward A. Mahoney, operations research specialist at Hotpoint Co., spoke on industrial operational research.

He said all projections of a company must be reached through compromise among the sales, manufacturing and financial interests of the company.

The sales department wants a high inventory, the financial office a low inventory and the production end of the company wants a constant rate of production.

Compromise of these diverse goals is the purpose of operational research, Mahoney said.