

SOCIETY OF AMERICAN VALUE ENGINEERS

SAN DIEGO, CALIF.

January 29, 1963

L. D. Miles

Las Vegas.....Pres. Kahlia

1947

VP 3

More efficiently identify

Salesman Bush

60 days - startled

Woeful waste

VP Eng. - VA

Best method yet found

1 hour meetings by score

1 man and 1 product - swap

VP Mfg.

Train 1000 men each year

60 men 30 days

Pains of birth

Jelled out

For VA or against it

Quotes

Do it wrong first

Crutch

Neglected product

Dark corners

Sunday Q-backing

Wel already do it

1949 - first article mfg. mag.

1950 - first article purch. mag.

Mgrs. & men alike didn't know

Ignore it, embrace it, stamp it out.

Strong supports in purch.

Strong opposition in engrg.

Spttty in mfg.

By 1954 - 1000/yr.

Adm. Leggett - BuShips

Had reduced to two weeks on site.

Training was

1/2 time do it

1/4 teach tech.

1/4 bring in specialty vendors

By now, system which is VE was well jelled.

Began long process of grinding in.

Many men and companies became interested.

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San Diego - SAVE  
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Opposition rose to its highest pitch - the new animal had teeth - was biting - wouldn't die.

Articles like payroll padding, invent a profession, etc.

Meanwhile, Purch. Mag.

Ignore - oppose - accept

Startling examples wherever

...trained men used complete tech. system in "safe environment"

Is cost important?

What is it?

App. perf. - App. cost

Wire magnets 1000

Int. combustion 500

Jet 100

Bits & pieces nearly - not system

1/2 or less of traditional cost.

Piano

Use keys needed

My own project

Concrete

TV knob

Logic - feelings

Design switch

SAVE started B Eades

Leggett, Lowers, and others

Board of Directors

Accelerate learning

Provide professional standards.