WHAT WE NEED

October 1955 Value Analysis Seminar

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Attitudes which will allow its use in decision making.

It breaks down to this:

1. Much better information
2. Twenty specific techniques
3. Much different habits and attitudes
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Follow habit and refine
Average people
Making mistake
Some right...Some wrong

Butter conditioner

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Value is lowest cost function or service reliably provided

Example of cold control
What is it...cost...do...else...that cost

Quality vs. waste

Work better or sell better

Wrap it up
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