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Please note comments when

Value Analysis Seminar

Electronics Park  
April 1, 1954

To: Messrs. C.H. Heiden  
J.A. Keister  
C.G. Lloyd

I believe you will be interested in the comments of those attending the Value Analysis Seminar held March 12, 1954, so you may judge for yourself if the Seminar was worthwhile. You may want to put into effect some of the ideas expressed in these comments. The following comments were sent to the writer:

I. Broadcast

"The consensus is that the Seminar was very worthwhile. Some of it was probably "hocus-pocus" and not directly applicable to our small quantities. However, the method of thinking is certainly worthwhile and should pay off." H.G. Towlson

"Definitely worthwhile". W.V. Hoxie

"Good, but how can we do anything along this line?" C.J. Scheiner

"The session was very thought provoking and worthwhile. It seemed to me that for our kind of products and quantities, the material or function analysis is particularly applicable. Also, it seems that value analysis meetings between MO's would be very useful." Joe Wiggin

"Value Analysis meetings may be very useful, especially in the crash programs. How far this can be carried in our line may be questionable, but it is worth considering, especially before drafting has gone too far on a regular product." R.E. Putman

"I heard half of it. In spite of the protests of the speakers, I was inclined to feel the program to be much less applicable to our type of operation than to some others. However, the basic idea of an "economy minded" state of mind is certainly sound. I'm sure some of the material will be of value to us." M. Deerhake

"Basic idea is very good. Majority of examples not applicable to our work. New processes interesting. Shows a need for a pre-release inspection of all drawings by trained factory planners to make sure the best techniques and materials are called for, before the drawings are released." R. Clark

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"I would say that the VA Seminar was interesting and valuable. More of this VA work should be encouraged." W.W. Dean

"I consider it to be wonderfully well presented and much needed reminder of the importance of value analysis, full of examples of how we might apply it. We can profit directly on new designs by applying it immediately. To re-analyze old products we need a definite policy of design review on all products coming up for re-MO. In the past our management has consistently opposed such a policy". J.L. Jones

"They had fine examples of what you can do with large quantities of small items, or small quantities of large units (locomotive). Here we have small quantities of mostly small items. Here we do spend time searching for an economical solution to a problem before the drawings are released. A Value Analyst exercises the advantage of hind-sight. Current suggested crash programs have curtailed drafting time, not to mention development "re-hashing" time." Elmer Lochow

## II. Communications

"Very good - should stimulate thinking along the lines of reducing costs by value analysis. I feel that Engineering has been thinking along these lines for sometime. The thing which may make Value Analysis work now is the change in policy involved as far as "supporting" allied G.E. operations is concerned. I hope that routing has been indoctrinated." P.G. Snee

"Excellent coverage of a very important and timely subject - This course is not only valuable in starting young junior engineers upon the right foot but also in waking up some of the old timers who have gotten into a rut." W.J. Dobias

"Material could have been covered in one half day. Seminar was worthwhile as far as reminding designers to use good sense and check into latest processes and methods. It did not present any new ideas however." G.W. O'hara

"Seminar was excellent. However, too much emphasis put on high quantity production savings for our particular type of operations. Stress was placed in right places and caused plenty of food for thought for our lower quantity production. Have found since 3/12/54 that only person in our Purchasing Group familiar with Services Division Special Products Index mentioned in Seminar is Frank Brown. Even the man on whose desk the Index is located did not know what it was." R.G. Soule

"What I heard was good. Their ideas were contrary to ideas of inventory control group. This point of primary interest, otherwise think we do rather well." R.W. Beckwith

"An excellent program. An occasional shot in the arm of this type sticks in the back of our minds and pays dividends for a long time." C.R. DeGarmo

"Very good program. It would help our costs if we practiced what they preached: 'If you can't do it as cheap or cheaper in our shop - farm it out.' Such programs help to show engineers what makes up costs." WR Bahn

"Decidedly worthwhile. Annual or semi-annual repetition of this program would help keep the problem in mind also. This Department could do well to emphasize cost analysis more than they do now." D.D. Currie

"I feel the Seminar gave a broader view point to hear of the 'goings-on' in other design sections. I feel my time was well spent." A.G. Manke

"Seminar very worthwhile but particularly to mechanical engineers. Became a bit repetitious in afternoon session." J. Smith

"We all like to hear someone champion an idea to get rid of stale procedures. I enjoyed it." Bob Clement

"The best thing you can say - it's a necessary 'shot' in the arm." R.L. Wegand

"Considered my time well spent but thought the afternoon session to be largely a re-hash of the morning session." N.V. Friend

"Having seen and heard the condensed session and having talked with those who got both barrels, I think they should try to reach more by the shorter program, same man hours but more men. 'Shot' in the arm is actually what it is and everyone needs this," R.P. Gifford

"Some of the electrical boys should be exposed. Otherwise the idea of value analysis is what the mechanical engineer tries to practice in his regular hours." WM. Sweeney

"Value Analysis is fine. It's necessary and the product designer practices it every day. However, let's not forget that as much time was spent in value analysis on some of the examples exhibited as we have to spend on our entire unit." J.P. Coon

### III. Germanium

"In my opinion seminars of this type are worthwhile in that they stimulate thinking. I also feel that we should make this a continuing program and leave more seminar to keep the subject of "Value Analysis" continually before our people." G.A. Anderson

"Yes, I feel that the Seminar was very worthwhile. It would be very desirable to obtain information on specialty manufacturers whose products would apply to our needs." M. Vail

"The Seminar was very worthwhile to me and should have been to all who attended. The group of very able speakers showed really what could be done. We should have trained personnel to assist in the practice of these ideas." E.V. Brewer

"Yes, I feel that the Seminar certainly was worthwhile. But now it is up to us. The Value Analysis group has demonstrated quite clearly that their systematic evaluation of a part or product plus an extensive knowledge of what other suppliers can do for us can result in savings for Electronics. In other words they have put in our hands a powerful weapon against competition and we would be sadly negligent if we didn't learn to use it. I believe that we should train personnel and set up a full time operation dedicated to this purpose." D.N. Ronemus

"The Seminar was very interesting and should have brought home to many the value of Value Analysis. During the talks, ideas of great savings should have passed through the minds of many of those present. Value Analysis could be applied in many places at Electronics Park by qualified personnel." W. Lewis

"People were very well impressed. Had a hard time getting them to make a special trip to Syracuse, but they weren't sorry. The 'Blast Them Refine' story was best. Few examples of actual products applied to us." R.A. York

It is interesting to note that the above comments unanimously feel that the Seminar was worthwhile. Some of the men feel certain policies of our Manufacturing Group conflict with the teachings of Value Analysis Course. These conflicts are being looked into and it is hoped that they can be made to conform with the Course.

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