

PITTSFIELD ORDNANCE DEPARTMENT

...February 27, 1962...

LD Miles

(Soft sell - will check after seminar to see how effective
Harry Martin thought it was)

Why are we here

Better system get value.

Do better when necessary

plow - tractor - metal. 1st.

Now it's necessary.

How do it.

Different approach

Emphasis

Knowing how

VA is very special technique

Value

Op. perf.

Op. cost

As certain procedures

Better golf

More hits in baseball

So better costs

Is it important?

If not -- don't fool with it

Mature product

Military product - quality

If so -- here's how to do it

Start questions next time

Hear some of same words

Emphasis)

Some tech.) very different

Approach)

Function

Approach

1 - Ident. funct.

2 - Evaluate it - classify it.

3 - Cause alternatives

Work on identify

Work on evaluate

Bring into value's system

Absence of value

Last in ea. function of bus.

Human limitations

Situation limitations

Lack of idea

Lack of knowledge

Introduce - cause alt. to be developed

Of course there is a plan - and in it

technique knowledge - procedure

McCune --