Control Div. made flame detector for $5.46.

Sold it to Air Conditioning Dept. at a loss of average price of $5.03.

Value Analysis reduced cost immediately to $3.50.

With further later reductions to $2.60.

Control Div. split the saving.

The result...

...for Air Conditioning Dept. decrease from $5.03 to $3.80

...for Control Division changed from $.43 loss to $1.20 profit.

Present production rate between 30,000 and 40,000 a year.