

0-45

# GENERAL ELECTRIC

## FLAME DETECTOR

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.