

At random, let us look at a number of cases.

0-6

An alnico magnet on electric contacts to eliminate arcing. Eliminate unnecessary face grinding and cost *drop* from 11¢ to 8¢.

High tin bronze in a non-flexing mechanical part carrying low current. Brass provides identical performance at half the cost.

A drawn cover about the size of a small match box. No soldering is required. Change from brass to aluminum and save one third.

A contact designed for certain line and current ratings. A standard contact was located providing identical performance at one half the cost.

Three adjacent insulating washers at 4¢ per unit. Now the supplier provides one perforated strip which does the whole job at half the cost.

A small nut and arm soldered together, now made by a specialty supplier as a one piece casting at one third the cost. A casting costing \$1.50 now provided by a supplier, who suggested certain changes and who has precisely the right equipment for 90¢.

A one piece valve stem costing \$.50 being provided through the energies of a supplier who could advantageously make it in two pieces for \$.24. Chamfered discs about the size of a silver dollar costing \$.15 each being changed when it was established that the chamfer made no contribution and provided by the supplier at 5¢.

A small tapered spring which can be changed to straight at 25% saving.

A shipping container, which by combining the knowledge of our suppliers with our own can be reduced from 30¢ to 20¢, still providing a better container.

A seamless spacer tube which by utilizing a vendor's particular forming facilities will provide identical performance as a rolled spacer at one third less cost.

A mounting bracket costing 24¢, which when mounted according to the suggestion of the vendor stamping specialist costs 12¢.

A special precision screw costing 12¢, which, by utilizing the highly special equipment of just the right vendor becomes 3¢.

A small machined assembly about the size of a cigarette costing 16¢, which with identical performance becomes a stamping assembly at half.

A lock nut and washer assembly costing 8¢, which by utilizing the supplier with exactly the proper facilities and techniques becomes 6¢.

A weld bolt costing 3¢ when a different style accomplishing identical results can be had for 2¢.

A special clip costing 2¢ when a standard clip can be found from a specialty supplier at 1¢.

A flare nut costing 2¢, which can be provided by a specialty supplier at 1½¢.

A machined forging costing \$6.00 available as a casting from a more highly skilled supplier at \$3.00.

A small special elbow fitting replaceable with identical performance by a special straight fitting at one half the cost. Instead of a cast pulley at \$1.00, an even more satisfactory product fabricated from steel at 60¢.

Small parts supposedly purchased of the producer at 4¢. The primary producer later located with purchase cost of 3¢.