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At most restaurants, you get what you pay, but at Juliano's family restaurant, it's the opposite. Without menu prices, customers are asked to pay according to what their palates -- and consciences -- tell them. "I didn't do it to make the business bigger," says owner Jerry Juliano, who erased all the figures from the menu 19-piatto last December. "I believe the Lord has guided me to do so to show people who should trust each other." Whatever inspiration, the results were heavenly. Forget about all those business-school books on pricing strategies. For Juliano, without any price, he increased sales 25%, to an average of \$6,000 per month. Patronage climbed to the 48-seat of Warendale, Pa., located about twenty-five thousand miles north of Pittsburgh. Until now, most customers are approaching the prices I had, says Juliano. Only two comments were left without a penny. But Juliano expects to be robbed from time to time. "What makes me feel good is they ate everything," he says. One of Juliano's clients, a meat supplier, was so impressed by the strategy that Juliano offered priceless meat if he became a customer. Juliano has accepted and now fixes his prices. "I never test it to see how low I can go," he says. "I don't want to hurt him, so I see if he can pay without any trouble." To prevent you from thinking that it can go too far, Juliano traced the line when he hired two employees recently. He left his salaries at his discretion. Will Patrick le Quement will take you personally if we say some of his cars are. Well, ugly? "No, of course not," he says sarcastically.

And from the carmaker 226: 128; by Guyancourt at the palaces of Versailles, the Quement is organizing a French revolution of suggestive corners and curves. Riskare loved it and dedicated it by critics and customers to the same extent. But many of his bets are paying off, encouraging his fellow executives to take more chances in their bold bid to make Renault one of the big three in the industry. Americans may remember the Renault, which vanished from the U.S. market in 1987, for the poor Reliability of quality and gear. But in Europe, no one has driven design further or faster in recent years. From Madrid to Monaco, if you want to show yourself that you are different, drive a Renault. And U.S. drivers might soon get their chance to make the same claim. The work of Quement Quement shows that innovation does not have to be nice. But it has to be original. One of the most provocative and uncompromising designers in the automotive industry, Le Quement has scored huge results with small cars like the Clio, Twingo, and now the Megane is a bold little compact that has surpassed Volkswagen, conservatively designed Golf to become one of Western Europe's best-selling cars. He also served flops as stylish as the avantime, a four-seater coupe, driverless pillar, and the velvet of Sedan Executive Vel SATIC.CRITICS Accidentale as the main architect of the "Agyfication" - a conflicting school of design "S Give us such brute as the BMW 7 Series and The Porsche Cayenne. Fans stick it in to revive the French style and injecting cars with personality again. In any case, Le Quement says. Bland, the design of the common-common denominator is the kiss of death automotive: Better anger of potential buyers to win love for some others. "The future doesn't belong to designers who create products that don't displace the customer", he says, citing a survey by J.D. Power and Associates that says holders who polarize opinion make margins more juicier on cars They sell. From the study it emerged that cars that people love or hate "A e as the Chrysler PT Cruiser and Infiniti FX A. A. sales faster and to a more high marginal profit than the cars that get Get reactions. Le Quement, 59, learned his craft at Ford Europe, where his signature products included the 1982 Sierra semen, ridiculed at the time for its jelly form. Meanwhile, Renault had blocked, bloody sales with lifeless products. Then president and CEO Raymond Levy recruited the Quement on a shade that French design could jump-start the company. Before taking on the job, Quement required structural changes in the role of design at Renault. For starters, he told Levy, his department would no longer respond to engineering. The designers told themselves that they would become full-fledged designers, active from the initial concept to the production stage. External consultants were nixed, and the design team was doubled to more than 350 people. The department took a seat on the executive board. And the Quements don't answer to anyone except the president. The first test of Renault's commitment to risk design was done with the Le Quement Twingo, a small boxing car to which it added a playful pair of headlight frog eyes. The focus groups, he recalls, weren't sharp. "Five percent of consumers said they hated it, and 25% were doubtful," says the Quement. "But 25% said they loved it and wanted to know where they could buy one." Still smart from the Le Quement shake-up, the engineers Renault and product designers have asked that tones down the Twingo. Le Quement sent a message to its president. "The biggest risk is not taking risks, and I ask you to vote for the instinctive design against extinct marketing", he read. Levy's response? "I agree." The Twingo was an instant hit in 1992, and spark for almost 20 influential concept cars in the next decade. The interior, says Quement, is the next frontier for htr approach. Yours "touch" means tactile controls that are visually descriptive of their function and work for intuition: credit card keys, hand brakes with loop handles, steering wheels and switching levers with finger handles. In Renault Renault concept roadster, the steering wheel and pedals bend when the door is opened. The driver changes the gears using a shovel on the wheel. The audacity of Le Quement ; has turned the company's ambitions. Renault now aims to become one of the world's top three car manufacturers in terms of profits, quality and technology (now it is in fourth place, thanks to 44.4% of Nissan's share) and promises to sell 4 million cars by 2010, compared to just under 2.4 million last year. Publicly, Renault claims that it will not return to the US market until 2010, but the situation could change when Carlos Ghosn will return to take over as CEO in March 2005, after managing Nissan in Japan for four years. Nissan's network of US retailers can only look attractive, and Ghosn may also be anxious to beat the French rival PSA (Peugeot and Citroen maker), even considering a return to the United States. Le Quement says he's already given instructions to make all new vehicles comply with US standards. Detroit's doubters say that American motorists do not yet "no" French design. "The Renault design is very good in Europe, but I don't think it's understood here," says Anne Asensio, who worked for the Quement and now is the design director of the advanced vehicles of General Motors. Although, sorry for some people is what Quement loves to do better. Ian Wylie writes for Fast Company from London. London.

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