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CONFIDENTIAL

27 June 1955

MEMORANDUM FOR: THE RECORD

SUBJECT: Contract Monitoring at [redacted]

1. Time and Place of Meeting: 22 June 1955, [redacted]

2. Attendance: [redacted]

3. Purpose: To obtain proposals for model "C" infrared communications device and proposal for one year's maintenance on model "B" infrared communications device.

4. Discussion:

a. [redacted] stated that the latter proposal was not ready at this time but would be mailed through channels before the end of the month. The former proposal was not complete as it lacked price approximations; however, 3 copies were made available to APD representatives and an unofficial price list was given which has been penned into copy #1 of said proposal. Official prices will be forwarded before the end of the month. [redacted] stated that due to changes in company plans on large production jobs, they will now be conducted at [redacted]. He requested informally an extension time for the instruction manual and was advised to request same formally and was given to believe that we were not particularly happy about any request for extension of time.

b. Tests have been conducted on the "B" equipment since our last visit. Drop tests on all six faces according to specifications only succeeded in denting the wood, no structural failures in the equipment. The potting problem has been circumvented by a combination of air cushioning and silicone grease. [redacted] questioned us on the advisability of obtaining a patent on the method of modulation of the equipment and was advised to come to Washington and discuss this with the contracting officer, our feeling being that they should patent it. [redacted] also wanted shipping instructions for the remainder of the "B" units and was advised to write a letter requesting same to the contracting officer. A

comment about the

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NO CHANGE IN CLASS.

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comment about the proposal for model "C" device was that if we could get the contract to start before September they would be more than happy and would take off a commensurate amount of time on the delivery date. The changes that have been approved for construction of the last 20 units are as follows:

- (1) An addition of shutters to the windows.
- (2) The displacement of the telescopic viewer to the left to prevent interference between cheek and bellows.
- (3) The viewer window facing will be reversed.
- (4) They will check into the feasibility of adding a bubble level to the equipment and if it is possible it will be added although this is of small importance.
- (5) The carrying handle will be narrowed $\frac{1}{4}$ " from the model seen at [redacted]

c. [redacted] asked if we would be able to assist him in getting his name on the ASTIA distribution list for field-of-interest publications. No answer was given except that we would see what was possible.

d. In regard to the proposal for model "C", the figures that [redacted] supplied APD representatives with are certainly subject to arbitration. He was not happy with the one year delivery time. He would like to bring this down to something like 9 months. The figures supplied by [redacted], which are unofficial but are probably good calculations, show a parts list amounting to \$49,600. They calculate 4.7% for handling and labor is figured at 120 man months times 160 times \$2.70 times 2. G & A is [redacted] giving a total of \$175,896.37. A question was raised on testing the units, of which they will be permitted to keep two. Some of the tests are anticipated to be of the destructive type. It was decided that they would have sufficient spare parts to make one extra unit, so they will make 21 units and repair the 2 old type units permitting them to conduct their tests. The spare parts list was not settled; however, it was suggested that [redacted] and [redacted] get together outlining fundamental rules for stocking spare parts and from these rules [redacted] will make up a list and send it to us for approval or disapproval.

5. Conclusions: APD should send the required information for [redacted] parts list. Check on shipping information and see if it is possible to get the ASTIA documents to [redacted]

Distribution:

- Orig. - P-101B
- 1 - P-101C
- 1 - SPK 1 - RTW 1 - Chrono RTW/bb

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