

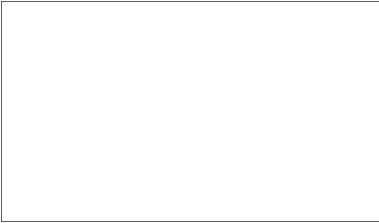


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May 16, 1958

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In accordance with your request, we are quoting the following firm prices, F.O.B. Washington:

Item 1

Engineering and drafting necessary to provide commercial type operating and maintenance manual, manufacturing drawings sufficient to reproduce (NS-16A field units) by persons skilled in the art, and such mechanical and electrical modifications to the present unit as are required to correct improper construction techniques.

Price: \$14,949

Item 2

10 NS-16A Field Units, complete, including power pack, antenna and carrying case.

Price: \$79,970

Delivery of Items 1 and 2 above: Six months after award of contract with prototype available for acceptance testing eighteen weeks after award of contract.

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The above prices are predicated on the following:

Material cost estimate is based on estimated prices as follows for three items for which complete information was unavailable at time of bid:

Slip-Ring Commutator	\$1,000
Speed Governor	500
Magnetic Head	500

in quantities of 10 each, plus 10% shrinkage added to the figure. At the time when information is available on these units, if the actual price is higher or lower our price will be adjusted accordingly.

We will be supplied with the following GFE:


1. 1 Operable RS-16A Field Unit
2. Complete Parts List, including coil data

In addition to the GFE above, it is expected that we will be supplied with specifications of the crystal frequencies desired for each unit, an overall schematic of the equipment and, because of the desire to reduce test time to the minimum, assistance in test and final check-out of equipment.

A price breakdown for Items 1 and 2 is attached. If a silver-zinc cell is desired instead of the nickel-cadmium battery pack, the price for 10 units will be increased by \$830. If a silver-zinc battery pack is desired in addition to the nickel-cadmium type, the price for 10 units will increase by \$4,490, of which \$988 is one-time tooling cost. A silver-zinc cell battery pack will provide 5 ampere hours at 15 volts in a size no thicker than the main unit, no longer than the main unit, and the same depth as the battery case. If it is desired to deliver the units without transmitting and receiving crystals, the unit price is reduced by \$103.

If there are any questions, we shall be pleased to discuss them with you at your convenience.

Very truly yours,


Plant Manager

Attachment - 1

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