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[Redacted]

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T3410-66-24

24 January 1966

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[Redacted]

Post Office Box 8031
Southwest Station
Washington, D.C. 20024

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References: (1) [Redacted] Report [Redacted] 65-184, dtd. December 1965
(2) [Redacted] ltr T3313:8696, dtd. 29 December 1965

25X1

Subject: Request for Proposal No. RD-12-66

Gentlemen:

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During a meeting January 13 between [Redacted] Vice President and General Manager of [Redacted] and Mr. A. Lundahl, alternate methods of contracting for the effort described in our technical proposal (reference 1) were discussed. As a result of these discussions, Mr. Lundahl suggested we present examples of two alternate methods. The first method envisions a cost-reimbursable contract for development with provisions to loan or lease the first unit; the second would use a fixed price contract with provisions to amortize development costs.

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[Redacted] currently is developing a rear projection screening viewer to fulfill the requirements of the Strategic Air Command. The general design of this unit is applicable to your requirement, but additional engineering development is necessary to meet your specific design objectives. If these objectives are paramount, a cost-reimbursable contract would be suitable and [Redacted] is willing to perform the design under a cost or cost-incentive contract at an estimated price of approximately [Redacted] would assume the risk of building the first unit and would provide it to you on a loan or lease basis to permit evaluation.

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However, if the performance offered in our technical proposal meets the intent of your design objectives, we would be willing to negotiate a fixed price contract of under [Redacted] for the total program based on mutually acceptable specific performance requirements.

*Zoom 8 1/2" dia. 4" depth of 8 to 6 lines on AX
(3-30X) (25-70X) 420 lines 420
(3-100) USAF. 2500 or 201.1*

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We would appreciate the opportunity to discuss these alternatives with you at your earliest convenience. For further discussion or any information which you may require please contact

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Very truly yours,

Manager of Marketing

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cc: