

ILLEGIB

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<u>EQUIPMENT</u>	Components needed per equipment			
	<u>CA-3</u>	<u>KE-8</u>	<u>CO-8</u>	<u>CO-3</u>
100 RT-D/3	200	100	--	100
30 RB-502	60	30	30	--
200 RT-49*	400	200	175	25
Totals	<u>1320</u>	<u>410</u>	<u>420</u>	<u>235</u>
On Hand/Order	<u>1150</u> ⁰⁰	300	300	250
Balance	<u>-175</u>	-110	-120	-15

*Equipment under development; production 9 - 12 months away.

5. Recommend Procurement of the following additional quantities:

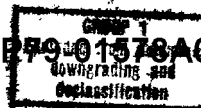
400 CA-3	(\$ 18,260.00)
125 KE-8	(\$ 53,427.00)
150 CO-8	(\$ 58,981.25)
	(\$130,668.25)

6. In addition to the above, it is recommended that 100 CO-A/8 coders be procured. This coder is a handset version of the CO-8 and it can be used with either 300 or 1200 vpm electronic letter drop systems. Estimated unit cost for this coder is \$450.00, making a total cost of \$45,000.00 for 100 units.

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██████████ IS BIDDING ON AN/GR-71 WHICH CONSISTS OF:

- 1 - KA-3
- 1 - CO-8
- 1 - CO-3
- 2 - CA-3

THEY ARE QUOTING ON QUANTITIES OF:

- 500-999
- 1000-1499
- 1500-2000

IF SIG. CORP ORDERS	500-999	1000-1499	1500-2000
OUR COST PER UNIT WILL BE:			
KE-8 (100 UNITS)	\$494.47	\$471.85	\$464.31
CO-8 (100-300 UNITS)	373.09	356.18	342.28
CA-3 (400-600 UNITS)	49.13	45.65	44.64

TOOLING COSTS, IN ADDITION TO UNIT COST, ARE:

- CA-3 \$1,500
- CO-8 \$6,500

MARINE CORP WANTS 25 KA-3 SYSTEMS.

WE NOW HAVE ON ORDER:

200 EA KE-8 - 10 SCHEDULED FOR DELIVERY 6 FEB
 APPROVAL OF 1ST TEN. (OVER)

100 KE-8 ELECTRONIC REPLACEMENT PACKAGES
20 UNITS TO BE DELIVERED 15 DEC.
REMAINDER AT RATE OF 15 PER WEEK AFTER
APPROVAL OF FIRST 10.