

80 JUN 1975

Mr. Roland W. Hosking, Jr.
Director, Federal Government Operations
Olivetti Corporation of America
1146 19th Street, N. W.
Washington, D. C. 20036

Dear Mr. Hosking:

Thank you for your letter to Mr. ^{25X1A9a} [redacted] dated May 23, 1975, requesting our attention to the matter of electric typewriter procurement.

The subject of accomplishing information processing with the greatest efficiency is of concern to this Agency. We have been working for many years to achieve maximum capability at the lowest overall cost in terms of expenditures for personnel as well as equipment resources. In view of this, we have reviewed your opinion on the matter with interest.

We agree that the principles of typewriter procurement which you recommend may have general application to many situations. We have found, however, that a different approach is more advantageous to this Agency due to the unique nature of our requirements. These are substantially different from the "20 to 25%" which you have cited as the normal requirement for typewriters with unique, time-saving features.

This Agency has been heavily involved in optical character reading (OCR) processes for a number of years. As a result, we found it necessary to replace less expensive typewriters with the 10/12 pitch Selectric for this purpose. To achieve this transition at minimal cost, we are redistributing the replaced typewriters to meet our non-OCR requirements. Accordingly, we are not in the market for typewriters without the unique selectivity features at this time.

Our information processing requirements and resulting typewriter needs will continue to be reviewed and programmed on a long-term basis. At such time as we reenter the market for typewriters to meet non-OCR needs, please be assured of our continued interest in the best quality product at the lowest cost consistent with the General Services Administration's competitive policies.

1 - C/BD/OF
1 - C/BS/OF
1 - C/SD/OF
1 - OF/LS/OF
1 - OF/LS/OF (OFFICIAL)
0 + 1 - V/OC
Distribution:

Sincerely,

25X1A9a

[redacted signature]

Director of Logistics

