

Ref: P472

January 24, 1963

STATOTHR

[REDACTED]
P. O. Box 1407
Main Post Office
Washington 13, D. C. STATOTHR

Attention: Mr. [REDACTED]

Subject: High Speed Precision Coordinatograph
STATOTHR

Dear Mr. [REDACTED]

As a result of further technical discussions with personnel of your office, [REDACTED] STATOTHR
[REDACTED] has re-examined the detailed specifications for a High Speed Precision
25X1A
Coordinatograph as described in our letter of 27 November 1962. We would like
to present the following recommendations for your consideration:

1. In the design of a piece of equipment of this type, considerable
latitude exists for trading one characteristic for another, for example,
accuracy versus speed, flexibility versus operating simplicity, etc.
Since further information about your application for this plotter has
indicated that additional speed capability is desirable, we recommend
changing the specifications of our proposed system in accordance with
the enclosed Addendum I to [REDACTED] Technical Proposal dated STATOTHR
27 November 1962.
2. Our discussions have also indicated that further studies of the design STATOTHR
capabilities of this equipment and the flexibility offered by the [REDACTED]
[REDACTED] system may very well lead to a more optimum set of specifications
25X1A
during the early stages of the design. While such changes are not expected

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to markedly affect the overall cost of the equipment, we strongly recommend that a cost-plus-fixed-fee type of contract be issued for this system. Under such a contract specific decisions affecting capability versus cost may be answered by your people to fit your problems and objectives as we both come to understand the overall problem better. Otherwise we would be forced at this point to freeze a set of specifications when we know least about your applications and you know least about the benefits and penalties of individual specification items. Accordingly, we are submitting herewith our revised Cost Proposal which supersedes our Cost Proposal dated 27 November 1962.

We are looking forward with pleasure to the opportunity to work with you in this program. If we can supply you with any additional information or assist you in expediting the award of this contract please let us know.

Yours very truly,

STATOTHR


Vice President

RWL:P
Enclosure