

January 28, 1999

TO: M. SANTILLO

FROM: R SUAREZ

RE: MODEL 710 RECEIVER INSERT QUOTATIONS

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VENDOR	2 CAVITY TOOL	PIECE PRICE ESTIMATE	MATERIAL IDENTIFICATION
Alliance	\$109,945	\$.47	Unidentified
Three Rivers/OMP	\$ 79,600	\$.671 (\$ .42 adj.)	Zytel 70G33LBK031
Hanson Group	\$ 60,250	\$.37	Chemlon 133G

Notes:

- Volume Quoted -- 30 to 50 Thousand Annual -- 5,000 Piece Releases
- Print EXP 5972 (IE, 2E)
- Material 30% Glass Filled Nylon

I've taken the liberty of adjusting OMP's quotation to reflect the use of Chemlon 133G material for evaluation purposes only; Zytel being more expensive by a factor of 2.7. It was explained to me that Zytel is a "stiffer" material (10 to 12%) than Chemlon 133G.

I adjusted the piece price on the premise that material contributes approximately 40% to the cost. I will have OMP requote based on using the Chemlon material and advise if their requote differs radically from my adjusted number. I felt it necessary to issue now in order to move forward quickly.

cc: J. Rabbia  
J. Mead  
J. Swanson

ET36004