

October 30, 1964

Mr. George Frere, President  
McCartney Manufacturing Company  
Baxter Springs, Kansas

Dear George:

Enclosed are two sets of 3 each blueprints which give the basic construction details of a 300-ton Tetrahedral X-ray Press suitable for use with the Westinghouse high intensity x-ray tube. (This press could also be used with the standard x-ray tube). I have run a cost analysis on it as follows:

Base cost, including assembly	\$ 14,000
Plant overhead (100% of base cost)	14,000
Contingencies (20% of base cost)	2,820
Designer's fee	5,000
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Sub total	36,020
Profit, 10%	3,602
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Net sales price	39,622
Research Corp. royalty, 10% net sales price	3,962
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	\$ 43,584

I have rounded all of the figures upward and I am certain that this will give plenty of elbow room to make some downward adjustments if Westinghouse balks at my suggested gross sales price. Please note that this price does not include an x-ray track or carriage. I have a good one designed in my head but it will take me a couple of days to get it down on paper. As a rough guess, I would say an additional \$5,000 would cover the cost of the single track and carriage that is needed for this machine. You probably recall that Taylor was interested in two prices: one price for the press without the track and carriage, and a price with the track and carriage. I am also enclosing an original and one carbon of a general description of the press and also an original and one carbon of a bill of materials. On the carbon copy of