

Circuit Assembly - John MacAllister
Verbal quote on controlled connectors

2-16-78

Option 1 Tooling \$20K
50% down, 50% 1st article

600K 18¢
150K 20.5¢

Option 2 no tooling cost

600K 22¢
1st 150K Sub 150K
150K 35¢ 25¢

10-14 week tooling

8.5 mil
for #28

~~assy tooling~~ add'l assembly tools - less than \$100 probably

CA**CIRCUIT ASSEMBLY CORP.**

3169 RED HILL AVE. COSTA MESA, CALIFORNIA 92626 (714) 540-5490 (TWX) 910 595 1971

February 22, 1978

Mattel Inc.
5150 Rosecrans Avenue
Hawthorne, California 90250

ATTENTION: Mr. Dave Chandler
REFERENCE: R.F.Q. - 9 Pin Connector

Dear Dave:

Per your recent conversation with our Sales Representative Mr. Bob Torres, we are pleased to submit the following for your evaluation.

Preliminary Proposal: 9 Pin Connector

Type: 9 Pin staggered, Insulation Displacement Style.

Estimate #1 - With Tooling

150,000 pcs. @ \$.205/ea.
600,000 pcs. @ \$.18/ea.

Please Note: There will be a one time non-recurring tooling charge of \$20,000.00, 50% down, balance due upon 1st article approval. Tooling to remain property of Mattel Inc.

Estimate #2 - Without Tooling

1st. 150,000 pcs. @ \$.35/ea.
2nd. 150,000 pcs. @ \$.25/ea.
Each subsequent order of 150,000 pcs. @ \$.25/ea.
600,000 pcs. @ \$.22/ea.

Please Note: Tooling to remain property of Circuit Assembly Corporation.

Note: Please see Page 2.

Page 1 of 2 Pages



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5150 Rosecrans Ave.
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ATTENTION: Mr. Dave Chandler

REFERENCE: R.F.Q. - 9 Pin Connector

Final detailed performance criteria to be established after placement of Purchase Order and prior to Start of Tooling.

Last of assembly fixtures to be finalized upon assurance of Purchase Order. Estimated cost \$80.00 to \$130.00 each, for hand presses based on quantity and design required.

Delivery: Approximately 12-16 weeks ARO.

Terms: 1% 10 days, net 30 days. F.O.B., Costa Mesa, California.

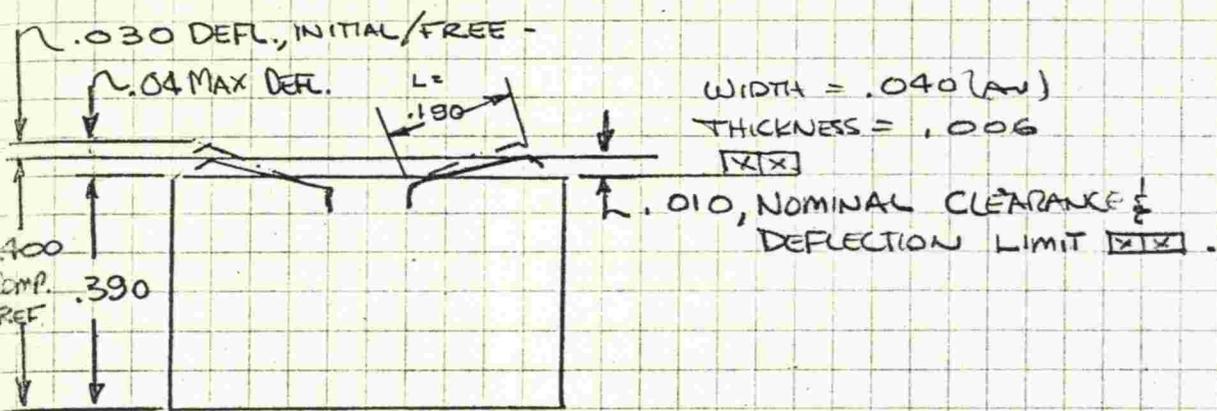
Thank you for this opportunity to quote your requirements. If either myself, or Mr. Bob Torres can be of further assistance, please feel free to contact us at your convenience.

Sincerely yours,

Richard E. Foringer
Vice President/Marketing

REF/jh

Page 2 of 2 Pages



MATERIAL	G38	510	725
TEMPER. (AFTER COILING)	SPR.	SPR.	SPR.
E, PSI =	16.8 x 10 ⁶	16.0 x 10 ⁶	19 x 10 ⁶
Y _s , KPSI =	111/121	92/108	78/93

① INITIAL CONDITION - @ .030 DEFLECTION FROM FREE / COVER INSTALLATION.

P _N - NORMAL LOAD =	72 GMS	68 GMS	70 GMS
STRESS, MAX =	123 KPSI		

COMMENT - INITIALLY, OVER STRESSED @ .030 DEFLECTION

② MAX. ALLOWED DEFLECTION, WITHIN YIELD STRENGTH LIMITS, Y_s

a. Y _s , KPSI =	111	92	78
b. P _N - NORMAL LOAD MAX	62 GMS.	52 GMS	45 GMS
c. MAX ALLOWED DEFLECTION =	.026	.023	.017
d. NOMINAL CLEARANCE	.010	.010	.010

COMMENT - ALL ACCEPTABLE AT 400 COMPRESSED HT, AFTER STRESS RELAXATION.

③ FINAL CONDITION, AFTER STRESS RELAXATION

a. FINAL DEFLECTION (2d-2c)	.016	.013	.007
b. P _N - NORMAL LOAD	38 gms	27 gms	18 gms.

3-9-78 P.J. Thomas

PO to Circuit Assembly Corp.

for tooling charge of \$20,000 50%
down and 50% balance upon 1st article
approval. per

For Tooling of 9 pin connector per quote
dated March 6, 1978. Total cost = \$20,000. 50% down,
balance upon 1st article approval.

(This is a production tooling charge run through here
for expediency - to be transferred later)



CIRCUIT ASSEMBLY CORP.

3169 RED HILL AVE. COSTA MESA, CALIFORNIA 92626 (714) 540-5490 (TWX) 910 595 1971

March 29, 1978

MATTEL, INC.
5150 Rosecrans
Hawthorne, California 90250

ATTENTION: Mr. Howard L. Cohen, Purchasing Agent
REFERENCE: Edge Card Connector - R.F.Q.

Dear Mr. Cohen:

Per your request of our sales representative, Mr. Bob Torres and our Engineering Manager, Mr. John McAllister, we are pleased to submit the following price information for your evaluation:

<u>CAC PART NO.</u>	<u>QUANTITY</u>	<u>PRICE</u>
CA-22-1-01-WW-X	60,000 pcs.	.99/ea

NOTE: X = One row of contacts only. These will be formed to Mattel Specifications. Mr. Dave Chandler, of Mattel Engineering, is to receive samples for evaluation by 4/4/78.

DELIVERY: 3 - 4 weeks ARO.

TERMS: 1% 10 days, Net 30 days. F.O.B. Costa Mesa, California.

Thank you for this opportunity to quote your requirements. If either Mr. McAllister or Mr. Torres can be of further assistance, please feel free to contact us at your convenience.

Sincerely,

William E. Corr
Regional Manager

WEC/mw

cc: Dave Chandler, Mattel ✓
Jim Kingsbury, Mattel



April 4, 1978

Circuit Assembly Corporation
3169 Red Hill Avenue
Costa Mesa, CA 92626
Attn: Mr. Bob Torres

Dear Bob,

Pursuant to our conversation of recent date, this letter details Mattel Toy's intent in regard to production of and purchase for the Mattel Programmable Video Cartridge Game.

Mattel intends to produce these games to the limit of available microprocessor sets. Assembly will be performed by a selected vendor and this vendor will also purchase all components and sub-assemblies on our behalf. The estimated microprocessor sets available in 1978 translate into a range of 80M to 200M connectors.

It is Mattel's intent to have our vendor purchase these connectors from your firm, using the tooling already ordered by Mattel under separate orders. The order will be placed following contract completion with our selected vendor.

Sincerely Yours,

A handwritten signature in black ink that reads "Howard L. Cohen". The signature is written in a cursive, flowing style.

Howard L. Cohen
Director of Purchasing

HLC/mem

CA

CIRCUIT ASSEMBLY CORP.

3169 REDHILL AVE. COSTA MESA, CALIFORNIA 92626
(714) 540-5490 - TWX 910-595-1971

INVOICE NO. 79334

RESALE # SR EA 24-624656

CUSTOMER ORDER NO.	31015
INVOICE DATE	8-29-78 id
CIRCUIT ASSEMBLY WORK ORDER NO.	28885

BILL Mattel, Inc 5150 Rosecrans Hawthorne, CA 90250	SHIP
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BUYER Howard Cohen	TERMS 1% 10, net 30	F.O.B. Costa Mesa, Calif.	RESALE <input type="checkbox"/>
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ORDER PLACED WITH Richard Foringer	ORDER COMPLETE <input checked="" type="checkbox"/> cec PARTIAL <input type="checkbox"/>	CA	TAXABLE <input checked="" type="checkbox"/> xxx
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ITEM	QUANTITY	DESCRIPTION	UNIT	TOTAL
1.	Lot	<p style="text-align:center"><u>TOOLING</u> UPS</p> <p>Tooling for manufacture of 9-pin connector Circuit Assembly P/N CA-10314 (Base) CA-10315 (Cover)</p> <p>Tooling to consist of: (a) Tooling for contacts (b) 4 cavity mold (2 base, 2 cover) (c) 2 cable assembly fixtures</p> <p>First article parts delivered by Mr. Bob Torres of Circuit Assembly to Mr. Dave Chandler of Mattel on August 9, 1978 (Circuit Assembly Delivery Receipt 4476, copy attached)</p> <p style="text-align:right">Less 50% down received March 30, 1978 Check #42051</p> <p style="text-align:right">TAX (Total Amount)</p> <p style="text-align:right">Total Amount Due this Invoice</p>	\$20,000/lot	\$ 20,000.00
				\$ 10,000.00
				\$ 1,200.00
				\$ 11,200.00

*Signed & returned
Second Request 9-12-78*

RECEIVED IN
AUG 31 1978
ACCOUNTS PAYABLE

"I hereby certify that amounts invoiced herein do not exceed the lower of (1) the contract price, or (2) maximum levels established in accordance with executive order 11615 dated August 15, 1971."

REPRESENTATIVE

CA

No. 4476 Your Order 31015

Name Mattel Inc.

Address 5150 Rosecrans

City Hawthorne, CA 90250

FROM

At 10:00 a.m. 8-9-78 1978

PACKAGES	RECEIVED IN APPARENT GOOD ORDER	WEIGHT
1	CA-10314 base	15
2	CA-10315 cover	5
3	CA-11073 contact	45
4		
5	First Article Parts	
6		
7		
8		
9		
10		
11		
12		
13		
C.O.D. CHARGE DELIVERY CHARGE TOTAL PKGS.		TOTAL WEIGHT

Received By D.P. Chandler 8-9-78

Rediform 6H 611

DELIVERY RECEIPT DUPLICATE



PURCHASE REQUEST

ENTRIES TH RED CAPTIONS FOR PURCHASING USE ONLY.

THIS NO. MUST APPEAR ON ALL INVOICES PACKING SLIPS, REFERENCES AND CORRESPONDENCE ON THIS ORDER.

PURCHASE ORDER NO. 31015

ACCOUNTS PAYABLE

TO
3109 Red Hill Avenue
Costa Mesa, CA 92626

TERMS
15 10, Net 30

BILL TO
MATTTEL TOYS
P.O. BOX 821 AP
HAWTHORNE
CALIF. 90250

SHIP TO:
 PLANT 1
 PLANT 4
 ADMIN. W/SE
 PLANT 1
 DIST. CENTER
 PLANT 2 & 3
 COMPTON
 PLANT 6
OTHER

NOT TAXABLE
RESALE NO. AB 10890
CHARGE TAX
VENDOR NO. 19670

MAIL STOP PLANT 1
CONFIRMED PRICE 106

13080 TEMPLE AVE. CITY OF INDUSTRY, CALIF. 91744
3150 ROSECRANS AVE. HAWTHORNE, CALIF. 90220
15930 E. VALLEY CITY OF INDUSTRY, CALIF. 91744
1620 S. WILMINGTON AVE. COMPTON, CALIF. 90220

ITEM NO.	PURCHASE ORDER CATEGORY	RENTAL	BLANKET	MAINTENANCE	LEASE	CONTRACT	REPAIR	BUYER'S SIGNATURE	DESCRIPTION - ONE ITEM PER ITEM NO.	UNIT OF MEAS.	QUANTITY	PRICE PER REQUESTER	DATE	DATE	QUANTITY	BALANCE	PACKING SLIP NUMBER	REC. INT.	DUE DATE
1								<i>[Signature]</i>	91993 Nine-Pin Connector "Tooling" per quotation of 3/8/78 and drawings approved by Matttel.	EA	1	\$20,000.00	3/27/78						6/1/78

Check number 42051 is enclosed as initial payment (50%) for this tooling. The balance is due upon Matttel approval of first article.

"Tooling" includes contacts, four (4) cavity mold for base and cover, and two (2) cable assembly fixtures. All tooling becomes the property of Matttel upon payment.

Down payment of \$10,000.00 check No. 42051 3/21/78

DEPARTMENT: Preliminary Design

BUDGET CTR: 6045

CHARGE TO ACT. NO.: 613-11747-12A0

REQUESTER: D. Chandler

EXT. DATE: 1112

MAIL STOP: 316

PLT: 11/14

DATE REQUIRED: ASAP

APPROX. AMT. THIS P.O.: \$20,000.90

RECEIVING CATEGORY: ONE ONLY

REQUESTER WILL BE DIRECTLY RESPONSIBLE FOR RECEIVING

SEND RECEIVING MASTER TO REQUESTER

RECEIVING DEPARTMENT TO DELIVER TO REQUESTER

OTHER:

INSTRUCTIONS TO PURCHASING/SUGGESTED VENDOR: REQUEST FOR QUOTE BID BEFORE RELEASE

RECEIVING INSTRUCTIONS: COMPLETE RECEIVING AREA AND FORWARD COPY TO ACCTS. PAYABLE (ATTACH ALL DOCUMENTS REC'D.)

RECEIVED IN ACCOUNTS PAYABLE APR 4 1978

RECEIVED IN ACCOUNTS PAYABLE APR 8 1978

APPROVED BY: [Signature]

DATE: [Signature]

APPROVED BY: [Signature]

DATE: [Signature]



Howard L. Cohen
Director of Purchasing

January 25, 1979

Circuit Assembly
3169 Red Hill Ave.
Costa Mesa, CA 92626
Attn: Bob Torres

Dear Bob,

Per our recent conversation, this letter is Mattel Toy's authorization for Circuit Assembly Corporation to sell the custom 9-pin connector to our selected and designated assembly vendor.

It is our intent to have our assembly vendor, GTE Sylvania, CMO Division, of Muncy, Pennsylvania, purchase the said connector on our behalf. Quantities needed, scheduled deliveries, and inspection will be set and performed by GTE Sylvania and a Purchase Agreement between Circuit Assembly and GTE Sylvania made.

If you have any questions, please contact me. Thank you for your cooperation.

Sincerely yours,

Howard L. Cohen

HLC/lac

cc: Dr. Dave Chandler (Mattel) ✓
Alan Secor (Mattel)
John Robertson (GTE Sylvania)



CIRCUIT ASSEMBLY CORP.

3169 RED HILL AVE. COSTA MESA, CALIFORNIA 92626 (714) 540-5490 (TWX) 910 595 1971

February 8, 1979

Mattel
5150 Rosecrans
Hawthorne, CA 90250

Attention: Jerry Foard
213-644-0411 Ext. 1419

Reference: Request for Quote

Gentlemen:

Per your recent conversation with our Sales Representative, Mr. Bob Torres, we are pleased to submit the following pricing for your evaluation:

44 Pin Insulation Displacement DIP Interconnect

	<u>1,000 Pcs</u>	<u>5,000 Pcs</u>	<u>10,000 Pcs</u>	<u>25,000 Pcs</u>	<u>50,000 Pcs</u>	<u>100 Pcs/Up</u>
Single End Base	\$2.16/ea	\$1.80/ea	\$1.65/ea	\$1.47/ea	\$1.41/ea	\$1.35/ea
Double End Base	4.32/ea	3.60/ea	3.30/ea	2.94/ea	2.82/ea	2.70/ea
Cable Per Inch	.085	.083	.081	.079	.077	.075

Note: Cable - .050 mil center line. All grey with red edge.

CA-44IDP-190	1.94/ea	1.58/ea	1.43/ea	1.25/ea	1.19/ea	1.13/ea
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Note: There will be a one-time non-recurring tooling charge of \$17,500.00, 50% down and 50% upon approval of first article. Tooling will remain the property of Circuit Assembly Corp.

Note: Mattel to supply production drawing and Circuit Assembly Corp. will issue a Circuit Assembly part number.

Delivery: 12-14 weeks upon approval of first article.
Production 4 weeks after approval.

Terms: 1% 10 days, Net 30 days. F.O.B. Costa Mesa, California.

Thank you for this opportunity to quote your requirements. If you should require any further assistance, please feel free to contact our Sales Representative, Mr. Bob Torres, or myself at your convenience.

Very truly yours,

Richard E. Foringer
Vice President/Marketing