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16 July 1964

## MEMORANDUM FOR THE RECORD

SUBJECT: Briefing of Contractors Regarding  
Competitions in Project FULCRUM

1. On 2 July, Agency representatives Maxey, Dirks, and McMahon, met with members of the ITEK Corporation represented by Frank Lindsay, Frank Madden, Dick Philbrick, Walt Levinson, John Wolf, and Jack Lilley. The purpose of the meeting was to advise ITEK Corporation of the various tasks which we desired them to embark on to prove the technical and mechanical feasibility of certain aspects of the FULCRUM system. Specifically, ITEK was requested to prepare a proposal reflecting a definitization of work statement on the following six tasks: (1) film handling feasibility study; (2) camera dynamics study; (3) optical design; (4) facility study; (5) camera design, engineering, and mock-up; and (6) program analysis of the entire program, which would definitize scheduling, costs, and manpower with indication of those long lead-time items which may pace the program and which should receive early approval for go-ahead. As a basis for the Agency discussion with ITEK, which was similarly used with all contractors, was the indication that the FULCRUM program would be

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divided into two phases. The first phase would attempt to identify the technical feasibility of the entire system. This phase would involve six months, commencing with 1 July, and cost between \$3 and \$5 million. It would involve funded proposals for competition on the spacecraft, with three contractors for the recovery vehicle, <sup>initial</sup> and two contractors <sup>AND A CONTRACT</sup> for identification of Assembly, Integration, and Checkout, as well as six tasks mentioned above with the ITEK Corporation.

Parenthetically, it was also to include a funded study with the Perkins-Elmer Corporation to ascertain their camera design proposal for accomplishing the requirements of low resolution with wide swath width coverage.

2. On 2 July the same group of Agency representatives met with Messrs. Dick Delauer, George Solomon, and Elmer Franklin of the Space Technology Laboratories. The purpose of the meeting was to solicit STL's approach to handling the AIC contract. Mr. Delauer broke out the AIC function as basically one of analysis, setting forth the specification on sub-systems, trade-off studies, and soft ware such as target reliability and test documentation; secondly, the basic assembly and checkout tasks, which included facilities and manning requirements, procedures, test requirements, and the actual launch operations; the third task of design review, or basically project engineering; the final and fourth function was one of program control for simply the

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the accounting and bookkeeping involved and specification and configuration controls.

3. On 8 July the same Agency representatives met with Messrs. Doug Kenna and F.W. (Dutch) Detra of AVCO Corporation. These two gentlemen were briefed on the basic mission of FULCRUM and were advised that we were asking their company to compete in a funded study for the recovery system design to handle the FULCRUM payload. They indicated their willingness to engage in the program and were quite confident that the entire effort could be handled in a most discreet and secure fashion meeting all our requirements for security and black contracting within the division of AVCO headed by Mr. Doug Kenna. The plan was outlined to them that at the appropriate time the Government would advise them of the basic requirements for the system and would spell out the specification which we desired and design to meet. They would have approximately 5 to 6 weeks in which to prepare their proposal for competition assessment by the Government. Details concerning contracting and security were made known to them and points of contact were established. It should be noted that prior to discussing this subject with Mr. Kenna and Mr. Detra security clearances had been received from the Office of Security and the two were briefed by an OSA Security Officer and they signed FULCRUM briefing statements.

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4. In the afternoon of 8 July the same Agency representatives met with a host of ITEK representatives including those previously mentioned, with the exception of Frank Lindsay, to review the proposal for the FULCRUM camera system feasibility study, which outlined in detail the various work statements associated with the six tasks described above. A detailed cost and manpower breakout and a delivery schedule associated with both development and production of the FULCRUM camera system. The undersigned advised the ITEK representatives that they had authority to proceed on the tasks as so stated in their proposal (920-SHF-64-69) with the exception of Task 3 concerning the optical design, which involved considerably more work than had been previously contemplated. The ITEK representatives were further advised by the undersigned that he felt that their Task 1 involved far too much money and that overall their proposal represented \$700,000 more than we were willing to spend. In spite of this, they were instructed to commence work on their tasks, except Task 3, to the extent of preparing the facilities, identifying people, and commencing preliminary work.

5. On 9 July the same Agency representatives met with members of the Lockheed Missile and Space Center at Sunnyvale, California. Present were Messrs. Kearton, Plummer, Middleton, Crowther, Recktor, and Shephard.

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The Lockheed people were advised that the Agency was interested in the development of a search satellite which would provide wide swath width coverage like CORONA, with low resolution, and that we were asking LMSC to compete in a funded competition for the spacecraft. It was explained to the Lockheed people that they would be given specifics concerning the launch requirements, booster inertia, moments, dynamics injection and over-all mission requirements for the spacecraft, including weights and balances of the camera and recovery system. Upon receipt of these specifications and requirements, we would request Lockheed to submit a cost estimate for approximately a six weeks study effort, which would provide a competition design of the spacecraft they were proposing. Incidental to this study would be the request that they not only project their proposal for the spacecraft competition, but also what they would recommend for the remainder of Phase I and the actual scheduling and programming of spacecraft production in Phase II. Again, it was pointed out that Phase I would last six months, commencing 1 July, and would include the six weeks study competition in which they would engage. Then once the contractor was selected, it would commence to be read into the program and complete sufficient preliminary work and preparation in order to launch into a full scale effort in the

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STL would provide us the information we requested under a contract which the Systems Analysis Staff has with the STL Corporation, thereby obviating the need for the AIC contract at this time. Emory Reeves of STL was advised that we were interested in their approach to the film handling transport problem, and that we would submit a work statement of tasks involved against which we would like STL to prepare a cost estimate. Those present at the STL meeting were Fritz Hartwick, Emory Reeves, Arnold Rosenbloom, Abe Fiul, Elmer Franklin, and Fred Kaufman. In order to limit excess need of security clearances, as well as to provide an over-all holddown during the development of the film handling system, the undersigned requested STL to identify a small group (i.e., six were judged by STL as necessary) to perform the machine work in the actual brassboarding of the film control system, and to employ a swing shift thereby using the second shift solely for Agency work. The material could then be stored in a secure area during the normal working hours.

7. On 15 July the Agency representatives met with Messrs. Paige, Kantzen, Cowles, and Rodgers of the General Electric Company, and again the spacecraft competition was explained to them and the ground rules laid out. They were most anxious to compete, especially in view of their loss of G-3 spacecraft in an Air Force competition. Mr. Paige was also advised that we would

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be getting in touch with another division of his company for competition of the recovery system.

8. In all discussions with contractors it was pointed out to them quite explicitly that their sole point of contact in the Government would remain with CIA, and that all approvals to discuss this program with anyone other than the Agency representatives present must first be cleared with the same Agency representatives. The companies were also advised that the study competition would receive a sum of \$50 to \$60 thousand dollars; but, of course, each company would have the option of spending its own money over and above that which was granted by the Government should the company feel it would be in their own best interest to do so.



John N. McMahon

JNMcM:amp:5904 (17 July 64)

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