

H R B - S I N G E R , I N C

SCIENCE PARK, P.O. BOX 60 • STATE COLLEGE, PA. 16801 • PHONE 814 • 238-4311

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19 January 1965

Office of Naval Research
Department of the Navy
Bldg. T-3, Room 2806
Procurement & Services Division
Washington 25, D. C.

Attention:
Code 620M

Gentlemen:

Subject: Contract

Pursuant to the 14 January 1965 meeting of Messrs. Hess, Passow, Allison with ONR Contracting personnel, the following is our estimate of additional funds required to cover the overtime effort and the travel anticipated in the performance of the remainder of this contract. Included in our estimate is the actual overtime expended during November and December, for which we also need contractual coverage. Our invoices will give a breakdown of the overtime expended.

Estimated Overtime	\$2,500.00
Estimated Travel, Subsistence & G&A (11%)	9,500.00
Total Funding Required	<u>\$12,000.00</u>
Present Funding	6,550.00
New Total	<u><u>\$18,550.00</u></u>

In addition to the change in funding, the contract should include a clause which states that the Contractor will be reimbursed a G&A factor of 11% on all relocation, travel and subsistence costs; and a clause which reflects an hourly overtime rate of \$7.29 for the Category J and \$7.87 for the Category H Engineers.

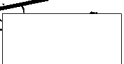
If you have any questions regarding this request for contract amendment, please contact Mr. Hess or the undersigned at State College, Pennsylvania.

Very truly yours,

Original Signed By Thomas J. Gutberlet

Thomas J. Gutberlet
Contract Administrator

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13 January 1965

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Department of the Navy
Naval Research Laboratory
Radio Division, Countermeasures Branch
Washington, D. C.

Attention: Dr. H. O. Lorenzen

Gentlemen:

Subject: HRB-Singer Proposal P-4668 for Technical Services

In accordance with recent discussions between Dr. Lorenzen and Mr. Allison of our organization, HRB-Singer is pleased to submit its unsolicited proposal for the continuation of the engineering and technical services which are currently being provided to the Naval Research Laboratory under Contract [redacted]. We will make available the engineering services of Mr. Lee M. Hammarstrom and the technical services of Mr. James N. O'Connor for approximately one (1) year to work in the area of electronic countermeasures and associated equipment. In addition to the continuation of these services, it is our understanding that the services of one additional engineer for a one-year period is required. If awarded a contract, HRB-Singer proposes to provide the services of Mr. Mark J. Van de Walle as the additional engineer.

As standard operating procedure, HRB-Singer provides both technical and administrative home support to our personnel on assignment away from State College. Based upon our ten (10) years experience conducting similar programs for DOD and other Government agencies, and, of course, our experience on [redacted], we propose to provide 60 man-days of Senior Research Engineering time for home technical support. This engineering will be used only as needed or requested by either the Naval Research Lab or HRB-Singer personnel assigned to your facility. In addition to the proposed home technical and administrative support and based on our previous discussions it is understood that Naval Research Lab is desirous of HRB providing home office back-up support in equipment research and development. This R & D effort would yield one or more prototype models of various and sundry electronic devices such as receivers, multicouplers, preamplifiers, antennas, etc. HRB-Singer is prepared to provide this material support in the form and quantity desired. It is suggested that any contract which may result from this proposal have a C P F F portion included for this back-up support. This back-up support should be provided on a C P F F basis due to the uncertain nature and scope of the work. No funds on this portion of the contract will be expended prior to written approval from the Contracting Officer *scientific*. The approval will be based on a written estimate received by the

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Contracting Officer from HRB. The estimate or estimates will be provided for each task that HRB is requested to undertake by Naval Research Lab. It is only when complete technical details are known that an estimate can be written with any degree of confidence that it represents a true evaluation of what the desired task will cost. HRB is prepared to undertake any assignment in the passive electronic countermeasures field, and in the event details of the environment in which any prototype equipment will be employed are not known we will prepare an estimate of that environment. Once the environment is known and the results of any breadboard work which has been done at Naval Research Lab is passed on to HRB, we will design, develop and build prototype models of the type equipment desired. Since technical details of the work desired are lacking at this time, it is suggested that a fixed sum be obligated for use on any contract which may result from this proposal. No estimate of man hours or material costs are presented at this time. Based on initial conversations plus our intimate knowledge of the passive ECM field HRB-Singer recommends that at least \$50,000 be obligated initially for use on this portion of the proposed effort.

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In view of the many difficulties which HRB-Singer personnel (Mr. Hammarstrom and Mr. O'Connor) have experienced in their travels to distant and remote points in the globe in performance under Contract , HRB-Singer, Inc. recommends that its people travel to foreign areas only under NAV TEC orders. Accommodations available on the economy at many of the remote areas are either non-existent or so primitive as to hamper performance.

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In the more metropolitan foreign areas the available accommodations are so costly that in some cases the cost of lodging alone exceeds the authorized per diem of \$16 per day. It is only with NAV TEC orders that BOQ accommodations can be made available, therefore permitting a greater degree of freedom for the HRB personnel.

OK

It is further recommended that HRB personnel travel under NAV TEC orders so that the U. S. Navy can legally and justifiably pay the costs of all transportation to and from these foreign areas. Government Transportation Requests can be issued against the NAV TEC orders, and therefore a tremendous savings in cost can be realized. The cost of a one-way ticket via Category Z (on a TR) to from Washington, D. C., is \$345.30 versus a one-way economy fare at commercial rates of \$554.00 or a savings of \$208.70 per traveler. Since Category Z travel is not available in the Continental United States, costs for travel within the U. S. will be a regular commercial airlines.

It is our best estimate that approximately 300 day per diem or \$4,800 plus \$2,500 for transportation will be required in performance of the proposed effort. This travel estimate includes 12 round trips from State College to Washington, D. C., area in performance of the home support effort. In addition, costs for relocation expenses for household items are estimated to be \$500 per move. This could involve up to three (3) round-trip moves during the course of the contract.

In keeping with HRB's standard policy with other DOD agencies who utilize engineering services using the Category concept, it is requested that as a man changes from one category to another, the fixed price man-day rate be changed to reflect the new category. Reasons for changing the category will result from a salary increase or change of personnel. The change in category will be made known in writing with the effective date of the change.

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Please refer any questions of a technical nature to Mr. David A. Allison of our Systems Support Laboratory. The undersigned will be glad to answer any questions of a fiscal or administrative nature.

Very truly yours,

Original Signed By Thomas J. Gutberlet

T. J. Gutberlet
Contract Administrator

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Enclosures

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HRB~~SECRET~~13 January 1965
HRB Proposal P-4668Price Summary

One (1) Engineer - Category H		
340 days @ \$53.04		\$18,034.00
480 hours overtime @ \$7.74		3,715.00
One (1) Engineer - Category I		
340 days @ \$46.80		15,912.00
480 hours overtime @ \$6.83		3,278.00
One (1) Technician - Category K		
340 days @ \$34.32		11,669.00
480 hours overtime @ \$5.01		2,405.00
Technical Home Support		
60 days @ \$117.73		7,064.00
Other Expenses (Estimated)		
Relocations (6 moves @ \$500)	\$3,000.00	
Subsistence (300 days @ \$16)	4,800.00	
Transportation	2,500.00	
G&A on Relocation, Subsistence and Transportation 16%	1,648.00	11,948.00
		<u>11,948.00</u>
	<u>Total Selling Price</u>	<u>\$74,025.00</u>

Note: (1) The man-day rate is based upon a calendar year less Holidays, Sick Leave and Vacation or a 340-day year. The rate is the loaded average salary divided by an average month or 30.4 days.

(2) Based upon experience under Nonr-4447(00) we have estimated 40 hours per man per month overtime.

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Engineering and Technician
Labor Rate Schedule

Categories	A	B	C	D	E	F
Salary Range	\$15-15,999	\$14-14,999	\$13-13,999	\$12-12,999	\$11-11,999	\$10-10,999
Average	\$15,500	\$14,500	\$13,500	\$12,500	\$11,500	\$10,500
Monthly Salary	\$1,291.67	\$1,208.33	\$1,125.00	\$1,041.67	\$ 958.33	\$ 875.00
Incentive (20%)	258.33	241.67	225.00	208.33	191.67	175.00
	<u>\$1,550.00</u>	<u>\$1,450.00</u>	<u>\$1,350.00</u>	<u>\$1,250.00</u>	<u>\$1,150.00</u>	<u>\$1,050.00</u>
Overhead: (46%)	713.00	667.00	621.00	575.00	529.00	483.00
	<u>\$2,263.00</u>	<u>\$2,117.00</u>	<u>\$1,971.00</u>	<u>\$1,825.00</u>	<u>\$1,679.00</u>	<u>\$1,533.00</u>
G & A (16%)	362.08	338.72	315.36	292.00	268.64	245.28
	<u>\$2,625.08</u>	<u>\$2,455.72</u>	<u>\$2,286.36</u>	<u>\$2,117.00</u>	<u>\$1,947.64</u>	<u>\$1,778.28</u>
Profit	315.00	294.69	274.36	254.04	233.72	213.39
Price/MAN-MONTH	<u>\$2,940.08</u>	<u>\$2,750.41</u>	<u>\$2,560.72</u>	<u>\$2,371.04</u>	<u>\$2,181.36</u>	<u>\$1,991.67</u>
Price/Man-Calendar Day	<u>96.71</u>	<u>90.47</u>	<u>84.23</u>	<u>77.99</u>	<u>71.75</u>	<u>65.52</u>
Hourly Overtime	\$ 14.13	\$ 13.23	\$ 12.32	\$ 11.38	\$ 10.48	\$ 9.58

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Categories	G	H	I	J	K	L
Salary Range	\$9-9,999	^{10,200} \$8-8,999	\$7-7,999	\$6-6,999	\$5-5,999	\$4-4,999
Average	\$9,500	\$8,500	\$7,500	\$6,500	\$5,500	\$4,500
Monthly Salary	\$ 791.67	\$ 708.33	\$ 625.00	\$ 541.67	\$ 458.33	\$ 375.00
Incentive (20%)	158.33	141.67	125.00	108.33	91.67	75.00
	<u>\$ 950.00</u>	<u>\$ 850.00</u>	<u>\$ 750.00</u>	<u>\$ 650.00</u>	<u>\$ 550.00</u>	<u>\$ 450.00</u>
Overhead: (46%)	437.00	391.00	345.00	299.00	253.00	207.00
	<u>\$1,387.00</u>	<u>\$1,241.00</u>	<u>\$1,095.00</u>	<u>\$ 949.00</u>	<u>\$ 803.00</u>	<u>\$ 657.00</u>
G & A (16%)	221.92	198.56	175.20	151.84	128.48	105.12
	<u>\$1,608.92</u>	<u>\$1,439.56</u>	<u>\$1,270.20</u>	<u>\$1,100.84</u>	<u>\$ 931.48</u>	<u>\$ 762.12</u>
Profit	193.07	172.75	152.42	132.10	111.78	91.45
Price/MAN-MONTH	<u>\$1,801.99</u>	<u>\$1,612.31</u>	<u>\$1,422.62</u>	<u>\$1,232.94</u>	<u>\$1,043.26</u>	<u>\$ 853.57</u>
Price/Man-Calendar Day	59.28	53.04	46.80	40.56	34.32	28.08
Hourly Overtime	\$ 8.66	7.74 7.87	6.83	5.92 7.29	5.01	4.09

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