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WASHINGTON, D.C.

OFFICE OF THE DIRECTOR

7 JUL 1969

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MEMORANDUM FOR THE RECORD

SUBJECT: Meeting with Mr. Kearton of Lockheed

Mr. Kearton, Vice President of Lockheed's Missiles & Space Division, visited me on June 24 to describe a proposal they intend to submit to SAFSP. They propose a study amounting to \$100,000 to compare four possible candidates for crisis reconnaissance. The four systems are as follows:

1. A photographic satellite system launched from a B-52.
2. A system following the specification of System 10034 also known as SPIN SCAN.
3. A system based on the TAGBOARD Drone.
4. A system using electronic readout.

Lockheed has been studying the advantages of the Airborne Launched Space Vehicle and feel that they have reached a point where a comparison of this with the other three alternatives is in order. Their visit was really to acquaint us with their proposal since it was submitted to the West Coast group.

Colonel Allen questioned the idea of this study since he felt that all of the other three alternatives are known and understood by the Air Force and the NRO. The only missing element is the new proposal of the Airborne Launched Space Vehicle. Colonel Allen pointed out that it is usual for contractors to work these out and submit unsolicited proposals which are then evaluated as to whether we wish to proceed. No final conclusions were reached, however Colonel Allen's views deserve to be further explored.

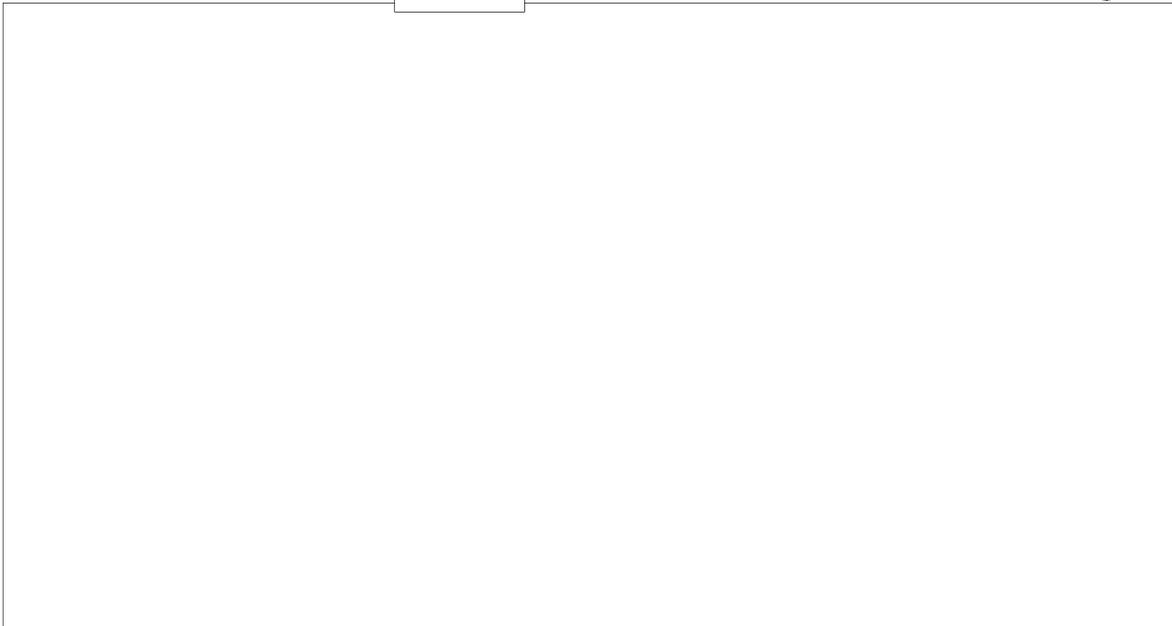
TAGBOARD EARPOP R&D STUDY 10034

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Colonel Allen asked how well Lockheed is doing on their incentives on [redacted] and what Mr. Kearton's feelings



Mr. Kearton stated that there is interest at NASA in the use of the Agena in place of the Delta. He is much encouraged by this. If NASA buys the Agena spacecraft, it would help the Air Force reduce the overhead cost. I stated this was a very desirable result.

We questioned Mr. Kearton as to the status of Lockheed in general in view of the cancellation of the Cheyenne and the difficulties with the C-5 overruns. Mr. Kearton said that these of course have had an impact, however their stock is not down any more than the other aerospace companies. In fact, Boeing has a larger percentage drop than Lockheed.

We also asked Mr. Kearton's opinion on the cancellation of the Advanced Data System. Mr. Kearton stated that Lockheed made a mistake in accepting a fixed price contract against an indeterminate program. The ADS was more complicated than they expected. Lockheed suffered a traumatic experience which they will seek to avoid in the future.



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