

INFORMATION ON CONTRACT QUOTATIONS BY PORTSMOUTH ELECTRONICS AND
ALSCO CORP.

1. Contract N00019-67-C-0621 resulted from RFQ N00019-67-Q-0335. This RFQ was originally sent only to AlSCO, however, one other firm, Portsmouth Electronics, requested and was furnished a copy of the RFQ. Portsmouth only bid on certain rocket launcher configurations. The following is a summary of the proposed Portsmouth price as compared to the proposed AlSCO price. (Note that AlSCO submitted two proposals, one on the RFQ configuration and a second, alternate proposal, which incorporated certain changes in the launcher configuration.)

(a) For a quantity of 5,340 LAU-32A/A rocket launchers, Portsmouth proposed a price of \$1,146,604.80 as compared to AlSCO's basic proposal of \$604,638.59 and its alternate proposal of \$582,633.52;

(b) For a quantity of 71,000 LAU-3/A rocket launchers, Portsmouth proposed \$13,270,610.00 and AlSCO proposed \$10,680,870.80 and an alternate of \$10,140,063.80; and

(c) For a quantity of 9,704 LAU-3/A rocket launchers, Portsmouth proposed \$2,209,018.56 and AlSCO proposed \$1,459,819.30 and an alternate of \$1,385,903.93.

2. Portsmouth's total proposed price under this RFQ was \$19,956,372.84. AlSCO's total proposed price was \$18,895,312.68 under its basic proposal and \$17,520,364.47 under its alternate proposal. (Note that both AlSCO's proposals responded to all of the launcher requirements of the RFQ.)