Option 1  Tooling  $20 K

50% down, 50% 1st article

<table>
<thead>
<tr>
<th></th>
<th>600 K</th>
<th>150 K</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>18 $</td>
<td>20.5 $</td>
</tr>
</tbody>
</table>

Option 2  no tooling cost

<table>
<thead>
<tr>
<th></th>
<th>600 K</th>
<th>150 K</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>22 $</td>
<td>35 $</td>
</tr>
</tbody>
</table>

10 - 14 week tooling

caveat - add 1 assembly table - less than 700 probably
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.
February 22, 1978

Mattel Inc.
5150 Rosecrans Ave.
Hawthorne, California 90250

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
MATTEL - 9 POSITION CONTACT ANALYSIS

1.030 DEF., INITIAL/FREE

- Width = 0.040 (in.)
- Thickness = 0.006

L = 0.400

0.010, NOMINAL CLEARANCE

DEFLECTION LIMIT

MATERIAL
G38 510 725

TEMPER (AFTER GROUNDING)

SPR. SPR. SPR.

E = PSI =
14.8 x 10^6 14.0 x 10^6 19 x 10^6

Ys, KPSI =
111/121 92/108 78/93

1) INITIAL CONDITION - @ 0.030 DEFLECTION FROM FREE / COVER INSTALLATION.

Pn - NORMAL LOAD = 72 GMS 68 GMS 70 GMS

STRESS, MAX = 123 KPSI

COMMENT - INITIALLY, OVER STRESSED @ 0.030 DEFLECTION

2) MAX. ALLOWED DEFLECTION, WITHIN YIELD STRENGTH LIMITS, Ys

a. Ys, KPSI =
   111 92 78

b. Pn - 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. Pn - NORMAL LOAD 38 GMS 27 GMS 18 GMS

3-9-78 P. J. THOMAS
For tooling of 2 pin connector per J-5840 dated March 6, 1978.  Total cost $20,000.  50% down, balance upon 1st article approval.

(This is production tooling charge run through for expediency - to be transferred later.)
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 pric information for your evaluation:

<table>
<thead>
<tr>
<th>CAC PART NO.</th>
<th>QUANTITY</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>CA-22-1-01-WW-X</td>
<td>60,000 pcs.</td>
<td>.99/ea</td>
</tr>
</tbody>
</table>

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,

[Signature]
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,

[Signature]

Howard L. Cohen  
Director of Purchasing

HLC/mem
# Invoicing Details

**CIRCUIT ASSEMBLY CORP.**

3169 REDHILL AVE, COSTA MESA, CALIFORNIA 92626

(714) 540-5490 – TWX 910-595-1971

**INVOICE NO. 79334**

**CUSTOMER ORDER NO.**

31015

**INVOICE DATE**

8-29-78

**CIRCUIT ASSEMBLY WORK ORDER NO.**

28885

---

**BILL TO**

Mattel, Inc
5150 Rosecrans
Hawthorne, CA 90250

**SHIP TO**

Mattel, Inc
5150 Rosecrans
Hawthorne, CA 90250

---

**BUYER**

Howard Cohen

**TERMS**

1% 10, net 30

**F.O.B.**

Costa Mesa, Calif.

---

**ORDER PLACED WITH**

Richard Foringer

---

<table>
<thead>
<tr>
<th>ITEM</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Lot</td>
<td>Tooling for manufacture of 9-pin connector</td>
</tr>
<tr>
<td></td>
<td>Circuit Assembly P/N CA-10314 (Base)</td>
</tr>
<tr>
<td></td>
<td>CA-10315 (Cover)</td>
</tr>
<tr>
<td></td>
<td>Tooling to consist of:</td>
</tr>
<tr>
<td></td>
<td>(a) Tooling for contacts</td>
</tr>
<tr>
<td></td>
<td>(b) 4 cavity mold (2 base, 2 cover)</td>
</tr>
<tr>
<td></td>
<td>(c) 2 cable assembly fixtures</td>
</tr>
</tbody>
</table>

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)

Less 50% down received March 30, 1978 Check #42051

$10,000.00 - 10,000.00

**TAX (Total Amount)**

$ 1,200.00

**Total Amount Due this Invoice**

$ 11,200.00

---

"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."
<table>
<thead>
<tr>
<th>PKG</th>
<th>ORDER</th>
<th>DESCRIPTION</th>
<th>WEIGHT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CA-10314</td>
<td>base</td>
<td>5</td>
</tr>
<tr>
<td>2</td>
<td>CA-10315</td>
<td>cover</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>CA-11073</td>
<td>contact</td>
<td>45</td>
</tr>
<tr>
<td></td>
<td><strong>First Article Parts</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Delivered By:** P. Chandler 8-9-78
<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Quantity</th>
<th>Unit of Measure</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/17/76</td>
<td>&quot;tin-pin connector, tooling&quot; per quotation of 3/9/76</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>8/10/76</td>
<td>&quot;costa mesa, ca 92626&quot;</td>
<td>10</td>
<td>3910</td>
</tr>
<tr>
<td></td>
<td>For purchasing use ONLY. Entries with red caps</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>วาดโดย 3314 ที่มี 21 ผู้พิมพ์เพื่อส่งต่อแก่</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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)
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:

<table>
<thead>
<tr>
<th>Product Description</th>
<th>1,000 Pcs</th>
<th>5,000 Pcs</th>
<th>10,000 Pcs</th>
<th>25,000 Pcs</th>
<th>50,000 Pcs</th>
<th>100,000 Pcs</th>
</tr>
</thead>
<tbody>
<tr>
<td>44 Pin Insulation Displacement DIP Interconnect</td>
<td>$2.16/ea</td>
<td>$1.80/ea</td>
<td>$1.65/ea</td>
<td>$1.47/ea</td>
<td>$1.41/ea</td>
<td>$1.35/ea</td>
</tr>
<tr>
<td>Double End Base</td>
<td>4.32/ea</td>
<td>3.60/ea</td>
<td>3.30/ea</td>
<td>2.94/ea</td>
<td>2.82/ea</td>
<td>2.70/ea</td>
</tr>
<tr>
<td>Cable Per Inch</td>
<td>.085</td>
<td>.083</td>
<td>.081</td>
<td>.079</td>
<td>.077</td>
<td>.075</td>
</tr>
</tbody>
</table>

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

CA-441DP-190
1.94/ea 1.58/ea 1.43/ea 1.25/ea 1.19/ea 1.13/ea

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

Manufacturers of DIP Sockets, Plugs, Modular and IC Assemblies, Cables