

Circuit Assembly - John MacAllister  
Verbal quote on controlled connectors

2-16-78

Option 1      Tooling      \$20K  
50% down, 50% 1st article

|      |       |
|------|-------|
| 600K | 18¢   |
| 150K | 20.5¢ |

Option 2      no tooling cost

|      |          |          |
|------|----------|----------|
| 600K | 22¢      |          |
|      | 1st 150K | Sub 150K |
| 150K | 35¢      | 25¢      |

10-14 week tooling

8.5 mil  
for #28

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~~assy tooling~~ add assembly tools - less than \$100 probably

**CA****CIRCUIT ASSEMBLY CORP.**

3169 RED HILL AVE. COSTA MESA, CALIFORNIA 92626 (714) 540-5490 (TWX) 910 595 1971

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.

Page 1 of 2 Pages

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Final detailed performance criteria to be established after placement of Purchase Order and prior to Start of Tooling.

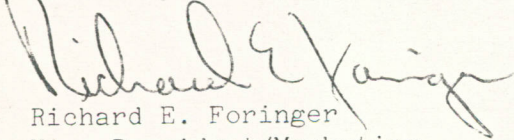
Last of assembly fixtures to be finalized upon assurance of Purchase Order. Estimated cost \$80.00 to \$130.00 each, for hand presses based on quantity and design required.

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.

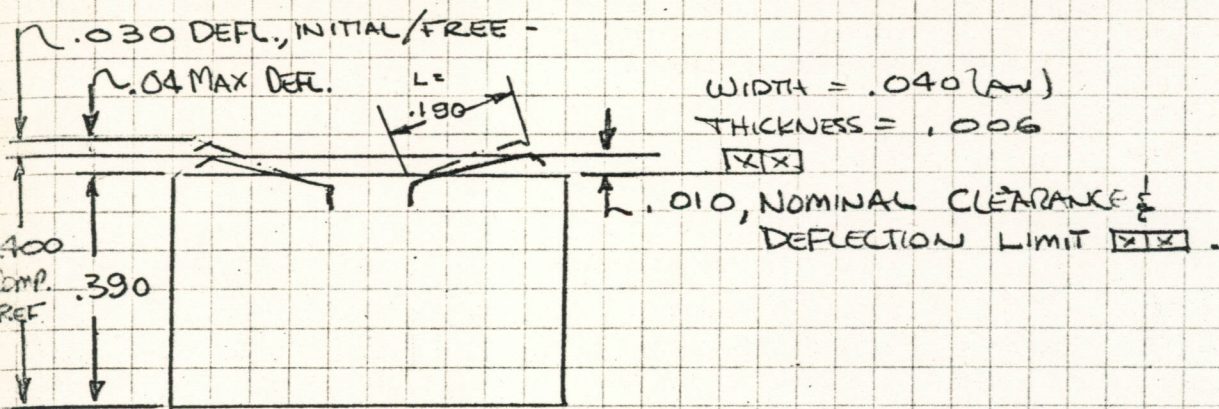
Sincerely yours,



Richard E. Foringer  
Vice President/Marketing

REF/jh

Page 2 of 2 Pages



| MATERIAL                | G38                    | 510                    | 725                  |
|-------------------------|------------------------|------------------------|----------------------|
| TEMPER. (AFTER COILING) | SPR.                   | SPR.                   | SPR.                 |
| E, PSI =                | 16.8 x 10 <sup>6</sup> | 16.0 x 10 <sup>6</sup> | 19 x 10 <sup>6</sup> |
| Y <sub>s</sub> , KPSI = | 111/121                | 92/108                 | 78/93                |

① INITIAL CONDITION - @ .030 DEFLECTION FROM FREE / COVER INSTALLATION.

P<sub>N</sub> - NORMAL LOAD = 72 GMS      68 GMS      70 GMS  
 STRESS, MAX = 123 KPSI

COMMENT - INITIALLY, OVER STRESSED @ .030 DEFLECTION

② MAX. ALLOWED DEFLECTION, WITHIN YIELD STRENGTH LIMITS, Y<sub>s</sub>

|  |         |        |        |
|--|---------|--------|--------|
| a. Y <sub>s</sub> , KPSI =             | 111     | 92     | 78     |
| b. P <sub>N</sub> - NORMAL LOAD<br>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) P <sub>N</sub> - NORMAL LOAD | 38 qms | 27 qms | 18 qms. |

3-9-78 P.J.T. Romeo

PO to Circuit Assembly Corp.

for tooling charge of ~~\$20,000~~ 50%  
down and ~~50%~~ balance upon 1st article  
approval. per

For Tooling of 9 pin connector per quote  
dated March 6, 1978. Total cost = \$20,000. 50% down,  
balance upon 1st article approval.

(This is a production tooling charge run through for  
for expediency - to be transferred later.)



# CIRCUIT ASSEMBLY CORP.

3169 RED HILL AVE. COSTA MESA, CALIFORNIA 92626 (714) 540-5490 (TWX) 910 595 1971

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 price information for your evaluation:

| <u>CAC PART NO.</u> | <u>QUANTITY</u> | <u>PRICE</u> |
|---------------------|-----------------|--------------|
| CA-22-1-01-WW-X     | 60,000 pcs.     | .99/ea       |

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,

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,

Howard L. Cohen  
Director of Purchasing

HLC/mem





No. 4476 Your Order 31015

Name Mattel Inc

Address 5150 Rosecrans

City Hawthorne, CA 90250

FROM

At 10:00 a.m. 8-9-78

| PACKAGES      | RECEIVED IN APPARENT GOOD ORDER | WEIGHT       |
|---------------|---------------------------------|--------------|
| 1             | CA-10314 base                   | 15           |
| 2             | CA-10315 cover                  | 5            |
| 3             | CA-11073 contact                | 45           |
| 4             |                                 |              |
| 5             | First Article Parts             |              |
| 6             |                                 |              |
| 7             |                                 |              |
| 8             |                                 |              |
| 9             |                                 |              |
| 10            |                                 |              |
| 11            |                                 |              |
| 12            |                                 |              |
| 13            |                                 |              |
| C.O.D. CHARGE | DELIVERY CHARGE                 | TOTAL PKGS.  |
|               |                                 | TOTAL WEIGHT |

Received By D.P. Chandler 8-9-78

Rediform 6H 611

DELIVERY RECEIPT DUPLICATE



# PURCHASE REQUEST

ENTRIES WITH RED CAPTIONS FOR PURCHASING USE ONLY.

THIS NO. MUST APPEAR ON ALL INVOICES PACKING SLIPS, REFERENCES AND CORRESPONDENCE ON THIS ORDER

**PURCHASE ORDER NO. 31015**

**ACCOUNTS PAYABLE**

CONFIRMING

TO  
Circuit Assembly Corp.  
3169 Red Hill Avenue  
Costa Mesa, CA 92626

TERMS: **15 10, Net 30**  
F.O.B. DELIVERED UNLESS SPECIFIED  
**Costa Mesa**  
SHIP VIA YOUR DEL. UNLESS SPECIFIED  
**Surface, cheapest**

BILL TO: **MATTTEL TOYS**  
P.O. BOX 821 AP  
HAWTHORNE, CALIF. 90230

SHIP TO:  
 PLANT 1  
 PLANT 4  
 ADMIN. W/SH  
 DIST. CENTER  
 COMPTON  
 OTHER  
**To Be Supplied**

PURCHASE ORDER CATEGORY: **CA 92626**

RENTAL, BLANKET MIN. TENANCE, LEASE, CON. TRACT, REPAIR  
NOT VALID WITHOUT BUYER'S SIGNATURE  
BUYER'S SIGNATURE: *[Signature]*

NOT TAXABLE  
RESALE NO. AB 10899  
CHARGE TAX  
VENDOR NO. **19670**

EXT. MAIL STOP PLANT

DESCRIPTION - ONE ITEM PER ITEM NO.

MATTTEL TOYS

DATE: **3/27/78**

PRICE PER REQUESTER

CONFIRMED PRICE

DATE QUANTITY BALANCE PACKING SLIP NUMBER REC. INT. DATE

1 **9ine-Pin Connector "Tooling"** per quotation of 3/8/78

EA 1

\$20,000.00

6/1/78

and drawings approved by Mattel.

Check number **41051** is enclosed as initial payment (50%) for this tooling. The balance is due upon Mattel approval of first article.

RECEIVED IN

APR 4 1978

RECEIVED IN

ACCOUNTS PAYABLE

APR 8 1978

ACCOUNTS PAYABLE

All tooling becomes the property of Mattel upon payment.

*Down payment of \$10,000.00*

*Check No. 41051 3/21/78*

*[Handwritten notes]*

DEPARTMENT: **Preliminary Design** BUDGET CTR: **6045** CHARGE TO ACCT. NO.: **613-11747-12A0**

RECEIVING CATEGORY: **Preliminary Design** REQUESTER WILL BE DIRECTLY RESPONSIBLE FOR RECEIVING

RECEIVING INSTRUCTIONS:  ONE ONLY  SEND RECEIVING MASTER TO REQUESTER  RECEIVING DEPARTMENT TO DELIVER TO REQUESTER  OTHER

IS MATERIAL TO BE RESOLD?  YES  NO

SEND INVOICE TO REQUESTER FOR APPROVAL

APPROVED BY: **D. Chandler** DATE: **1112**

APPROVED BY: *[Signature]* DATE: **ASAP**

INSTRUCTIONS TO PURCHASING/SUGGESTED VENDOR: **REQUESTOR TO CLAY BID BEFORE RELEASE.**

RECEIVING INSTRUCTIONS:

SIGN ONLY IF COMPLETE - IF PARTIAL SHIPMENT, COMPLETE RECEIVING AREA AND FORWARD COPY TO ACCTS. PAYABLE (ATTACH ALL DOCUMENTS REC'D.)

RECEIVED COMPLETE BY: \_\_\_\_\_ DATE: \_\_\_\_\_



Howard L. Cohen  
Director of Purchasing

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.

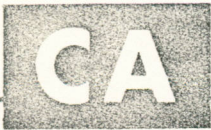
If you have any questions, please contact me. Thank you for your cooperation.

Sincerely yours,

Howard L. Cohen

HLC/lac

cc: Dr. Dave Chandler (Mattel) ✓  
Alan Secor (Mattel)  
John Robertson (GTE Sylvania)



# CIRCUIT ASSEMBLY CORP.

3169 RED HILL AVE. COSTA MESA, CALIFORNIA 92626 (714) 540-5490 (TWX) 910 595 1971

February 8, 1979

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:

### 44 Pin Insulation Displacement DIP Interconnect

|                 | <u>1,000 Pcs</u> | <u>5,000 Pcs</u> | <u>10,000 Pcs</u> | <u>25,000 Pcs</u> | <u>50,000 Pcs</u> | <u>100 Pcs/Up</u> |
|-----------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|
| Single End Base | \$2.16/ea        | \$1.80/ea        | \$1.65/ea         | \$1.47/ea         | \$1.41/ea         | \$1.35/ea         |
| Double End Base | 4.32/ea          | 3.60/ea          | 3.30/ea           | 2.94/ea           | 2.82/ea           | 2.70/ea           |
| Cable Per Inch  | .085             | .083             | .081              | .079              | .077              | .075              |

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

|              |         |         |         |         |         |         |
|--------------|---------|---------|---------|---------|---------|---------|
| CA-44IDP-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