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Technical Note TN 05

POLICY ON DEVELOPING CALIBRATION PROCEDURES (CPs)

This SureCAL Products policy on developing calibration procedures (CPs) covers CPs that are not completed or not listed on our price list. Our decision to develop a new CP is based upon generating a positive financial profit to SureCAL. A lack of demand and no realistic anticipation of future sales of these CP Modules make it extremely difficult for SureCAL to think that we could offset our investment. We will plan and schedule the development of a CP if there is adequate justification to sell enough of these CP modules. Our pricing structure is such that after completion of the CP they would fall within the range of our typical CP Module pricing. Typically, this is based upon type, complexity, and family of equipment. A review of our price list to compare between modules will demonstrate an obvious pattern.

During the initial development of a new SureCAL procedure, every effort is made to obtain representative hardware for our beta testing process. If the equipment were not available within the Northrop Grumman (NGC) inventory, the customer would need to supply the necessary manuals and working units to NGC at no charge. Due to the rental costs involved, unless the customer agrees to provide NGC the equipment, it often makes it impractical for SureCAL Products to accrue both development labor cost and rental. If a customer agrees to make the equipment available, it will play a major role in deciding whether or not we schedule the development of a CP.

Upon receipt of the equipment and its respective manuals, SureCAL Products will complete a Receipt of Customer/Government Property form and return to customer as evidence of receipt. After the completion of the CP, SureCAL will return the equipment and manuals to its owner with a notification that the CP can now be purchased.