



DEL MAR AVIONICS

DYNAMIC INSTRUMENTATION

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Adm. 146-80
May 23, 1980

Dr. William E. Thornton
701 Coward's Creek Road
Friendswood, Texas 77546

Dear Bill:

I will now have to establish a more business-like arrangement with the University of Texas and you regarding the instruments they have on loan from us. There seems to be a misunderstanding at U.T.M.B. as to our position regarding the Pressurometer III instruments and the 1979 Pressurometer Charter, either of which we have no intention of continuing to loan indefinitely. Enclosed are three letters which relate to our present status of work on this subject area.

I propose that unless we receive standard-term purchase orders from the University of Texas for the two P-III's by July 1, 1980, then one of the following should occur:

1. The instruments should be returned to us complete with their accessories, or,
2. We divide your forthcoming monthly consulting fee into a payment of \$2,000 each month for July through December, 1980 into a cumulative credit account held here against the purchase of the two P-III's and send to you \$1,000 per month in the interim as your consulting fee. It would not be fair for you to pay the income tax on the total income and try to carry the U.T.M.B. purchase on your account. Both you and we have been most generous to U.T.M.B. already. It is time we used consulting time in other project areas here at the Irvine plant.

The current May 1, 1980 sales price of the Model 1978 Pressurometer III instruments is \$5,950 in accordance with the data on accessories in the price catalog pages enclosed. The Model 1979 Pressurometer Charter sells for \$7,950 if they care to buy it - or, it can be returned to us by July 1 if they do not wish to purchase it.

I have not written anything on this subject to John Wallace. Do you wish to present the ultimatum to him or should I - or, do you wish to proceed with Plan 2 outlined above even without an ultimatum to U.T.M.B.?

Dr. William E. Thornton
Adm. 146-80

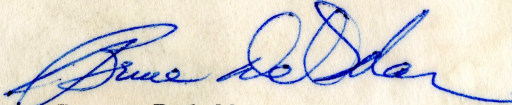
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As you will note from my October 30 letter to you, we are now five to six months behind the schedule set up therein for the proposed publication. Irrespective of the circumstances, a business-like approach is demanded by John Wallace, as you can see by his letter. I, too, must demand a business-like approach and a terminal time schedule.

I will mail this to you now, and you can give me your answer by phone or wait until you visit here next week when you arrive to start final planning of the publication on Use of 24-hour Ambulatory Blood Pressure Monitoring in the Treatment of Hypertensives.

Sincerely,

DEL MAR AVIONICS



Bruce Del Mar
President

BDM:dw

Enclosures: Copies of -
Two Price Catalog Pages
Letters of October 30, April 14 and May 13