

## INTER-OFFICE CORRESPONDENCE

FILE  
REFERENCE

Cerlist

TO LIST - Messrs. J. E. Anger R. M. Johnson ✓ DATE November 17, 1964  
 J. H. Drum L. S. MacKay FROM George Scharbach  
 D. B. Hammond H. J. Miller *George Scharbach*  
 G. E. Henry R. W. Schneider TITLE Chief Military Engineer  
 L. E. Huffman R. C. Westerman  
 P. Zalecki PLANT  
 OR  
 OFFICE

BJECT New FC-170 Cerlist  
 "Militarized" Truck Brochure

In the last two weeks much information has been "leaking" out of the Military to the effect that they are "hard put" to get a replacement vehicle for the Dodge M-37, 3/4 ton type truck.

This situation is generated by the D. O. D.'s firm policy to get manufacturing rights to allow ultimate competitive bidding. Chrysler has refused this and therefore probably no more M-37 types will be purchased.

The replacement vehicle for the M-37 in the military program is the XM-561, "GAMA GOAT". This program is far from finished and is still belabored with serious doubts as to whether it will reach production.

To fill this vacuum, it has been decided that our cause can best be served by hitting the D. O. D. with a "proposal" brochure as their "interim" solution.

This proposal needs to include the following informative points:

Page 1

Artists representation of 3/4 left front view of "Militarized" FC-170 Cerlist truck.

- (1) FC-170 Cerlist chassis with cab similar to Attachment I. Canvas top, folding windshield, 1/2 doors and side curtains, etc.  
 Body similar to old M-37 type, but with longer load space.

Page 2

Artists representation of 3/4 right rear view of truck showing that body has same side to side dimensions ~~as~~ <sup>as</sup> M-37. This is to allow use of existing "drop-in" electronic body packages.

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Page 3

Outline drawings of left side view of M-37 compared to FC-170 "M". This will point out advantages of forward control design.

Page 4

Outline drawings of top view of M-37 compared to FC-170 "M".

Page 5

Outline drawings of rear view of M-37 compared to FC-170 "M".

Page 6

Specifications:  
Comparison chart with M-37.

Page 7

Illustrations of Superior Performance Points such as: Turning circle, load space, overall cube, weight, etc.

Page 8

Cerlist Engine advantageous features. (Output curve, few service parts, time to rebuild, etc.)

Page 9

History of Development to date.

Page 10

Proposed Program for Final Development

(A) Time to develop complete facility drawing set, suitable for manufacturing. (Suggest 3 months).

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Page 10 (Cont'd)

Proposed Program for Final Development (Cont'd)

- (B) Time to deliver six prototypes for test program by Army. (Suggest 6 months).
- (C) Time to tool for production rate of 10000/yr. (Suggest 4 months.)

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Reproduction Rights Position

Conduct superficial survey and present similar statement to that used in the "Austere Jeep" program.

Page 12

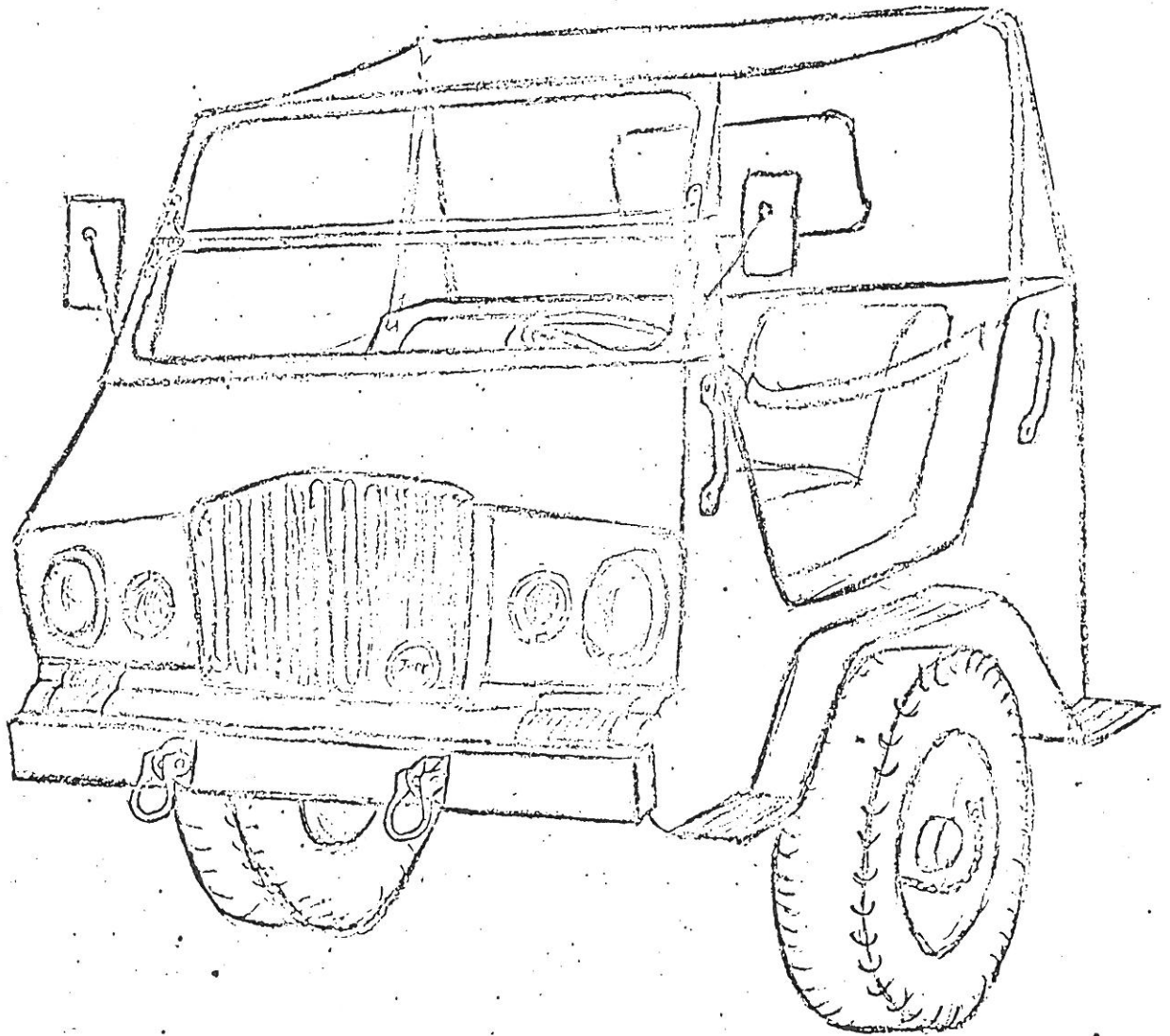
Management's Message to D. O. D.

A clear statement to present the following:

- (A) Why the brochure - to clarify and make factual our situation.
- (B) Offer an "interim" vehicle to assist D. O. D. in filling the void in the programming.
- (C) Present approximate offers with regard to costs for the areas we feel we should be reimbursed.  
Emphasize a goal of vehicle unit price.

GWS/db  
Attach.

ATTACHMENT I



6-20  
1/11