

DEC 14 1979

AUG 13 1979

C. W. BROOKS

August 10, 1979

Air Products Inc.
P.O. Box 467
Pensacola, FL 32592

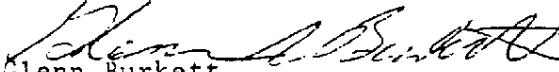
Dear Mr. Brooks,

The following is a break down of our rates versus the competitor's approximate rates:

	PEC	Competitors
Chest X-ray with interpretation	\$ 25.00	\$ 32.60
10 x-rays @ 25.00 each per month	1,000.00	1,304.00
Annually	12,000.00	15,648.00

Savings of \$3,648.00 per year.

Liver Blood test will range from \$25.00 to 30.00. I can be exact when I get a copy of the blood test requirements from you. Please send a list of the blood test requirements as soon as possible.


Glenn Burkett
President

Smith?
5120 Bayou Blvd.
Dr. Walter Gillespie
Glenn Burkett
Med Tech - Bay
Pres. - 7a - 11a
no vacation & training
Glenn J. 19

27
27 August 1979

AP00030954

August 10, 1979

Mr. Clint Brooks
Air Products Inc.
P.O. Box 467
Pensacola, Fl 32593

Re: Physical Examinations

Dear Mr. Brooks:

Physical Examination Center Inc., is a full service establishment in the area of physical examinations. The sole purpose of this firm is to perform physical examinations, therefore enabling us to stay on time with scheduled appointments.

The advantages of a pre-employment physical is to find out what the employers eye can not see in judging the individuals fitness to work. Can the applicant safely assume work requiring physical exertion?

The advantages of an annual physical especially for employees over the age of 30 is keeping an eye on your investment. You, the employer, have an investment of time and money into training an employee to fit into the mechanics of your business. By having annual physicals you can detect early developments of stress, heart trouble, diabetes and high blood pressure. Why lose part of your investment to an illness? Early detection and early treatment could give you another 15 to 20 years service from the employee, saving you time and money.

Chest x-ray with interpretation	\$25.00
Spinal x-ray with interpretation	40.00
Electrocardiogram	25.00
Physical Examination	25.00
Pulmonary Function test	25.00
Audio Test	20.00
Blood Test: SMA 12	25.00
SMA 34	45.00

All tests are performed within this office with the exception of the Pulmonary Function and Audio Test. The Pulmonary Function test will be in our office this fall.

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