

Q. M. Williams
Director

Bell Laboratories

800 Mountain Avenue
Murray Hill, New Jersey 07974
Phone (201) 582-3000
Environmental Health
and Safety Center

June 6, 1983

REDACTED

As a follow up to my January 19, 1983 letter, please be further advised that the Bell Laboratories services for industrial hygiene, radiation protection, and environmental management (pollution evaluation and control) will be available to you, on a contractual basis, beginning January 1, 1984.

Consultation services of our professional staff are available on the basis of fees that are determined by the required level of expertise for a given project. Such fees could range from per day to per day, plus incidental expenses for travel, subsistence, and analytical laboratory services, if required.

In terms of the analysis of samples, e.g., asbestos, etc., we expect our prices to be competitive with commercial testing facilities. These samples will be analyzed and reviewed by our personnel on a time plus expenses basis. A particular advantage of Bell Laboratories services is where the analysis of unknown materials or complex analytical or investigative work is required. Also, because of our familiarity with your operations, there would be little or no learning time associated with our consultative work. We believe the best arrangement is to offer you a proposed contract for performing services that you have determined you want or need on or after January 1, 1984. This can be offered on a retainer basis or a fee for service basis.

In the past, our work for your company has been very fruitful and well received. We hope that we can maintain that worthwhile working relationship in the future. We are very much interested in your business and stand ready to serve. If you have any questions about these services, please contact Mr. W. J. Schreiber on (201) 582-6551.

Sincerely,

PLAINTIFF'S EXHIBIT

ATT-388

LLA 001869

Q. M. Wilkinson
Director

Chen

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LLA 001870