PLAINTIFF'S EXHIBIT
RMC-366

NORTHWEST
ENVIROCON, INC.

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February 23, 1990

Project Managers
Certified Industrial Hygienists
Environmental Consultants
Training Programs

Mr. Ed Marshburn
Reynolds Metals Company
6601 West Broad St.
Richmond, VA 23261

PRICING

This summarizes our conversations of the past two weeks regarding the pricing of our services. This price structure supercedes all previous communications.

with Errors & Omissions Coverage

Service/Classification	Short Term	Mid-Term	Long Term
Certified Industrial Hygienist	73.00	69.00	64.00
Contract Administrator	73.00	69.00	64.00
Industrial Hygienist	53.50	51.00	47.00
Senior Project Manager	50.00	47.50	44.00
Specification Writer	50.00	47.50	44.00
Project Manager	40.00	38.00	35.00
Survey Analyst/Draftsman	40.00	38.00	35.00
Air Monitoring Technician	37.00	35.00	32.50
Clerical/Data Entry	26.00	24.50	23.00
Bulk Samples	21.00	21.00	21.00
Air Sample Cassettes	12.00	12.00	12.00
Duplicating/Binding	.04	.04	.04
Per Diem	55.00	50.00	see note
Mileage - Auto	.30	.30	.30

without Errors & Omissions Coverage

Service/Classification	Short Term	Mid-Term	Long Term
Certified Industrial Hygienist	64.60	61.06	56.64
Contract Administrator	64.60	61.06	56.64
Industrial Hygienist	47.35	45.13	41.59
Senior Project Manager	44.25	42.04	38.94

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without Errors & Omissions Coverage (cont.)

Service/Classification	Short Term	Mid-Term	Long Term
Specification Writer	44.25	42.04	38.94
Project Manager	35.40	33.63	30.97
Survey Analyst/Draftsman	35.40	33.63	30.97
Air Monitoring Technician	32.74	30.97	28.76
Clerical/Data Entry	23.00	21.68	20.35

Items that will be invoiced at cost plus 15% include equipment rentals, subcontractors/subconsultants, survey and field supplies and outside laboratory fees.

Items that will be invoiced at cost include travel other than auto, parking, tolls, mail, and freight.

On long term projects, we will rent an apartment for our employees. The cost to Reynolds will be apartment rent, utilities and $18.00 per day for meals, but in no case more than $50.00 per day per employee. For example, an apartment and utilities might be $500.00 per month, meals will average $540 per month per employee; if two employees are on the project this would be $1,580, or $37.62 per working day per employee, average. Of course, this charge applies only to traveling employees. If we can hire qualified local employees, there is no per diem charged.

In addition, on projects of one year or longer, we will relocate the affected employee(s) and recover the moving expenses with a $12.00 per day ($3,000 per year) relocation expense. This will significantly reduce per diem expenses.

A short term project is a continuous work assignment of six weeks or less; a mid-term project is a continuous work assignment of more than six weeks but less than 181 days; a long term project is a continuous work assignment of 181 days or more.

Pricing at Troutdale and Longview has been an exception to our customary pricing for a variety of reasons: 1) $30.00 per hour was our rate when we first began to provide services at these sites nearly two years ago and we simply have honored that quote despite raises to our people; 2) these jobs are not endorsed onto our errors and omissions policy and are therefore not covered; and 3) we have not yet had to expend time and money to sell our services on every project that arises.

Although Reynolds currently ranks as our third largest client, the pricing offered here is the "best" pricing we have ever offered any real or potential client. We are looking forward to Reynolds becoming our largest client.

If you have any questions, please call me.

NORTHWEST ENVIROCON, INC.

Clare Randy Hall
President



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