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MEMORANDUM

November 28, 1933

MR. LYNCOLN
VICE PRESIDENT & GENERAL COUNSEL

We have reviewed Mr. Bates' memorandum to you of November 22 concerning industrial hygiene services, in which he generally endorsed alternative number three as outlined in my memorandum to you of November 17, with the exception of the question of making a charge to groups for incidental expenses.

I asked Dr. Lanza to explain to Mr. Bates what we had in mind by "incidental expenses", and am advised by Dr. Lanza (see attached memo of November 27), that Mr. Bates can see the practical desirability of this procedure in the ordinary case.

In the mean time, the attached request has come in from the Kennedy Valve Manufacturing Company. Dr. Lanza drafted a reply, with the help of Mr. Bates, which was sent with the approval of Mr. Campbell and Mr. Kavanagh. Mr. Kavanagh and Mr. Campbell felt that we should make the incidental charge. In this case, for instance, the premium would certainly not otherwise justify the cost of the survey. They endorsed the line of procedure as stated in plan number three. With this concurrence of opinion, may we have your endorsement of this plan?

D. B. Armstrong, M.D.
Third Vice-President

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TRIAL EXHIBIT