

Sparber
and
Associates, Inc.

1525 Pennsylvania Ave. N.E.
Suite 507
Washington, D.C.

July 23, 1991

MEMORANDUM

TO: Martha Rinker, Karen Fernicola
FROM: Peter G. Sparber
RE: BCIA Corporate briefings

In recent months, Paul Cammer has enjoyed considerable success scheduling meetings with officials of major corporations and trade associations.

To this point, his briefings have focused on BCIA's legislative activities. He believes that a broader IAQ briefing -- one which places ETS in a proper perspective -- would be more helpful. To that end, he proposes a combination legislative/technical briefing of corporate health and safety officials.

Dr. Cammer has asked to work with Ed Montz of ENV who serves on BCIA's technical committee to draft a standard outline for a 30-minute talk. Cammer will cover the legislative aspects and Montz will handle the scientific issues.

Then they will seek opportunities to speak -- initially with officials of 26 Fortune 500 corporations located between Washington and Boston. A "hit list" is attached.

The cost of this effort should be fairly modest.

- Drs Cammer and Montz will charge their hourly rates.
- Production of a draft presentation should be less than \$2,000.

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-- They will attempt to schedule two presentations a month. Whenever possible, the two presentations will be on the same day. With all sites between Washington and Boston, travel time and costs will be relatively minimal.

With your approval, Cammer and Montz will proceed.

attachment

cc Kay Packett

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