



# Southern Testing & Research Laboratories, Inc.

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Wilson, NC 27896

May 2, 1995

Joel Seckar  
RJ Reynolds Tobacco Company  
Bowman Gray Technical Center  
Winston-Salem, NC 27102

Dear Joel:

As you requested, the following quotation is given for RJR's 1994 pesticide residue program as if all analyses had been carried out at Southern Testing. All analyses are priced assuming that multiresidue screens were used wherever possible, even though a few of the samples may have been analyzed for one or more individual pesticides from the multiresidue screens. Based on the numbers you sent, we tried to determine where samples were run for less than a full screen and price them accordingly.

Southern Testing normally carries out confirmation analyses on a second gas chromatographic column at no extra charge for any significant positive hits from residue screens. Many other labs charge extra for similar confirmation analyses.

In 1994, Southern Testing extended a discount of 15% off of our list fee prices to RJR as follows:

Residues in tobacco	Number of samples	STRL List Fee	RJR Discount Fee	Total Cost
<b>Organophosphorus</b>				
Multiresidue screen	(561 samples)	\$ 140	119	66,759
Includes:				
A. DDVP, Phosdrin, Formothion, D-S-methyl, Di-Syston, Methamidophos, Dursban, Acephate, Malathion, Fenthion, Dimethoate, Parathion, Parathion-methyl, Monochrotophos, Methidathion, Profenofos, Isofenophos,				
Plus:				
B. (price if run with A above, but no samples were run for these)		70	60	0
Terbofos, Chloropyrifos-methyl, Ronnel, Fenitrothion, Phosfolan, Tetrachlorvinphos, Sulprofos, Fosmet, Trichlorfon, Azinphos-methyl, and Azinphos-ethyl.				
Acephate and Methamidophos (run separately on 20 samples)		117	99	1,980

## Quotation for RJR Pesticide Program, 5/2/95, continued

Residues in tobacco	Number of samples	STRL List Fee	RJR Discount Fee	Total Cost
MH-30	(6394 samples)	\$ 68	58	370,852
EBDC (expressed both as carbon disulfide and as Mancozeb)	(531 samples)	75	64	33,984
Organochlorine				
A. USDA list plus Lindane and Total Endosulfan, less Herbicides (USDA list includes Formathion)	(610 samples)	\$ 265	225	137,250
B. Herbicides 2,4-D, 2,4,5-T, and Dicamba	(345 samples)	85	72	24,840
Methoprene	( 20 samples)	68	58	1,160
Prime Plus (Flumetralin)	(16 samples)	80	68	1,088
Toxaphene (included in USDA list) Assumed run separately	(39 samples)	90	77	3,003
Total cost for complete program .....				\$ 640,916

This total assumes all samples, except MH, are run at normal 7 to 10 day turnaround time. For MH, because of the large number of analyses, we would commit to a 5-business-day, or less, turnaround with no RUSH charges, if all samples were sent to Southern Testing. For samples requiring RUSH (3-day or less TAT), add 50% to the RJR discount fee.

The list fees quoted are from Southern Testing's 1993 fee schedule. Although 1995 list fees will be approximately 5% higher, Southern Testing would extend a 19% discount, versus the 15% in 1994, if all samples are sent to us. Thus, the net change in cost would be negligible.

We appreciate the opportunity to bid on this work and look forward to continuing to serve you in whatever capacity that you choose. Please call me if you have any questions about this quotation, or about any other services that we can provide for you.

Sincerely yours,

*Kenneth W. Boyer*

Kenneth W. Boyer, Ph.D.  
President

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