



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

February 16, 1994

Mr. David Evans
Ultrasonic Products Incorporated
3600 Harbor Boulevard, Suite 117
Channel Islands Harbor, California 93035

OFFICE OF
PREVENTION, PESTICIDES AND
TOXIC SUBSTANCES

Dear David,

Thank you for your recent letter of February 2, 1994. Your work is encouraging at several levels.

As you know, I was fortunate to have been part of the interagency team that created the National Industrial Competitiveness through Efficiency: Energy, Environment and Economics (NICE³) Grant Program. Your project looks like a prime example of what we are trying to accomplish... ..namely, to turn people's thinking around on the relationship of energy, environment and cost/profit.

Generally, industries think of environmental concerns as an add-on cost of doing business; something to be minimized. With this grant program, we are trying to show that integration of environmental concerns early in the design phase is **Profitable**. When industry sees that environment and economics are mutually supportive rather than mutually exclusive, both we and the environment win.

We were originally attracted to your proposal by the energy and pollution savings associated with the ultrasonic technology. Your letter conveys extra good news with the promise of reduced caustics in the wastewater effluent. I will continue my efforts to link you with contacts within EPA who are experts in wastewater standards. Your current testing protocol would be an ideal time to include tests to overcome whatever hurdles the regulations may impose on you.

Good luck and please keep me posted of further developments.

Sincerely,

A handwritten signature in cursive script that reads "David A. Bassett".

David A. Bassett, Sr. Scientist
Pollution Prevention Division



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