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Los Alamos, NM 87544
(505) 665-8051 (work)
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(505) 667-5121 (fax)

27 May 1993

Academician E.N. Avrorin
Chief Scientist, Chelyabinsk-70

Dear Academician Avrorin:

I am currently a member of the Accident Response Team at the Los Alamos National Laboratory that is sending radiation detection equipment to Russia to aid in nuclear weapon dismantlement. My experience and education are in US technology transfer and R & D collaborations with Russia. In my work I have discovered the vast capabilities of the Russian scientific establishment, while also learning of the financial difficulties that threaten its current work. In the hope of generating greater funding for Russia's scientific establishment, my colleague and I would like to propose to you a commercial venture that has the potential to generate revenues to support Russian defense conversion that will directly benefit your scientists as they focus their expertise into areas of utmost global importance: weapons dismantlement, environmental clean-up and remediation, and energy alternatives. This proposal is not connected with the Los Alamos National Laboratory because of governmental regulations -- it is a private venture.

We propose to create a non-profit company to design, manufacture and sell mementos created from the scrap metal of dismantled Russian nuclear weapons and possibly from the scrap metal of US nuclear weapons as well. These collectors' items would be marketed as symbols of the end of the Cold War and the beginning of US-Russian scientific cooperation. All profits of the sales will be donated to an organization of your choice within Russia that best represents the goals of defense conversion and advocates international scientific collaboration. The marketing of these souvenirs will reflect the future importance of encouraging Russian defense conversion and US-Russian scientific collaborations in order to promote global gains in the areas of environment, energy, and economic competitiveness. Each souvenir will include details of the organization selected and highlight specific projects being pursued. Purchases of the souvenir will play a personal and very real role in helping turn swords into plowshares.

This non-profit venture is designed to draw attention in the United States to the importance of defense conversion and continued support of R&D in both Russia and the United States. The venture will ensure that a maximum amount of profit will be sent to a secure fund that will directly benefit the people and the future of Russia, instead of winding up in the hands of black market entrepreneurs. We believe this type of venture will create additional opportunities for both Russian and American scientists to collaborate on issues which affect *both countries*. The more opportunities the Russian scientists are given to engage in international scientific collaborations with scientists from around the world, the more exposure they will have luring international investment.

We are interested in this venture as a means to improve future technology transfer initiatives and commercial ventures between the United States and Russia as well as for puposes of self-betterment. Experience gained pursuing this venture will prove valuable to both of us in the future.

We would prefer to deal directly with you or a designated associate, rather than with Russian or American middlemen or black marketers. Is it possible to create a contract with your laboratory or the Russian government where you would donate non-contaminated, scrap metal from dismantled nuclear weapons to our non-profit company in return for us sending the profits of each souvenir sold to a scientific organization of your choice?

If you are interested in working with us in this venture, please let us know of your interest as soon as possible as timing is of crucial importance. It is also important that we receive information concerning the types of metals and metal alloys in the scrap metal and their properties. We have many more details to share with you and your colleagues in the event that you find this a worthwhile and possible venture.

Sincerely yours,

Molly Cernicek
Javad Sedehi

Tikhane Proposal

In order to demonstrate before the world that Russia has a new policy in relations between nations and in order to popularize the process of dismantlement and destruction of nuclear weapons so to accelerate the conversion of plants and scientific centers involved in the production and development of nuclear weapons, we propose to produce, in Russia and abroad, souvenirs and articles produced from the materials of real nuclear weapons subjected to dismantlement and annihilation.

We propose to produce souvenirs and articles from the components of the nuclear warheads of rockets, known in the West as SSN-18s and SS-11s, aerial bombs, and other classes of special weapons.

They will have a special certificate certifying radiation safety and that the material is that of a nuclear weapon.

We propose the following variety or kinds of souvenirs:

- desktop memento
- plaque
- key chain
- cigarette lighter
- medallion
- badge (pin)
- tie clip
- pen

Materials used include: thermal protective casings of BB, aluminum and titanium alloys, stainless steel and acrylic plastic made from the components of construction.

The production of souvenirs mainly from the components of destroyed weapons enables us to minimize the need for other materials. Also we suggest to use: natural stone (marble, serpentine fluorite), stainless steel, plastics.

Galvanized and chemical coatings: nickel plating, copper plating with oxidizing, anodizing, silver plating (including metal engraving).

Production will be done on multi-purpose metal-machining equipment. Volume of production will depend on the market, no production limitation assumed (dependent on the rate of actual dismantlement).

Preparation of production may be done in 3-4 months after concluding an agreement.

We are interested in this venture as a means to improve future technology transfer initiatives and commercial ventures between the United States and Russia as well as for purposes of self-betterment. Experience gained pursuing this venture will prove valuable to both of us in the future.

We would prefer to deal directly with you or a designated associate, rather than with Russian or American middlemen or black marketers. Is it possible to create a contract with your laboratory or the Russian government where you would donate non-contaminated, scrap metal from dismantled nuclear weapons to our non-profit company in return for us sending the profits of each souvenir sold to a scientific organization of your choice?

If you are interested in working with us in this venture, please let us know of your interest as soon as possible as timing is of crucial importance. It is also important that we receive information concerning the types of metals and metal alloys in the scrap metal and their properties. We have many more details to share with you and your colleagues in the event that you find this a worthwhile and possible venture.

Sincerely yours,

Molly Cernicek
Javad Sedehi

Tikhane Letter

Academic E.H. Avrorin presented me with your letter. I am General Director of A.O. "Uralfarm," which was founded as the Russian nuclear center VNIIEF in the city of Chelyabinsk-70.

We understand the motives and goals of your proposal. Soon after the foundation of A.O. "Uralfarm" in 1992, we came out with similar suggestions and produced a number of souvenirs from material remanding from nuclear weapons subjected to dismantlement.

We are very glad that some samples of these souvenirs came into the hands of American colleagues and that they received a positive evaluation. We are interested in collaborating with you and are ready to produce the souvenirs and transport them to your side to sell in the USA.

You should use your judgment concerning the nomenclature of the souvenirs and the special needs which you consider necessary to production and delivery.

In our opinion this is the best workable variant of our collaboration is that the production of these souvenirs will be carried out at VNIIEF and naturally it will need organizations of new workplaces.



АССОЦИАЦИЯ ПРЕДПРИЯТИЙ

„УРАЛФОРМ“

Россия
454070, г. Челябинск-70
ул. Васильева
тел./факс (835172) ~~2-25-70~~ 3-20-77

Р/с 222605
в КБК „Снежинский“
МФО 278995 г. Челябинск-70

№ 777-24/9

от « 08 » 10 1993 г.

October 8, 1993
To Molly Cernicek
505 Oppenheimer Rd. N105
Los Alamos, NM, 87544, USA
FAX: (505) 667-8021 or
(505) 662-9107

Dear Mrs. Molly Cernicek,

I would like to answer the questions you asked in your letter of September 20, 1993. Thank you for the letter.

1. You can judge the shape of the scrap metal which was used by us for the first samples of the souvenirs by remainders of nuclear ammunition "SS-11" which we send to you. During the quantity production of the souvenirs having determined their nomenclature and design we intend to order in the organizations engaged in nuclear ammunition dismantlement the specific parts of the dismantled articles which we need and which describe the purpose of the article to full extent and meet the design requirements.

2. To manufacture the souvenirs we'll mainly use the industrial basis of the Federal Nuclear Center (ITPh) as one of the founders of "URALFORM". This basis has rather wide technological capabilities and equipment for mechanical processing, stamping, casting, coating, engraving, etc.

3. At present we believe it preferable to use mechanical processing, since it will make it possible to preserve in the souvenir peculiarities of the article design (nuclear munition) which was subject to dismantlement and produces the effect of validity. Undoubtedly we don't exclude the possibility to apply another technologies which are eventually determined by design of the chosen souvenirs and their number.

4. Unfortunately, I won't be able to have a meeting with you in St. Petersburg on October 17-21, that's why I'll ask our representative who is there to meet you to receive materials and information which you would like to transfer to me. Please, inform me where we can find you. We are still interested in your proposals on the souvenirs design, and we'd like to know the status of your independent corporation organized for interaction with the "URALFORM" which you mentioned in your letter of 13.07.93. Who are the founder and the leading staff?

I can meet with you in Moscow on October 25 through 30 or after November 15 on any date acceptable for you. Could you inform me of the date and place beforehand?

Dear Molly, taking the opportunity, besides remainders of the articles and the sample of the souvenir manufactured by "URALFORM" I send you my personal present with my wishes of health, happiness to you and success in our joint activities. By the way, one of the souvenirs samples can be like this one, which we are going to manufacture in the future. What's your opinion about that?

At your request I repeat our e-mail address:

e-mail: avn@onti.ch70.chel.su

to Ananiichuk for Tikhane.

My home address is Russia, 454070

Chelyabinsk-70, 40 years of October, 5-15.

Maybe, it's better to write it in two languages:

454070 Россия, Челябинск-70, ул. 40 Лет Октября, д.5, кв.15.

Telephone number: (8-35172)3-63-75

FAX number: (8-35172)3-2077.

I am looking forward to receiving information from you and meeting you.

Sincerely yours,



Oleg Tikhane

New World Connections, Inc.
505 Oppenheimer Drive #105
Los Alamos, NM 87544
USA
(505) 6 62-2118

28 October 93

Mr. O.N. Tihane
Director-General of the Ass. enterpr. "Uralform"
P.O. Box 519, 454070, Chelyabinsk-70
Russia
Telex: 124946, SNOW SU
Fax: (351-72) 3-20-77

Dear Mr. Tihane:

How are you? I enjoyed meeting Mr. Alexandravich in St. Petersburg last week. I hope you received my last letter. Can you meet us in Moscow November 17? We need to know immediately so we can buy our airline tickets and get our visas. We will meet in our hotel. I will send you information as soon as I know at which hotel we will stay.

My partner Javad Sedehi will be at our meeting, as will my father who will act as our interpreter. We will have time all day November 17 to meet with you, and maybe a little time early November 18. If this date is not good for you, please tell as soon as possible. We must buy our tickets tomorrow (October 29) if we will meet you November 17.

I look forward to meeting you and finalizing plans for our venture. I will send you more information about our visit next week.

Sincerely yours,



Molly Cernicek

New World Connections

505 Oppenheimer Drive #105
Los Alamos, New Mexico 87544
United States of America

~~October~~ 6, 1993
November

Dear Associate of Sergei Kapitza,

We would like to offer you the opportunity to assist the dismantlement of nuclear weapons in Russia through your participation in a commercial venture. *New World Connections* is a private U.S. company that will market souvenir items manufactured from pieces of SS-11 and SS-18 missiles dismantled under the provisions of the START II treaty. Our business partner in Russia is A. O. Uralform, the dismantlement division of Chelyabinsk-70. We believe that customers in the United States will desire these novelty items for their historic value and because part of the profits will be returned to Russia to support peaceful scientific research.

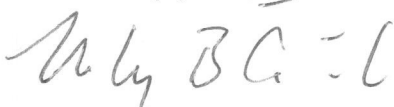
We have established *New World Connections* to help ensure that START II is a stepping stone to greater US and Russian cooperation. This venture offers a more direct avenue to support dismantlement activities than Western aid donations. Also, we believe that this venture will transfer marketing and manufacturing skills to the weapons scientists at Chelyabinsk, allowing them to make the transition to peaceful research more easily.

New World Connections is a young organization with all of its principle members under the age of thirty. Our professional and academic backgrounds are in international security, defense conversion, and defense technologies. Our experience working at Los Alamos National Laboratory gives us a special understanding of the challenges that Russian scientists face now that the Cold War's end has brought with it decreased funding for their research.

We feel certain that we would benefit from your input and that together we can make a difference for the future. In particular, we are looking for partners that will help us oversee the Russian aspects of our business venture. After the successful completion of this novelty item sales effort, we look forward to more collaborative efforts in which *New World Connections* would act as a broker that would match Russian scientific prowess with the needs of American commercial enterprises.

Officers of our company will visit Moscow in November and would like to meet with you to discuss the possibility of your participation. Please contact us at the numbers listed above if you would like to discuss the possibilities with us.

Sincerely yours,



Molly Cernicek
Chief Executive Officer



Sam Pardue
Vice-President

New World Connections

505 Oppenheimer Drive #105
Los Alamos, NM 87544
USA

PROTOCOL

On November 16, 1993 Molly Cernicek, Javad Sedehi and Louie Cernicek of *New World Connections* met in Moscow with Oleg Nikolaevich Tihane and Evgeny Petrov of AO Uralform and VNIIEF respectively to arrange an agreement to produce souvenir plaques. These plaques will have pieces of Russian nuclear weapons attached to them. These plaques would be sold in the United States initially. This report is an account of the objectives sought by New World Connections and the results of our meeting in Moscow.

Objective: *New World Connections* would like to establish contractual commitments with AO Uralform to market souvenir items manufactured from pieces of warheads dismantled under the provisions of the START I and START II treaties. There exists customers in the United States who will desire these novelty items for their historic value and because this joint venture will directly support dismantlement activities and defense conversion initiatives in Russia.

Our marketing plan has three phases:

- Phase 1:**
1. We will present 50 - 75 US government officials, who are most concerned with the progress of Russian nuclear weapon dismantlement, plaques as a gift. We will use this strategy to enlist the public support of major political and policy figures.
 2. We will use the remaining 50 - 75 pieces to create a series of plaques that will be used as "test market" products. It is imperative that we test the marketability of the plaques to ensure ourselves that there will be a demand for these products. If Phase 1 is successful, we will implement Phase 2. If not, then it means that there will not be enough demand for these plaques.
- Phase 2:**
1. If Phase 1 is successful, we will create a collection series. This series will be very specialized, and very limited (5,000 - 20,000 plaques). These plaques will be used for publicity. The revenue gained from selling these products will be used entirely to cover the costs of Phase 1 and Phase 2, and to support the initial costs of Phase 3.

Phase 3: 1. Phase 3 will be lucrative to both AO Uralform and *New World Connections*. It is in this phase that we will produce lower priced plaques (each plaque will be sold for \$30 - \$40). It is in this phase that we will seek to execute volume sales.

Investments by New World Connections New World Connections has worked for the last 8 months developing a business plan to ensure the success of this venture. Two members of New World Connections have worked full-time. Three others have devoted 20 hours/week to planning. And six others have contributed on a task by task basis.

During the past 8 months we have met with many government officials, businessmen, investors, designers, manufactures, and various associations for expertise, advice and financial support. We created *New World Connections* in June, 1993 and incorporated the following October. We have organized an Advisory Board that includes representatives from the government, Los Alamos National Laboratory, and the business community.

We have identified our markets and developed specific marketing plans to sell the product to the many different market niches that we have identified. We have created an advertising plan that we believe will be most cost-effective and will reach as many potential buyers as possible.

We have looked into the many possibilities for transporting the plaques. Currently, we are working with US customs officials to gain approval of the product with a minimal amount of taxes allocated to us. In addition, we have identified storage units for the plaques.

Presently, we are researching packaging options as well as developing a distribution system for these plaques. Based on the amount of manufacturing AO Uralform can contribute to the production of the plaques, we are getting cost estimates from specific manufacturers in the United States.

We have selected a list of government officials and businessmen, who are dedicated to assisting Russian dismantlement activities, and to whom we will give presentation plaques to as gifts. We are developing strategies that will give us access to these people as well as publicized meetings.

New World Connections ' investments thus far have reached nearly \$50,000. It is estimated that we will need minimally \$20,000 to manufacture and give away the presentation pieces, and to begin our marketing strategy.

What we need from AO Uralform now:

1. A minimum of 150 pieces of scrap metal similar to the piece that you sent us.
2. The material should be certified for authenticity and safety.
3. All pieces should be labeled to identify their origin, warhead type, and target.

What we need in the future:

1. We anticipate that the minimum requirement for Phase 2 will be 5,000, but could reach 20,000.
2. If the collection series is successful, we anticipate that our needs for Phase 3 could reach 1,000,000 units.

Notes from November 16 meeting:

O.N. Tihane and E. N. Petrov began the meeting by discussing AO Uralform's work in new metals and superplasticity. In terms of our venture, they were very supportive of our marketing theme. They talked about "dropping the BOMB on America," and how "every American can consider him/herself a participant in disarmament" by buying a plaque. They suggested that we give President Clinton a plaque with a piece of Russian weapon attached to it and that we give President Yeltsin a plaque with a piece of a US weapon on it. They gave us the names of Americans who might be of some assistance to us.

We, in turn, presented our plans as stated in the "objective" section of this report. When we stated our need for 150 pieces for Phase 1, we were disappointed with Mr. Tihane's response. He told us that it would cost us \$250,000 for the initial 150 pieces. Later in the meeting, the cost of the 150 pieces was reduced to \$20,000.

Reactions from New World Connections

1. AO Uralform stated its need for a large investment in order to deliver the first 150 pieces. Our impression was that AO Uralform had direct access to the supply of weapons parts. However, it was stated that the supply of weapons pieces was outside of Chelyabinsk-70, and that other organizations and people must be given a substantial amount of money in order to get their cooperation to deliver the first 150 pieces. We are confused as to who has access and authority to dismantle the weapons and to use the scrap metal. Specifically, to whom would our initial investment go and exactly for what would it be used ?
2. We were under the impression that this is a joint venture between *New World Connections* and AO Uralform. How does AO Uralform conceive of this relationship? We have invested money, time and made a considerable effort to make this venture achieve financial and political returns. What does AO Uralform have to offer to this joint venture?
3. The bureaucratic obstacles facing AO Uralform are tremendous. Who has the authority to make the arrangement that we are seeking? Who has the authority to negotiate a deal?

4. After hours of discussion, AO Uralform reduced its price of the initial 150 pieces from \$150,000 to \$20,000. Mr. Petrov said the \$20,000 was needed to set up a system between the dismantlement factories and AO Uralform to ensure the supply of pieces. We assume that AO Uralform will need some money to establish their supply and production facilities. However, it is an unwise business practice to make large investments in any business infrastructure before the product has been tested on the market. Phase 1 is designed to test the market and implement a free media campaign by giving away the presentation plaques. In the event that we have evidence that this product is marketable, we will implement Phase 2 and invest in the necessary infrastructure to ensure efficient product production. It is our intention to spend no more than \$20,000 total for implementing Phase 1.
5. It will be very difficult for us to secure financial support without proven successes. Without evidence that the plaques will sell, we cannot be granted even a personal loan.
6. The American money allocated for aid to the former Soviet Union is probably the most difficult money for *New World Connections* to receive. The money, in general, has not been obligated. To be more specific, the money does not exist in any bank account -- it is only a promise by US Congress. There are currently no established procedures for US private companies to apply directly for US government funds dedicated to assisting the former Soviet Union.
7. The cost of this venture to *New World Connections* is approximately ten times the cost of this venture to AO Uralform. Our costs include AO Uralform's costs, resources, manufacturing, transportation, storage, taxes, marketing, advertising, packaging, and distribution. Phase 3 of the venture is the phase that will induce profits. It is here that we will mass produce a lower priced plaque that middle class Americans can afford. If we cannot produce a plaque that sells for \$30 and includes all costs and profits, we will not succeed.

Mr. Petrov's quote of \$20,000 for 150 pieces means AO Uralform's costs average \$133 per piece of missile. Our costs would be ten times AO Uralform's costs -- \$1333 per plaque. This is what each of the 150 plaques would cost us to give away as gifts and to test the market. We cannot afford to invest this much into Phase 1.

Date: Mon, 13 Dec 93 08:55:24 -0700

From: molly

To: avn@onti.ch70.chel.su

Subject: Mr. Tihane

Dear Mr. Tihane:

How are you? I have one question to ask you:

You told us that only 12 - 15 pieces of "green" fragments are available from each warhead. My question is, does each warhead need to be dismantled in order to cut out those "green" fragments?

I hope everything is going well. We are working on the financing aspect of this project here. I have one more question: If we are to invest \$20,000 in order to receive the 150-200 initial fragments, will this funding be sufficient for you to begin to cut the many pieces for Phase 2?

I hope to hear from you soon!

Sincerely yours,

Molly Cernicek

To: molly!
Organization: Natural Languages Processing Group (ITP)
From: Vladimir N. Ananijchuk <avn@onti.ch70.chel.su>
Date: Tue, 1 Jan 80 00:20:00 +0300
X-Mailer: BML [MS/DOS Beauty Mail v.1.36]
Subject: Tikhane
Lines: 55

TO: (Molly Cernicek)

FROM: O. Tikhane
E. Petrov

DATE: 27 December, 1993

Dear Molly !

We have received your late E-mail, thank you. We have obtained agreement on receiving by "Uralform" the first batch up to 200 pieces of fragments from the cases of warheads of SSN-8 and SSN-18 carriers. The questions of their delivery to you is solving now. What are your proposals to accelerate and simplify delivery? Are you ready to pay 20 000 US dollars ? In what form ? How do you propose to realize souvenirs handling to our Presidents? We are completing the manufacture of a souvenir for President Clinton as we have agreed at the meeting.

We answer your questions.

1. The quantity of pieces obtained from each warhead depends on their type and size and can greatly exceed 12...15 pieces, if you use for souvenirs not only typical sections of case (joints, frames) but also lateral faces.

2. The warhead is to be dismantled from a carrier, disassembled and only after that pieces are to be cut for souvenirs.

3. 20 000 US dollars which we hope to get from you will cover the cost of the first batch of fragments as well as the cost of technological preparation for manufacture in order to reduce the cost of these fragments up to reasonable one.

In the end of the protocol we inform you of the following:

1. We have access and full information about the place, terms, types and quantity of weapon arriving for dismantlement and disposal.

2. Fragments will be obtained according to our drafts and schemes at the enterprise performing disassembling from the most typical places depending on weapon type. The work and payment will be made by contracts and agreement with enterprises.

3. Solution on these questions are made at the level of the chiefs of Uralform, VNIITF and enterprises performing dismantlement and are coordinated by the leaders of the Ministry.

4. All pieces (fragments) are absolutely safe that is confirmed in accompanying documents.

5. The questions on the possibility of delivery to you of the pieces of dismantled carriers similar to those that were shown to you during our meeting will be solved in the nearest time.

We are waiting for your answer. Happy New Year to you and your colleagues. Wish you happiness and successes.

Sincerely yours: O.Tikhane, E.Petrov

3 JAN 94

Dear Mr. Tihane:

How are you? Thank you for your last e-mail message. I apologize for the delayed response, but I was on Christmas vacation.

We are still interested in consummating this venture with you, but we cannot risk investing \$20,000 for 200 pieces, without an agreement that additional pieces will be considerably less expensive. As I tried to explain in the protocol that I sent you, we must test the market in order to ensure that there will be sufficient demand for the product. In addition to the cost of each fragment that we purchase from AO Uralform, our expenses will include transportation, manufacturing, advertising and marketing. We estimate that if we pay you \$100 for each fragment, we would need to charge a retail price of at least \$300 for each finished product to remain profitable. We do not believe that we can generate enough demand for a \$300 product. We estimate that our customers will pay \$30 to \$60 for each plaque, but this cannot be determined until we test the market with different prices.

We cannot risk investing \$20,000 for 200 fragments, plus another \$20,000 for our other costs to create plaques that will be used to test the market and be given as gifts. If our venture fails in the initial stage, we would assume substantial debts.

We are willing to work with you to create a profit-sharing agreement. Thus, we would pay you initially only for your costs of cutting and preparing the metal, but then you would receive a sizable percentage of the profits derived from the sales of the final product in the United States.

We are looking for an additional US partner to assist us to market the plaque in the United States. We believe that our success will depend on a lower cost for the fragments.

In addition, we are looking for grants from the government that would help subsidize this venture, however we have not been successful yet.

In sum, please contact us with information on the following points:

1. Your response to the possibility of creating a profit-sharing agreement.
2. A new price for 200 pieces to test the market.
3. A price for 1000 pieces for retail sales.
4. A price for 1000 pieces for the less expensive grey metal fragments.
5. A clarification that the fragments that you are selling are from nuclear warheads dismantled under provisions of the START treaties.
6. Your response to the possibility of New World Connections securing an additional US partner.
7. A clarification of what role VNIITF and Minatom will play in the operational decisions of AO Uralform.
8. A description of your current relationship with the enterprises that dismantle the warheads.

This specific information will help us to build a full partnership with AO Uralform so that we can both benefit from this enterprise.

Sincerely yours,

Molly Cernicek

Los Alamos: Molly Cernicek

Fax: 662-91-07
667-80-21

DRAFT BUSINESS PLAN
ON ORGANIZATION OF JOINT RUSSIAN-AMERICAN PRODUCTION OF SOUVENIRS
FROM DISMANTLED, ACCORDING TO GOVERNMENTAL AGREEMENTS,
WEAPONS OF MASS DESTRUCTION

Participants of the project are the Joint-Stock Company "Uralform" the founder of which is the Russian Federal Nuclear Center - VNIITF (Russia), and "New World Communications" Corporation (NWC), Los Alamos, the U.S.. Preliminary study of organizational forms and the market place, and results of talks held in Moscow in December 1993 showed that it is expedient to organize the work in the following way:

1. VNIITF and "Uralform" will arrange production of fragments of the munitions bodies and supply them to the U.S.. The term is 3 months, estimated cost is \$200,000.

2. NWC together with "Uralform" will propose and discuss design of the future souvenirs which can be divided into 3 categories:

1) the most expensive piece-souvenirs for the highest level of the states governments (politicians, ministers, diplomats, military officials, etc.). Price of such souvenirs may be within \$1,000 - \$5,000, production and transportation expenses may be of the same order. Time for the production is 2 months;

2) souvenirs of medium price and correspondingly of medium quality for a wide range of consumers (participants of negotiations, conferences, symposia, leaders of enterprises and labs, participants of disarmament and conversion processes). Price of such souvenirs must be within \$100...\$500;

3) cheap and quantity production souvenirs for commercial realization on sale mainly in market place of the U.S. and European countries. Price of such souvenirs shouldn't exceed \$30...\$50, and number of such souvenirs should be of the order of 100,000. Time necessary to manufacture the first batch is 3-5 months after the appropriate contract award.

3. The total number of people spending all the time for this work from Russian side, VNIITF and production enterprises, is approximately 20 persons.

4. Profits gained from the joint production besides the expenses compensation will be subsequently directed to fund conversion programs, to support scientists and specialists of nuclear centers of Russia and the U.S., financial support of scientific symposia, and scientific papers publication, as well as humanitarian aid.

Speaker

472
150394

E. Petrov

To: molly
Organization: Natural Languages Processing Group (ITP)
From: Irina Shubina <shubina@onti.ch70.chel.su>
Date: Tue, 1 Jan 80 00:45:40 +0300
X-Mailer: BML [MS/DOS Beauty Mail v.1.36]
Subject: workshop
Lines: 16

TO: Molly Chernicek
FROM: Evgeny Petrov (e-mail shubina@ch70.chel.su)
DATE: 15 April, 1994

Dear Molly,

I am glad to inform you that from May 9 till 20 I'll participate in a workshop on conversion of defence branches of Russia and U.S. which will be held at Lawrence Livermore. If you are able to come to meet me in Livermore, I'll be happy to see you and to go on with the negotiations on possible forms of our future collaboration. The General Director of "Uralform" Oleg Tihane sends his warmest regards and best wishes to you.

See you

Evgeny Petrov
Head of division of VNIITF

To: molly(
Organization: Natural Languages Processing Group (ITP)
From: Irina Shubina <shubina@onti.ch70.chel.su>
Date: Tue, 1 Jan 80 00:45:40 +0300
X-Mailer: BML [MS/DOS Beauty Mail v.1.36]
Subject: workshop
Lines: 16

TO: Molly Chernicek
FROM: Evgeny Petrov (e-mail shubina@ch70.chel.su)
DATE: 15 April, 1994

Dear Molly,

I am glad to inform you that from May 9 till 20 I'll participate in a workshop on conversion of defence branches of Russia and U.S. which will be held at Lawrence Livermore. If you are able to come to meet me in Livermore, I'll be happy to see you and to go on with the negotiations on possible forms of our future collaboration. The General Director of "Uralform" Oleg Tihane sends his warmest regards and best wishes to you.

See you

Evgeny Petrov
Head of division of VNIITF

To: molly
Organization: Natural Languages Processing Group (ITP)
From: Irina Shubina <shubina@onti.ch70.chel.su>
Date: Tue, 1 Jan 80 00:53:34 +0300
X-Mailer: BML [MS/DOS Beauty Mail v.1.36]
Subject: message
Lines: 48

]TO: Molly Cernicek
FROM: Oleg Tihane (e-mail shubina@ch70.chel.su)
DATE: 19 April, 1994

19.04.94

Dear Molly,

We received fragments of warheads of carriers SSN-8 and SSN-18 bodies from an enterprise dealing with weapons dismantlement.

The delay was caused by lack of "Uralform"'s funds for this work. Due to the same reason the received fragments have dimensions approximately 400x500 mm out of which we'll have to cut samples of necessary dimensions for the souvenirs.

In your last e-mail message you wrote that you couldn't run a risk allotting \$20000 for 200 fragments (pieces) without agreement that subsequent fragments would be essentially less expensive. During the Moscow meeting and in the subsequent e-mail messages we specified that we planned to use these \$20000 as payment for the first batch of the fragments (~40% of the sum) and for technological preparation to the production, to decrease significantly the cost of these fragments in future.

According to our estimations cost of one fragment will in future make up from \$12 to \$20 depending upon type of the warhead and required number of the fragments. Thus, cost of the first 1000 pieces for retail trade will be approximately \$18000.

All batches of the fragments supplied to you for the souvenirs will have official certificates confirming their belonging to specific types of dismantled warheads, and complete radiation safety.

Our subsequent collaboration shall be according to appropriate agreement on distribution of profits from realization of our joint production between "Uralform" and New World Connection on an equal footing, i.e. 50%-50%, that's why we don't mind if the New World Communications enlist necessary executors and additional partners in the U.S.

VNIITF as a founder of "Uralform" support in full the operative decisions taken by its executive directors board. Description of our relationship with the enterprises carrying out the dismantlement was given in previous e-mail messages.

That's the state of affairs by now. We regret of your long silence, and ask to inform us of your decision on practical beginning of the joint work and practical realization of those high humane goals which we set in the beginning of our activities.

Sincerely yours,

Oleg Tihane,
General Director of

"Uralform"