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P. O. BOX 8500.
MONTREAL, P.Q., CANADA

February 23, 1962

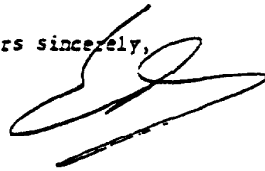
Rib
Mr. Brown
Mr. Lang

Dear Duncan:

For several years we have been importing from Cuba for sale throughout Canada "La Corona" and "Cabanas" cigars. This arrangement was made through our friends, the American Tobacco Company in New York City, and our relationship with them in connection with this small business has been most pleasant. Since the unfortunate Cuban situation developed, I have had many talks with them and some time ago they suggested that we might manufacture "La Corona" and "Cabanas" in Canada as well as another brand of theirs "Antonio y Cleopatra" which has a very large sale in the U.S.

I informed them that, so far as manufacturing in Canada is concerned, I thought it would be best to confine our efforts to "Antonio y Cleopatra" and that we would import "La Corona" and "Cabanas" from their Jersey City factory in the U.S. until such time as we wished to manufacture these two brands in Canada. This appeared to be quite satisfactory to them. Their Vice-President, A.G. Findlay, and Havana Cigar Sales Manager, Harry Niles, were up here on Tuesday. On their return they were to have a chat with Mr. Hahn. I shall no doubt be hearing from them soon. From all I have heard, Mr. Hahn is quite pleased with our association in connection with the cigar business. I thought you would like to know this.

Yours sincerely,



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