



BAT (UK and Export) Limited
Woking

RB/JVC

11 March 1992

Note to: Susan Osborne

Canadian Border Trade

Thank you for your fax dated 10th March regarding above.

The situation is as follows:-

BIT have been in distribution to all major local distributors who supply the Indian reservations for a number of years.

- Attea Brothers - Buffalo, NY supply to St. Regis - the main reservation with a border of 300 miles to Canada
- Capitol Condy - Vermont
- Bluewater Tobacco - Detroit/Michigan
- Small distribution - Wisconsin
- Point Marketing Inc - Washington State

Historically sales have totalled 2 million of a national total of 18 million monthly. Sales have been made to Vietnamese living on the border.

With the Canadian Government raising duty on Canadian exports on February 12th, the situation has rapidly changed.

Through the same distribution network sales are increasing due to Canadians showing interest in our product. Short term estimate are for volume to increase incrementally to 6 to 8 million monthly.

We will keep our finger on this opportunity.

Regards.

J.V. Crane
pp R. Brentnall

cc: L. Previati
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try to understand
what they are talking about

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