

Thursday 5/12

- Running water - still central of our approach
- Need a focus for decisions, what the problems are
 - N. difficult to get time in the plants - had to do ground work - still need to get the right forum
 - a lot of staff

Archie's report

Instruction for control

- (a) to meet N.Y. of G.R.D.C.
- (b) need to consider local maintenance

Need to know (sufficiently) what is happening with existing processing plant - details, changes, expansion is not only DWT & GB!

IT have a Hami coming on line

Need care to separate equipment attributes from the basic process

@ Hami plant set Hami process

Small strip by-pass

- is Bell down for 30% of firing power constant?
- G.R.D.C. to confirm the findings?

IT anxious to know asap before end of the year

Alterably BAT should validate B&W
claims as site for the rest of the Group

Ditto evaluation of cutting non-rolled stems
- can BAT validate the B&W claims?

As to B&W what how the use the Mue/Seyd analysis
of logs tabs

Case of direct research regarded as important
to be aware of Prod. Mktg. London
[Can diplo be replaced?
Not for ITH use]

Wayne Knox

Marketing Manager

Key close links with I&D

Classic reason for ITH P is "meaningful market segments" i.e.
Major knowledge of Canadian market - psychology
Martin & Langan must visit (a Reb)

7 consecutive market successes (L.C. 5%)

"Meaningful gap" - weighted means of niche, product, price

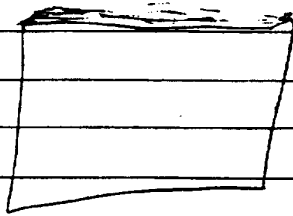
Same pat. man for existing and new products

FORM 500-2.59

- and concept is that existing brands can be reworked

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Shows interest in our ~~Flower~~ work
Must be steady linked with Mark Oldman
- Canada went close links with GPO/DE



~~John Best~~
~ 50% Malucos?

~~Caffrey~~
PM

Why not have
joint mtg. for
5-year futures

(1) Motions
Pages - ~~eg volume to~~
Leaf ~~meet the~~
~~future pages~~

with Rap/mtg
1st of the year?

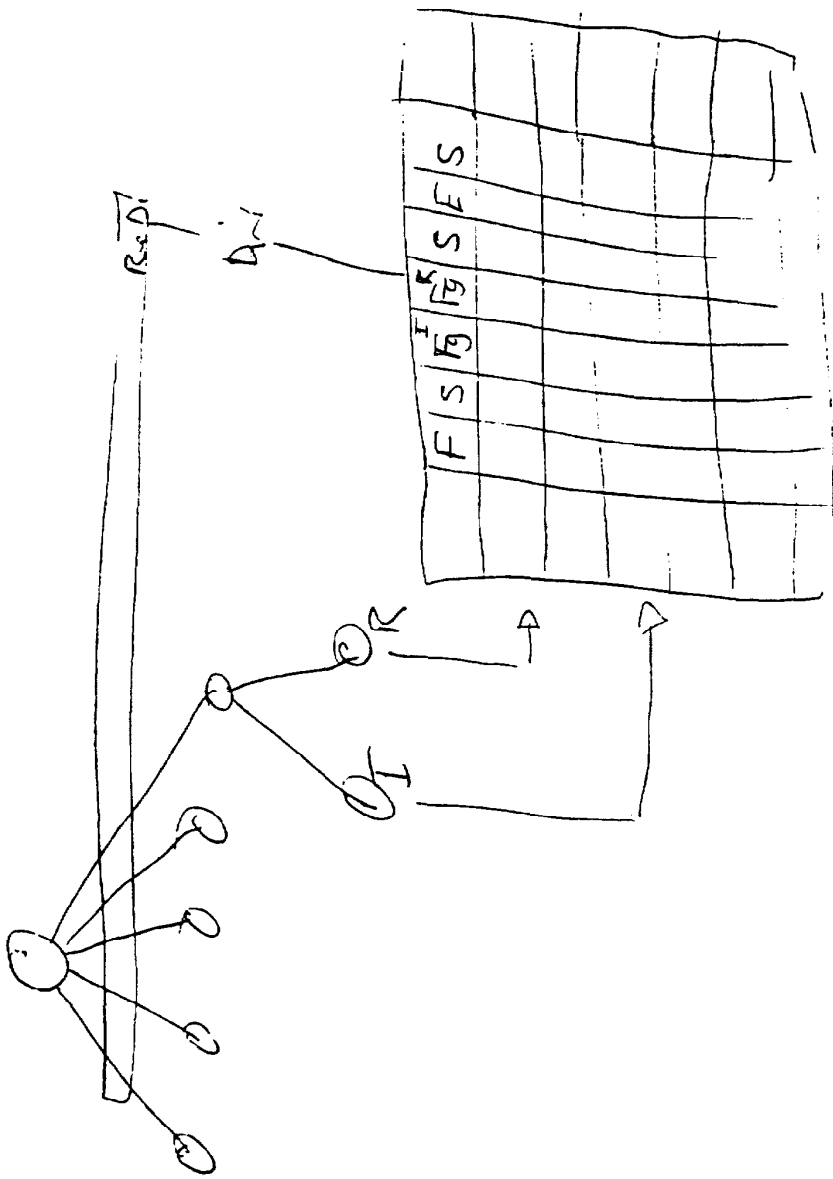
~~Prod. Conf.~~

~~Raise (1) on line loss plan~~
~~(2) " " " "~~
~~(3) budget preferred~~

~~Relative market for Associates~~

~~Coffee jet~~

~~Must be 1979 model with~~
~~previous page, with dates typing~~
~~etc~~



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Strong piece - the ability to drive the manufacturers
to get complete systems for
the future:

eg Morris - no good practice