

VIA AIR MAIL



S.J.G.
ACK
FILE

BROWN & WILLIAMSON TOBACCO CORPORATION

1600 West Hill Street - Louisville, Kentucky 40201

October 18, 1966

Dr. S. J. Green
British-American Tobacco Co. Ltd.
Westminster House
7 Millbank
London, S.W.1
England

Research & Development
25 OCT 1966

Dear Jim,

JANUS - Fermented Tobacco

This will acknowledge receipt of Brian Fordyce's letter of October 10, 1966, in which he gave the cigarette specifications for the fermented tobacco sample. In this same letter he raised a question, discussed in the last Biological Testing Committee meeting, concerning the best place to manufacture the AIRFERM cigarettes. As you know, manufacture here presents many problems, among which are -

1. We do not have the proper paper;
2. Packing the manufactured cigarettes cannot be done in airtight fifties;
3. There is a good chance that the cigarettes, once manufactured, cannot be shipped so that they will arrive in a satisfactory condition.

After considering the pros and cons, we believe we should -

1. Ferment the tobacco here;
2. Following fermentation, cut and dry the tobacco to a moisture content of 14 to 15%;
3. Ship the resulting rag in polyethylene bags packed in cases to Southampton for cigarette manufacture.

I would like to point out that, with the fermented tobaccos, it is doubtful if you will be able to manufacture cigarettes at a moisture of 13%. Based on our experience with these tobaccos, the moisture level will have to be higher. There will be a significant loss in dry weight as a result of fermentation, and the cigarette weight will probably be much less than that used for the manufacture of the Bo. cigarettes.

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AIR MAIL

Dr. S. J. Green


October 18, 1966

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We can and will manufacture the cigarettes here if you consider it desirable. However, if we manufacture the cigarettes, it will be necessary for you to ship us immediately sufficient paper to manufacture the necessary quantity of cigarettes and we will also have to make other special arrangements. For this reason, we must know, as soon as possible, who will manufacture the cigarettes.

With kind regards,

Sincerely yours,



R. B. Griffith

RBG/nw

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