

Note to: Mr B D Bramley

Tobacco Strategy Review Team

You asked for follow-up information on the following:-

1. Rothmans: A copy of the paper by Ian Milne is attached (A).
2. Exports to Colombia (via Aruba): Bigott's (and B&W's) shipments are handled by Roy Harms. RJR, however, ship through Roy Harms' brother. The brothers broke up some years ago and do not work together. Philip Morris/Catana use Mansur.
3. Hollywood trademark: Attachment B shows ownership of the Hollywood trademark outside of Brazil.
4. UKIB Plans in 1992: See attached extracts (C) from the BATCo 1992 - 1996 Company Plan.
5. UKIB 1992 volumes: Additional regional-split tables have been prepared for you (attached to each UKIB brand report), showing 1992 projected volumes.
6. B&H Die Printing: See attached (D). If possible, Marketing Department would like the colour prints returned (via me).
7. SE555 in Thailand: As noted on your copy of the SE555 brand report, the volumes quoted in the text are sales by the distributor. Shipments in the period were 77.4m (versus sales of 43.6m).
8. PGL Pack design: Phase II pack is three colours (red, white and gold). Phase III is two colours (red and gold) - see attachment E.
9. BATUKE sales by market: Detailed figures for BATUKE shipments by market are now attached to each of the UKIB brand reports.

Also attached, for information, is a note by David Stimson to B&W regarding Production Management training (re. agenda item 9a).


G J BURGESS

GJB/btm
25.2.92

attch.

502585144