

SJG/BGM/460

8th November, 1967.

To: Dr. Griffith, Mr. Laporte, Herr Sottorf, Mr. Preston, Dr. Felton.

I now have a copy of the Bell/Laing patent and I am sending you a copy together with a copy letter from Mr. Jones, their agent.

I think we have established a very good relationship with Mr. Jones and I am quite sure we could reach an agreement to have some degree of exclusivity with respect to this patent if we wished. You will remember that we have already a patent for putting a hole down the middle of a cigarette, in other words for producing something similar to the Bell/Laing cigarette. The demonstrations I have seen of the Bell/Laing cigarette are not at all impressive but nevertheless it might be worthwhile testing this proposal. I said initially that we would be willing to test it, that is to put into it a fairly considerable development effort, only if we had some degree of exclusivity. I have also made it quite clear that we would not be prepared to pay any considerable sum of money.

I should be grateful if you would let me have your views on whether you think you would like to see us testing this and if so what sort of figure would you suggest would be appropriate in securing exclusivity during the development period at least for your territory.

I should be most grateful if you could reply very quickly so that I am not obliged to keep Mr. Jones waiting any longer than necessary.

With kind regards,

Yours sincerely,

C. J. GREEN.

Encl:

100457474