



Circular No. 146

BRITISH-AMERICAN TOBACCO COMPANY LTD

A member of the B&W Tobacco Group

Public Affairs Department

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MJD/CT

22nd May 1987

To all Ho Is

This confirms the telex/fax message
despatched on 22nd May 1987

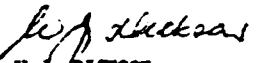
I enclose a copy of a letter which the Chairman has today sent tendering our resignation from INFOTAB.

The letter is self-explanatory and sets out, in some detail, the reasons for our resignation. In addition, there have been a number of unsuccessful attempts during the last three years which are not referred to in the letter to resolve competitive differences that have affected relationships within INFOTAB. There have also been a number of examples of local situations where the usual industry co-operation has been sacrificed to one company's desire to secure a competitive benefit.

I would like to make it absolutely clear that our resignation from INFOTAB does not imply any lack of commitment to our tobacco business. It is also our desire to continue actively to defend our products and our freedom to market them.

You will observe from the letter, that there is a three year notice period during which time you will continue to receive the benefits of our membership of INFOTAB and, during this period, we will be developing alternative arrangements to ensure that the information and assistance which you currently receive from INFOTAB continues to remain available from other sources. BATCo's resignation from INFOTAB is not intended to affect your membership of your own National Manufacturing Association or to fetter your freedom to participate in your National Association. The same principle applies to lead companies.

It is possible that there could be reactions to our resignation at a local level within your own National Association and we would be grateful if you could advise Mr. R.L.O. Ely immediately of any such development.


W.J. DICKSON

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Incorporated in London Number 20274 (Company Limited by Guarantee)