

*N-Cannar*

British-American Tobacco MESSAGE T1159

TI PUS104 AT 08:14 ON 16-NOV-83

ZCZC PUS104 160814 BF0282  
MTX  
.TELEX REF -161183-0814



TELMASC MTL  
MONTREAL NOVEMBER 15, 1983

ATTENTION: MR. NICK CANNAR - BRITISH AMERICAN TOBACCO (LONDON)

COPY TO= MR. H. HOTCHKISS - THE CARDWELL MACHINE COMPANY  
RICHMOND, VIRGINIA

DEAR NICK:

FURTHER TO YOURS OF TODAY'S DATE, PLEASE PROCEED WITH THE PROPOSED  
TELEX, CHANGING THE WORDS "DURING THE NEXT FEW DAYS" TO  
"NOVEMBER 28".

THE TELEX WOULD THEN READ AS FOLLOWS=

"WE HAVE BEEN CONTACTED BY IMASCO, OUR ASSOCIATED COMPANY IN  
CANADA, WHO OWN CERTAIN PATENTS IN NORTH AMERICA RELATING TO CIG  
MACHINERY/PROCESSES. IMASCO HAS LICENSED THESE PATENTS TO CARDWELL.

I KNOW THAT MR. HOTCHKISS OF CARDWELL IS VISITING YOU NOVEMBER 28  
TO DISCUSS THE QUESTION OF YOUR CONSTRUCTING A NUMBER OF MACHINES  
IN THE ARGENTINE. THESE ARE MACHINES WITH RESPECT TO WHICH IMASCO  
HOLDS THE PATENT RIGHTS IN NORTH AMERICA AND IMASCO IS CONCERNED  
TO ENSURE THAT ITS INDUSTRIAL PROPERTY RIGHTS ARE ADEQUATELY  
SAFEGUARDED IN THE ARGENTINE. WE WOULD BE GRATEFUL SHOULD YOU  
DECIDE TO PROCEED WITH CARDWELL IF YOU COULD LIAISE WITH MR.

HOTCHKISS AND ROGER ACKMAN OF IMASCO IN CANADA WITH RESPECT TO  
PROTECTING IMASCO'S POSITION IN YOUR COUNTRY. PRESUMABLY THIS  
WOULD INVOLVE IMASCO FILING FOR PATENTS OR VALIDATION PATENTS IN  
THE ARGENTINE OR PERHAPS IT IS SIMPLY A QUESTION OF ENSURING THAT  
THE CONFIDENTIALITY OF ANY KNOW-HOW, ETC., IS MAINTAINED.

MANY THANKS FOR YOUR ASSISTANCE.

\*\* END OF 1 \*\*

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\*\* 2 \*\*

I HAVE ADVISED CARDWELL THAT YOU WILL SEND TELEX. THANKS AGAIN  
FOR YOUR ADVICE AND ASSISTANCE.

REGARDS,

ROGER S. ACKMAN  
IMASCO LIMITED - MONTREAL

NNNN

END OF MESSAGE T1159      TI PUS104 AT 08:15 ON 16-NOV-83  
\*\* MESSAGE ENDS \*\* MESSAGE ENDS \*\* MESSAGE ENDS \*\* MESSAGE ENDS \*\* MESSAGE ENDS :

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