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To: LGREHER --VUS0212A Leslie Greher  
cc: JWKIM --VAU0002A JONG WOO KIM

Date and time 11/22/93 18:04:09

MHULIT --VAU0002A Mark G. Hulit

From:  
Subject: PARLIAMENT TAR REDUCTIONS & PACKAGING CHANGES

To: Leslie Greher

Fm: Mark Hulit

Subject: Parliament Tar Reductions & Packaging Changes

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Leslie,

Upon receiving your notes and info on above, I circulated some memos to the various markets to gain feedback.

Basically, for those who have the KS Lights Box (Korea)-- They like the packaging changes to RCB. For a few other markets who have KS FF Box, they think the RCB would also be fine, and would be happy to adopt it when Japan decides to do so.

For the tar reductions --- I have gotten different feedback, and hence I'm still trying to sort this out. For example, Joe doesn't want to lower T&N for PRC and Taiwan. Korea does. ADF wants some stocks to follow Taiwan/PRC and some to follow Japan. The short of it is that I still need to work out a detailed answer for you to determine feasibility -- as it all a bit complicated at this point. No action required at this point from your side, please hang on another week or so.

Interim Questions for Korea:

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Realizing I haven't sorted out the Regional game plan yet, PM - Korea has asked me a few interim questions in preparation of a meeting with PLB later this week, and so I said I would contact you.

1. When would the 100's Lights FTB move down from 9mg to 6mg. They are trying to gauge when the new product might be available. (e.g. Orders after February, March, etc.)
2. What could be the tentative timing for Korea to receive the KS Lights RCB? Ideally they would like production early February, with early March arrival.
3. What is the approximate packaging inventory for Korea's KS Lights Box (in equivalent sticks)? Obviously they are trying to gauge when would be the most appropriate time to change-over, if there is a big inventory. Given that it would be a change-over following Japan --- would PMK be responsible for packaging write-off costs? If so, what would be approximate value of the quantity in inventory?

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4. Same questions per #3 for 100's Lights Box. While the change-over to RCB for 100's is tentative and not likely until year-end 1994 (if they go ahead) Korea was interested to know if they had approximately 1 year's inventory of packaging materials, 2, 3, etc.

Re your answers-- # 1 and 2 are what PMK would like to have answers to more immediately. Wednesday their time would be great, and I think these will be more easily attained. I know #3 and #4 will take a little longer to find out. This is no problem.

Given I'm on the road this week, could you be kind enough to revert answers to Jongwoo Kim (profs: JWKIM) in Korea directly so I don't delay a response to PMK.

Many, many thanks.

Best regards,  
Mark Hulit

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