

OCT 26 1992

R. J. REYNOLDS TOBACCO INTERNATIONAL - TOKYO, JAPAN

DATE: October 26, 1992
TO: Bascom Harrison
FROM: Konosuke Sakane
SUBJECT: New TIOJ Policy - Shipment Forecast (WS-356)

I attach a provisional shipment forecast for FY 1993, broken down by months and brandstyles.

As we discussed, the Tobacco Institute of Japan will change its methodology and policy for Tar/Nicotine verification effective April 1, 1993. R&D is working to establish T/N values of each brandstyle using the new method and, subject to outcome, we may need to modify T/N pack listings on some brandstyles.

The attached shipment forecast should therefore serve as a guideline for materials inventory control in the meantime so that we will be able to minimize the lead time required for changeover of wrapper/box materials once appropriate pack listings are determined.

Please also keep in mind that the forecast has been prepared for this specific use and may not be valid for other purposes.

Regards,

Konosuke Sakane

KOS/yu

Attach.

cc: (w/o attach.)
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VIA ELECTRONIC MAIL

51296 5607

JAPAN

October 28, 1992

ALL PRODUCT SOURCED FROM W-S

CURRENT PRODUCTION ITEMS

| | | PACK | MSS | TIOJ | FTC |
|--------------------------------|---------|------|------|------|-----|
| BRAND | | T&N | T&N | T&N | T&N |
| CAMEL FILTER CHARCOAL 84 CPB | 2000737 | 13.0 | 13.3 | | |
| | | 1.1 | 1.05 | | |
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| CAMEL FILTER 85 REG | 2000491 | 13.0 | 13.0 | | |
| | | 1.1 | 0.90 | | |
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| CAMEL LIGHT CHARCOAL 84 CPB | 2000314 | 9.0 | 9.0 | | |
| | | 0.7 | 0.75 | | |
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| CAMEL MILD CHARCOAL 85 CPB | 2000821 | 11.0 | 11.0 | | |
| | | 0.8 | 0.85 | | |
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| CAMEL MILD CHARCOAL 85 REG | 2000495 | 11.0 | 11.0 | | |
| | | 0.8 | 0.85 | | |
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| ISLANDS LIGHTS CHARCOAL 85 REG | 2000209 | 9.0 | 9.0 | | |
| | | 0.7 | 0.65 | | |
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| ISLANDS SUPER LIGHTS 85 REG | 2000266 | 8.0 | 8.0 | | |
| | | 0.7 | 0.75 | | |
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| SALEM LIGHT 84 MEN CPB | 2000531 | 9.0 | 8.9 | | |
| | | 0.7 | 0.70 | | |
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ALL PRODUCT SOURCED FROM W-S

| BRAND | | PACK T&N | MSS T&N | TIOJ T&N | FTC T&N |
|-------------------------------|---------|-------------|--------------|-------------|------------|
| SALEM LIGHT 85 MEN | 2000217 | 8.0 0.7 | 8.8 0.65 | | |
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| SALEM LIGHTS 88 MEN CPB | 2000670 | 11.0 0.8 | 11.0 0.90 | | |
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| SALEM SLIM LTS 100 MEN CPB | 2000766 | 7.0 0.60 | 6.5 0.55 | | |
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| SALEM TRIM LIGHTS 100 MEN CPB | 2000863 | 9.0 0.8 | 9.3 0.80 | | |
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| SALEM 84 MEN CPB | 2000707 | 13.0 1.0 | 13.0 0.95 | | |
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| SALEM 85 MEN | 2000483 | 13.0 1.0 | 12.8 0.90 | | |
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| VANTAGE (CHARCOAL) 84 REG CPB | 2000486 | 9.0 0.7 | 9.4 0.70 | | |
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| VANTAGE (CHARCOAL) 85 REG | 2000341 | 9.0 0.7 | 9.4 0.70 | | |
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Source: <https://www.industrydocuments.ucsf.edu/docs/jlgh0065>

~~October~~ 26, 1992

ALL PRODUCT SOURCED FROM W-S

CURRENT PRODUCTION ITEMS

| | | PACK | MSS | TIOJ | FTC |
|-----------------------------------|---------|------|------|----------|----------|
| BRAND | | T&N | T&N | T&N | T&N |
| VANTAGE LIGHT CHARCOAL 90 REG CPB | 2000728 | 8.0 | 7.5 | | |
| | | 0.70 | 0.70 | | |
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| WINSTON 84 REG CPB | 2000258 | 15.0 | 15.0 | | |
| | | 1.2 | 1.05 | | |
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| WINSTON 85 REG | 2000154 | 15.0 | 14.4 | | |
| | | 1.2 | 1.10 | | |
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| YSL 100 MEN CPB | 2000643 | 10.0 | 9.5 | | |
| | | 0.8 | 0.75 | | |
| MA-2399-AA | | | | 7.5/0.58 | 9.0/0.68 |
| MA-2399-AB | | | | 7.4/0.58 | 8.8/0.67 |
| MA-2399-AC | | | | 7.6/0.59 | 9.4/0.73 |
| | | | | | |
| YSL 100 REG CPB | 2000690 | 10.0 | 9.0 | | |
| | | 0.8 | 0.75 | | |
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