

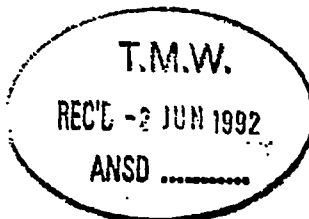
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BRITISH-AMERICAN TOBACCO COMPANY LIMITED

2nd June 1992

Mr. P. Jullian,
Empresas CCT SA
Casilla 267-V
Correo 21
Santiago
CHILE



Just a note to say many thanks for all the arrangements last week. It is not easy and the smooth routines worked out belie the complexity of getting everything right. Many thanks.

Whilst not wanting to continue our "written dialogue" following on from earlier visits, the attached notes should serve as a reminder on the topics raised in discussion. I must mention the "Business Team" concept from Chiletobacos - this really is a first class approach (in my modest view).

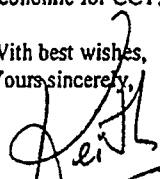
For the "Conference Day" Tim will be producing some notes.

Many thanks for the shortened monthly report of April - can you please now introduce the "forward look", noting how we are responding to current situations, e.g. action plans, etc.

In outline I would be intending to have a three or four day visit towards the end of the year or early next, say, December or mid-late February. Would you let me know what would be more convenient. Also if Jimmi and I visit Argentina in the interim, would be sensible for us to pass through Santiago "on the way home". Will advise you on that one as soon as I know.

Incidentally, (for winter) thought the hotel was very fine - but not so sure it was any more economic for CCT!!

With best wishes,
Yours sincerely,


KEITH S. DUNT

P.S. Have by yesterday's p.m. mail received your OF&SP papers.

c.c. Mr. T. M. Wilson
Mr. D. J. Etchells

REGD OFFICE MILLBANK KNOWLE GREEN STAINES TW18 1DY FAX 0784 455 000 TELEX 27384/5 BATTOB G
TELEPHONE 0784 460 400

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