

COPY/JME

From:- IMPERIAL TOBACCO COMPANY OF CANADA, LTD.
MONTREAL.

W. J. L. Cope, Esq.,
British-American Tobacco Co.,
Westminster House,
7, Millbank,
LONDON, S.W.1.

April 26, 1955.

Dear Leslie:

In reply to paragraph 4 of your letter of March 17th, we have been endeavouring to find a good answer to your question as to what is the best solution to getting a machine to you for trial purposes.

We have satisfied ourselves that the machine we have built suits our requirements very well. We have established that the principle is sound and believe that the same machine might be arranged to handle eight (8) cases at a time by using smaller probes and connecting them in pairs by means of a "T" connection to each of the four connections normally used for hogsheads.

We have conditioned cases in our test unit quite successfully but no longer have it available for test purposes, as the fan was used in the final machine now in production in Hamilton. For our part, we would like to build a machine for you and operate it long enough to ensure that it would work satisfactorily on your applications because there may be some potential snags which will have to be overcome for your application. One is that the tobacco temperature appears to be somewhat critical when using the probe method. This method may have to be modified if the temperature of your cases is below this critical temperature.

We have always made a practice of storing hogsheads of tobacco in the factory at room temperature for a period of two days or more before processing it in the Guardite or Thermovactor. In the winter months this is necessary to prevent or reduce cold spots. This procedure is also required for the C.T.C.M. but for an additional reason. Tobacco which is about 40° or lower will be damaged as the probe is inserted. Aside from the damage, the highly compressed fragments around the pipe seem to form a difficult barrier through which the air must pass and conditioning is much more difficult.

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From:- IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED, Montreal.

April 26, 1955.

During tests here in February and early March, we processed some tobacco directly from the warehouse and noted this fact but were not too concerned because we had had temperatures as low as twenty degrees below zero in the preceding weeks. Two days in the factory according to our normal procedure, however, seemed to be sufficient to prevent the breakage mentioned.

The fact that this might be a snag for you reared its ugly head only last week when I met George Hilgartner at Hamilton, accompanied by Messrs. Wimbish, Severance, Smith and Jay. They came up here again to see the machine in actual operation. The demonstration went fine until we tried some tobacco directly from the warehouse. This tobacco was probably between 40° and 45°F and we did an outstandingly poor job of conditioning it. Inserting the probe caused breakage around it and large cold spots were found in each of the three hogsheds we tried.

We know that we don't get this breakage or cold spots at, say 60°F and are now taking steps to find what this critical temperature is. I recall that, when we visited the Stanley Dock Warehouse at Liverpool, the temperature in it stayed within the limits of 45 and 55°F all year around. If the critical temperature turns out to be within these limits, you may have to store a short time in a heated building or some other procedure may be needed to preheat the centre core prior to inserting the probe. Possibly a different system may be needed for forcing the conditioned air through the cases. We have experimented with several other methods with varying degrees of success but the most efficient was always found to be the probe method.

To summarize, we believe we have established a principle which has great potential in the tobacco industry. There may yet be "bugs" to iron out before it finds universal application. Whereas we would like to build a machine for you and eliminate these "bugs", it would cost you more if it were made here instead of England and would necessitate dollars. Since neither you nor ourselves are in the machinery manufacturing business, perhaps the best move would be to call in a machinery manufacturer at this stage and have him build a machine for you

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From:- IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED, Montreal.

April 26, 1955.

We would suggest the Legg people in England since they are familiar with the conditioning of tobacco and I think would be very interested in manufacturing this machine. If you are agreeable we could, no doubt, have a representative from Legg visit Canada, see the machine in operation, and discuss the manufacturing requirements. We would supply them with drawings of the machine we have built, give them access to all our test data, calculations and costs. We have done a great deal of work on this idea and it is impossible to convey it all by letters and drawings. With this information, Legg would be in a good position to build this equipment for you and your associates.

As to the patent situation, our patent attorneys have conducted a search, have seen the machine in operation and believe that adequate protection can be obtained. Preparation of patent applications is now in process. Once these are filed in the various countries, we should have sufficient protection to allow manufacturing by an outside company.

I am enclosing some photographs of the machine and press, which I think convey the general arrangement quite well. Since we do not have complete patent protection as yet, we would ask you to treat them as confidential for the time being.

I am sorry this letter must be so long, but could think of no shorter way of conveying our thoughts on this matter. We would appreciate very much your comments and suggestions as to the next move.

With kind regards,

Yours sincerely,

SgndLorne.

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Encl.

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