

(PHILIP MORRIS INCORPORATED)
INTER-OFFICE CORRESPONDENCE
RICHMOND, VIRGINIA

File
Refer.

To: . Dr. H. Wakeham
Date: September 24, 1963
From: . R. B. Seligman
Subject: . Meeting with Mr. A. Q. Johnston and Mr. G. R. Samuel of C. H. Dexter & Sons, Inc.

On September 16, 1963, I met with Allan Johnston and George Samuel of C. H. Dexter, at their request, to discuss the status of carbon paper which Dexter and Philip Morris jointly developed. I discussed the two Saratoga test markets; one with carbon-tow, the other with carbon-paper. Mr. Johnston surmised that carbon-tow might have the edge because of past manufacturing "know-how", especially now that the need for activated carbon was no longer a requirement.

Mr. Johnston was concerned about the future of Dexter carbon-paper with Philip Morris. He wanted to be sure we had enough of a supply for immediate use and wanted Philip Morris to release Dexter as soon as possible after Philip Morris has no interest as Dexter has already been approached for overseas cigarette sales use. I told him we could not tell him anything until after January 1, 1964, and at that time the note Gene Flanagan* sent to Carlisle would be in effect. He was satisfied with this. (See attached note from Allan Johnston which was sent after our meeting.)

/hj

R. B. Seligman

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* Subsequently, I learned Gene Flanagan had not communicated with Carlisle as late as September 19, 1963.