



Group
Research
and Development
Centre

Mr. J.A. Luke.

JAL/JJ

18th November, 1985.

Mr. A.C. Lyall,
Ozonair Engineering Company Limited,
Quarrywood Industrial Estate,
Aylesford,
Maidstone,
Kent ME20 7NB.

Dear Mr. Lyall,

Paper Tubes.

Thank you for your letter of 8th November, 1985.

In order to find some basis for helping you further, our thoughts are sent out below for your consideration.

1. Overlap sealing

This method was demonstrated to you. It is widely used and not subject to patent protection.

We are able to release the soon to be disposed of Molins machine bed together with the parts necessary to make it fully operational. Probable cost of all parts, less than £3,000.

Re-build and commissioning will take approximately 2 - 3 weeks. This work cannot be undertaken here for the reasons explained. You are aware that one of our technicians with the appropriate skills is to retire at the end of December. Perhaps he would be interested in carrying out the work for you on a short term contract?

2. Butt sealing

Our method is described in British Patent 1,311,437 (copy attached). Similar patents protect its use in Australia, Belgium, Canada, Finland, Germany, Holland, South Africa, Switzerland. Generally these have 7 - 8 years to run before lapse.

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Mr. A.C. Lyall,
Ozonair Engineering Company Limited,
Maidstone,
Kent.

18th November, 1985.

We are willing to grant you an exclusive licence to operate the process in any of the above countries either through a once-and-for-all payment or on a royalty basis. Figures need to be discussed over the table.

So that there are no misunderstandings, may I stress that no longer do we have a working prototype of the process. However, the drawings and files are in existence and much of the know-how is available. The process was built on the actual machine discussed in (1) above. Again, the gentleman mentioned above could be a possible route to reconstructing the process as he was partially involved in our own development. As parts manufacture is involved you are looking at 2 - 3 months work to produce an operational prototype. Certainly you could anticipate the manufacture of tubes by either method on the one machine using suitable change parts.

May I suggest a further meeting here at Southampton when you have considered these points.

Yours sincerely,

J.A. LUKE

cc. Dr. R. Binns.
Mr. K.J.M. MacLean.

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