

Dear Member:

With this letter I am sending you three (3) packs of each of two different test cigarettes which I hope you will enjoy testing for me.

- It is important that this test be made only by the person whose name appears on the label above.
- Please read the following instructions before beginning the test.

INSTRUCTIONS FOR TESTING

1. Please do not smoke any other cigarettes while this test is being made.
2. Begin by smoking all 3 packs of the test cigarette marked \_\_\_\_\_ first \_\_\_\_\_ but for no longer than 3 days.
3. After you've smoked all of the \_\_\_\_\_ cigarettes, or at the end of 3 days, whichever comes first, start smoking the cigarettes marked \_\_\_\_\_.
4. About 1 week from the time you receive these cigarettes we will telephone you to get your reactions to them.

That's all there is to it! I hope you can start this test right away as I am most anxious to have your opinions.