

READY TLX
0556 EST
RJR CENT WSL B

25505 GALTØB G

TØ: DENIS DURDEN

YOU MAY RECALL THAT I TØLD YOU THAT I THØUGHT THAT THE/S3,000 MENTIONED IN YOUR SAWP PRØPOSAL FØR THE INDIVIDUAL CØUNTRY REPØRTS SHØULD BE 3,000 PØUNDS STERLING. I HAVE CHECKED WITH RESEARCH INTERNATIONAL AND THEY HAVE CØNFIRMED THAT THAT WAS THE CASE. HØWEVER, I HAVE SPØKEN TØ THEM ABOUT THE CØSTS AND THEY HAVE NØW PUT FØRWARD A REVISED QUØTE WHICH CØMES ØUT, FØR PRØDUCING INDIVIDUAL REPØRTS FØR EACH ØF THE 10 MENTIONED CØUNTRIES, AT 24,000 PØUNDS STERLING. THIS INCLUDES PRØDUCØN ØF 25 CØPIES PRINTED USING NØN-REPRØDUCEABLE INK. THE QUØTE INCLUDES AIR FREIGHTAGE TØ EACH CLIENT CØMPANY. IN VIEW ØF THE URGENCY ØF CØMPLETING THESE REPØRTS FØR THE TRADE ASSØCIATION MEETING IN MAY I HAVE ALREADY TØLD THEM TØ PRØCEED ØN THIS BASIS. I DØ NØT KNØW WHETHER YOU THINK I SHØULD TAKE SØME ØTHER ACTION TØ ØBTAIN APPROVAL FRØM ICØSI MEMBERS.

IN RESPECT ØF THE METRA PRESENTATION AT THE TRADE ASSØCIATION MEETING, IT IS FELT WITHIN GALLAHER THAT THIS PRESENTATION SHØULD BE MADE BY ITL. IF IT IS NØT AGREEABLE FØR MR. TED WØODS TØ DØ IT, THEN THE SUGGESTION IS THAT CØLIN KNØWLES, WHØ IS A MEMBER ØF THE SAWP CØMMITTEE MIGHT MAKE THE PRESENTATION. IN ANY CASE, THE SUGGESTION IS THAT IT MIGHT BE DIPLOMATIC FØR YOU TØ ØBTAIN CLEARANCE FRØM MR. D. VØN SPECHT, ØF THE EEC CØNSUMERISM WØRKING PARTY, AS HIS CØMMITTEE ØRIGINALLY CØMMISSIØNED THIS STUDY.

KIND REGARDS

DØN NEEDHAM

.....

RJR CENT WSL B

25505 GALTØB G

2.3.79

10.59

PM

L
VIA ITT

BYE 06:00 EST 02-30-79

50209 0824