



CNS RESEARCH
Cambridge NeuroScience Research, Inc.

To: DVA

February 13, 1988

Do you - ?

Henry

Mr. Gerald H. Long
Senior Executive Vice-President
RJR Nabisco Inc.
300 Galleria Parkway
Atlanta, GA 30339

Dear Mr. Long:

Japan Tobacco Corporation has recently announced the formation of a joint venture with Yoshitomi, a leading Japanese pharmaceutical company, and the construction of a \$70 million pharmaceutical research institute (see attached). It appears that the aim is to develop drugs derived from biologically active components of tobacco.

Our company, CNS Research, possesses the capability to conduct precisely this type of research. CNS Research was established in 1986 to apply state-of-the-art techniques in molecular biology and receptor pharmacology to the development of novel drugs for treating neurological disorders. As the enclosed brochure indicates; we have been fortunate in attracting some of the best minds in the neuroscience field to serve as scientific advisors, consultants, and staff. Research is conducted in our new laboratory complex located in Cambridge, Massachusetts. Finally, we have a particular expertise in isolating lead compounds from natural products.

Tobacco represents a potentially rich, untapped source of CNS drug candidates. We would like to explore the possibility of collaborating with RJR Nabisco in this endeavor. If the idea is appealing to you, I would be happy to arrange a visit to discuss this further with the appropriate individuals.

I will call your office in two weeks to follow-up on this matter. Thank you for your consideration.

Sincerely,

Mark Lampert
Business Development Manager

Enclosures

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