

LIGGETT & MYERS TOBACCO CO.

DURHAM, N. C. 27702

December 7, 1966

Mr. Frederick P. Haas
General Counsel
Liggett and Myers Tobacco Co.
630 Fifth Avenue
New York, New York 10020

Dear Fred:

I received this morning your memo summarizing the testimonial witnesses before the Federal Trade Commission on November 30. All in all it appears that our position received rather good support.

I feel obliged to point out one small error in your memo, however, and this concerns the presentation of Dr. Hobbs. You indicate that his point of subtracting the weight of nicotine from the weight of "tar" was a deviation from the position taken by the five companies; however, it was not. In the printed material submitted to the Federal Trade Commission entitled "Technical Data and Recommendations", the first full sentence on the top of page 19 says: "We also recommend that the nicotine values should be subtracted from the dry particulate matter so as to avoid the double reporting of the nicotine." You are quite right that the five directors did not think this was an important matter; however, it was one of the points which was made in our presentation.

Yours truly,

RESEARCH DEPARTMENT

Bill

William W. Bates, Jr.
Director

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