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Title : "rdbatch20024" to "0988.61075-TOBACCO"
Originator : rdbatch
Addressee : 0988.61075-T054000

----- Begin telex 10519 -----

61075 TOBACCO LG
R57101 SATUKE B

S-MESSAGE TIMED AT: NOV 9 15:36
REF: 10519

ATTENTION JOSEPH RUSEZERA BAT UGANDA KAMPALA UGANDA
FROM DR G R JENKINS AND MRS D PICKETT BATED BTC SOUTHAMPTON
ENGLAND

HAVE TRIED TO FAX THIS TO ZIMBA AND KAMPALA SO HAVE
HAD TO REBORT TO TELEX

THANK YOU FOR YOUR LETTER DATED 8TH NOVEMBER 1991

THE MENTHOL SOLUTIONS SENT TO YOU EARLIER THIS YEAR
WERE MADE WITH NATURAL BRAZILIAN MENTHOL CRYSTALS
(BRASLEY BRAND). ALTHOUGH WE CONSIDER THIS A GOOD
TYPE OF MENTHOL, WE HAVE FOUND THAT A 70:30 MIXTURE
OF NATURAL MENTHOL AND SYNTHETIC MENTHOL FROM A
COMPANY CALLED HAARMAN + REIMER ALSO GIVES GOOD
RESULTS AND HAS BEEN PREFERRED BY US IN OTHER MENTHOL
DEVELOPMENTS.

WE WOULD NORMALLY RECOMMEND THAT YOU CONSUMER TEST THE
PRODUCTS MADE WITH THE DIFFERENT MENTHOLS, TO DETERMINE
WHETHER THERE IS A SIGNIFICANT PREFERENCE BY THE
CONSUMER. HOWEVER, AS YOU WOULD LIKE TO PROGRESS THIS
PROJECT RAPIDLY, THIS MAY NOT BE POSSIBLE.

AS YOU WILL APPRECIATE, THESE MATERIALS ARE BOTH
SOLIDS: IT IS THEREFORE NOT POSSIBLE TO MIX THEM
TOGETHER THOROUGHLY TO ENSURE THAT A HOMOGENEOUS
MIXTURE IS PRODUCED. WE SUGGEST YOU CONSIDER THE
FOLLOWING OPTIONS:

1. ☒ COULD YOU PURCHASE BOTH MENTHOLS SEPARATELY
VIA PURCHASING DEPARTMENT IN WORKING AND MAKE
YOUR MENTHOL SOLUTION USING THE APPROPRIATE
AMOUNTS OF EACH MENTHOL BY DISSOLVING THEM IN
ETHANOL OR A MIXTURE OF ETHANOL AND PROPYLENE
GLYCOL.
2. WE COULD MAKE A CONCENTRATED SOLUTION HERE OF
THESE TWO MENTHOLS AND SHIP THEM TO YOU. IF YOU
DECIDE ON USING ONLY THE NATURAL BRAZILIAN

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MENTHOL, WE CAN ALSO MAKE A CONCENTRATED
SOLUTION HERE FOR YOU, WHICH YOU COULD THEN
APPLY BY JOG.

THIS WOULD SAVE YOU THE PROBLEM OF HAVING TO
DISSOLVE THE MENTHOL IN THE SOLVENT(S) - NOT
A VERY PLEASANT JOE AS THE MENTHOL TENDS TO
GET INTO THE ATMOSPHERE.

PLEASE LET US KNOW WHICH OPTION YOU PREFER, WE WILL THEN
ADVISE YOU ON THE CORRECT WAY TO PROCEED AND APPLICATION
RATES.

IN A SEPARATE LETTER WE WILL FAX YOU THE CODENAMES FOR THE
FOLLOWING MATERIALS.

1. MENTHOL CRYSTALS BRAZILIAN (NATURAL) BRASLEY BRAND
2. L-MENTHOL SYNTHETIC (PELLETS) 620009 FROM
HAARMAN + REIMER

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MENTHOL. WE CAN ALSO MAKE A CONCENTRATED SOLUTION HERE FOR YOU, WHICH YOU COULD THEN APPLY BY DOG.

THIS WOULD SAVE YOU THE PROBLEM OF HAVING TO DISSOLVE THE MENTHOL IN THE SOLVENT(S) - NOT A VERY PLEASANT JOB AS THE MENTHOL TENDS TO GET INTO THE ATMOSPHERE.

PLEASE LET US KNOW WHICH OPTION YOU PREFER. WE WILL THEN ADVISE YOU ON THE CORRECT WAY TO PROCEED AND APPLICATION RATES.

IN A SEPARATE LETTER WE WILL FAX YOU THE CODENAMES FOR THE FOLLOWING MATERIALS.

1. MENTHOL CRYSTALS BRAZILIAN (NATURAL) BRASLEY FRANK
2. L-MENTHOL SYNTHETIC (PELLETS) 820009 FROM HAARMAN + REIMER
3. ETHANOL
4. PROPYLENE GLYCOL

AS FOR THE BLOCKING OF THE NOZZLE, IT IS IMPORTANT THAT YOU USE THE MODIFIED NOZZLE THAT HAS AN AIR STREAM FLOWING OVER THE LIQUID JET (IN OTHER WORDS, CONCENTRIC LIQUID AND AIR NOZZLES) TO PREVENT BUILD-UP OF MENTHOL CRYSTALS ON THE JET.

IF YOU DO NOT HAVE THE DETAILS OF THE CORRECT NOZZLE, WE CAN SUPPLY THEM. I THINK THAT BASIL WILL HAVE ALREADY SORTED THIS OUT? IF NOT PLEASE LET US KNOW

WE LOOK FORWARD TO HEARING YOUR COMMENTS

REGARDS

CHRIS JENKINS AND DIANA PICKETT

8TH NOVEMBER 1991

857101 BATURE G
61075 TOBACCO UG

----- End 10519 -----

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