



Golden Lights

Golden Lights Championship May 26-June 1, 1980 Wykagyl Country Chip 1195 North Avenue New Rochelle, New York 10804 (914) 636-6900

May 6, 1980

Mr. Brian Donnelly President and Publisher Gannett Westchester Newspapers I Gannett Drive White Plains, NY 10605

Dear Brian:

We would like to invite you and Gannett Westchester Newspapers to participate in the 1980 \$125,000 Golden Lights Championship L.P.G.A. to be held May 26 - June 1 at Wykagyl Country Club in New Rochelle, New York.

As you may know, the charitable proceeds from this year's Lournament will go to the Boys Clubs of Westchester.

The contribution for your special sponsorship is \$4,000 and includes: ad space identification on the practice pitching green, two Pro-Am packages, two preferred parking passes, four Golden Clubhouse Badges, recognition in the official: tournament program. Further, we will accommodate any season ticket requests you may have up to a total of twenty (20).

We sincerely appreciate Gannett Westchester Newspapers support of the Golden Lights Championship and look forward to your participating in this year's tournament.

Best regards,

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D.F.S OFFICE MEMO

TO -

George Dean

DATE 6/26/69

FROM

George Shaver

SUBJECT

Preliminary Thinking on Smoking Tobacco

I. Background

Sometimes the first thoughts and reactions one has to a new assignment, before being beaten back by all the grim facts and client taboos, are surprisingly valid (or at least stimulating). Also, we have the equity of "fresh minds" right now, which we will never have again. We should be able to generate more leverage now than at any time in the future against the mind sets that have built up in the Company over the years on smoking tobacco.

Here are some initial ideas I have, which since they are not fully thought through, might better be termed hypotheses or questions. I'd be interested in your reaction, and the reaction of those carboned:

II. The Smoking Tobacco Industry Situation

All of the tobacco companies are looking for opportunities to diversify, for obvious reasons. However, almost by definition every non-tobacco enterprise they get involved in cannot produce the profits to which they have become accustomed. Jim Hind tells us that Reynolds' smoking and chewing tobacco produces more profit (I assume he means percentagewise, rather than gross) than all their food and beverage company acquisitions combined. Yet, one gets the feeling that the Company thinks of smoking tobacco as a sort of corporate weak sister. On the contrary, I think the Company should regard smoking tobacco as its greatest growth and profit opportunity and be prepared to invest in it accordingly, at least on a test basis.

The problem with pipe smoking is certainly not in the area of ultimate satisfaction. Even a frantic pipe smoker like myself will attest to the fact that in its own way it provides as much as or more satisfaction than cigarette smoking. The problem with pipe smoking is 1) in the learning, 2) in the fact that smoking tobaccos are a parasite product, being dependent on pipes and pipe quality to produce satisfaction. This is not a brand or competitive problem, but rather an institutional and industry problem.

In order for any dramatic change to take place in the volume of pipe smoking in this country, it seems to me a major educational job will have to be undertaken with the public on the "How To", and the very real pleasures of pipe smoking, of course avoiding like the plague any knocks at or even reference to cigarette smoking.

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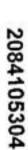
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VON:

T. Mankart

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AN:

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Frau Dr. Stamminger

ADRESSE:

New England Biolabs GmbH

Postfach 2750

65820 Schwalbach/Taunus

Telefax-Original Ablage

Telefax-Nr.:

06196 / 83639

Sehr geehrte Frau Dr. Stamminger,

Wie telefonisch besprochen sende ich Ihnen hiermit meine Angaben zu den Western-Experimenten.

phospho lkB:

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Lotnr. 2

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Mit freundlichen Grüßen

1. Manhart

Dane Beig : 25% 2868

HUNDRED PILOT PLANT

SET-UP SHEET RUN

RUN	SET-UP SHEET	
NO. 84-280 HIGH PRES ***BHPP CHECK OUT RUN with RPOSE: DL-5 WITH 3% AB, 2% PO	th tobacco *****	Wednesday, 04-JAN-89
3% AB, 2% PG, 2% Gly 2	APPLIED TO FILLER @ BHPP	1
LLER ORDERING AND STEM CASING:		
X FEED OV: _ ≈12.5 % TARGET ORDER 10 SOLUTION CONC 11.4 % AB WT PLICATION RATE: _ 151.1 lbs/hr @	PG WT: 18.1 LBS : 30.4 lbs Gly WT: 20.3 LBS H20 WT: 198.0 LBS	78 to 80 °F
(MODEL LISTING 1.25 FUDGE, 0.9 PC	Gfactor, 1.0 Gfactor, 26 %OVtarget BANT LEVEL: 12 % TYPE ABSORE	nopgg)
BACCO LOADING AND DRYING: MATERIAL VESSEL BASKET CONF.	DRY WT AS-IS IGURATION POUNDS POUNDS	DENSITY TARGET OV LBS/FT³ DRYING DRIED TO
DL-5 EXTR SMALL INSER		
150 cpi ABS NO MIDDLE SO FILLER/STEM I		H TO SIX INCH
TRACTION PROCESS TARGETS:		FIXED WT
	140 °F M/M:200 CYCLE T	IME: 5 hrs mins
	O ABS 1: / NO ABS 2:	V
FILL/HEATUP 15 WORKING VESSEL LEVEL: 98-8	EXTRACTI FLOW PATTERN: 11	ON
FLOW PATTERN: 11	RECIRCULATION RATE: 285	lbs/min
RECIRC RATE: 267 lbs/min	002 RECIRCULATION SP: 44,400	<u>lbs</u>
FILL TURNDOWN: 2500 psig	002 VELOCITY: EXTR: 1.8 ft/mi	n ABS: 1.8 ft/min
002 FILL SP: 9850 lbs	FLOW DIRECTION: EXTR: UP /	ABS: UP /
COLD RECOVERY	ΔP CONTROL SP: EXTR: 2.5 PS	sig ABS: 4.0 psig
FLOW PATTERN: 18	ONLINE NICOTINE	MONITOR
RECIRC RATE: lbs/min	START	STOP UI
LOOP TEMP: °F	EXTR EFFLUENT: M/M	1
	ABS EFFLUENT: M/M	M/M N

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