

R. J. REYNOLDS TOBACCO INTERNATIONAL - WINSTON-SALEM, NC

DATE: August 22, 1991
TO: Tom Griscom
FROM: Richard J. Marcotullio
SUBJECT: International ETS Management Committee (IEMC)

file

On August 21 the IEMC held a conference call meeting. A summary of the key discussion points follows:

1. We are close to finalizing decisions for the Japan Spousal Smoking Study. We now have the following commitments:
 - o RJR - \$27,000 of in-kind services; \$20,000 cash contribution
 - o BAT - \$10,000 for 1991; unable to commit yet to an additional \$26,000 for 1992 but will try to come up with something
 - o Reemtsma - \$20,000 total
 - o Imperial Tobacco - \$20,000 total
 - o Rothmans - \$35,500 total, all to be paid in 1991
 - o Philip Morris - \$32,000 in 1991; some additional amount in 1992

I have told Chris Proctor that he should circulate one final budget proposal, fully reflecting the \$27,000 RJR in-kind contribution, and requesting firm commitments from each of the companies. It appears as if we certainly have 1991 covered but that there may be some shortfall for 1992.

2. Each of the companies will one more time go back to CECCM to try to get ETS at the EC placed on CECCM's priority list. Since Gallaher (subsidiary of American Brands) might not be able to participate, we agreed that if for some reason CECCM cannot take on the project then a smaller group of companies will find a way of addressing the issue, perhaps utilizing outside resources. The first priority is to do a good risk analysis so that an anticipatory plan of action can then be developed.
3. After conversations with Wally Hayes and Charlie Green I advised the group that it was no longer possible for RJR to host an ETS research meeting in Winston-Salem in the foreseeable future. I mentioned that other workload priorities had intervened.

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4. Shook, Hardy & Bacon has prepared an ETS briefing book, a copy of which has already been sent to you. All the companies generally thought the material was well prepared. While we do not want to invite detailed comments, each of the companies has been asked to provide any major comments that they might have to Matt Winokur by September 1. Tom, unless you do not feel we need to do so, would you please arrange for the appropriate internal review in RJR, keeping in mind that we could always find different ways of stating certain issues but that if this paper overall is acceptable, let's try and move it along. Since the paper was originally prepared as the annual ETS update for INFOTAB, none of the IEMC companies will be charged any additional assessment.

The IEMC also agreed with a proposal from John Rupp (attached) to produce a shorter, public affairs-oriented series of "claim specific" papers. Total commitment is \$15,000 to be split equally by the five IEMC member companies. C&B will be asked to prepare and circulate one or two examples before proceeding with the full project.

5. We had a lengthy discussion on the ICAO airline smoking ban proposals. Additional materials are attached. Please note in particular the Rothmans draft paper and the request for comments. Philip Morris should be in a position to get some political insight into how ICAO works and what arguments might be best received. We also discussed whether we should try to address the issue at national level or try to defer national decisions to the ICAO. Currently there is an awful lot of paper being accumulated on the ICAO and that is perhaps blurring the focus somewhat. We all agreed that we needed to have better intelligence as to what was actually taking place since we have already discovered several instances where the appropriate aviation representatives in several countries have not even been aware of the "Smoke-Free Skies" initiative in ICAO and thought it was ridiculous. Each of the IEMC companies has been keeping its affiliates around the world informed of what's going on and providing related materials. It is too early to say there is a coordinated industry action plan.
6. Due to travel schedules, the next IEMC meeting will again be a conference call meeting, set for 9:00 a.m. on September 27.

Rich

Richard J. Marcoullio

cc: Betsy Annese
Wally Hayes
Charlie Green

Attachments

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