

Washington State Association
of Tobacco & Candy Distributors

THE TOBACCO INSTITUTE

1875 I STREET, NORTHWEST
WASHINGTON, DC 20006
202/457-4800 • 800/424-9876

SAMUEL D. CHILCOTE, JR.
President

January 4, 1982

Mr. Gary Olsen
President
Washington State Association of
Tobacco and Candy Distributors
P.O. Box 25711
Seattle, WA 98125

Dear Gary:

This confirms Washington State Association of Tobacco and Candy Distributors is retained to represent the interests of The Tobacco Institute and/or the Tobacco Tax Council in legislative matters during 1982 in the State of Washington.

The scope of responsibilities will be to represent us before the various state level legislative and administrative bodies in your State; to provide counsel to the organization on legislative matters; to attend one national and several state meetings sponsored by the organization; and to provide other services as mutually agreed upon.

In consideration for performing the above described services, WATCD will be paid a fee of \$46,500. This fee represents full payment for all services rendered, and covers office expenses (reproduction, telephone, etc.) and travel expenses within the State of Washington. In addition to the above described fee, we will reimburse on an actual cost basis for travel expenses incurred by you made at our request.

The fee will be paid in quarterly installments on or about January 15, April 15, July 15 and October 15, 1982. Our accounting office will be instructed to make these payments to you automatically. You do not need to submit invoices.

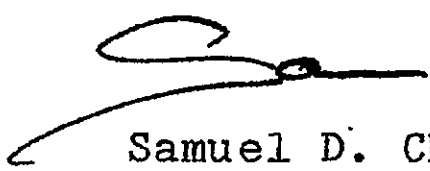
If this agreement meets with your approval, I would appreciate your signing in the space provided below and returning one copy of this letter to me.

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January 4, 1982

We are pleased to have this association with you. We are confident that this relationship will prove to be fruitful and mutually beneficial in accomplishing our common goals.

Sincere best wishes for a happy and most productive New Year.

Sincerely,



Samuel D. Chilcote, Jr.
President

cc: William O'Flaherty
John D. Kelly



Approved

1/11/82
Date

STATE FEB 2 1982

THE TOBACCO INSTITUTE

1875 I STREET, NORTHWEST
WASHINGTON, DC 20006
202/457-4000 • 800-421-0875

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RECEIVED

FEB 9 1982

ACCOUNTING


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Samuel D. Chilcote, Jr.
President

cc: William O'Flaherty
John D. Kelly


Approved *(Rec'd Dir. Assoc.)*

1/29/82
Date

*Signature authorized by
Gary Olsen 1/29/82*