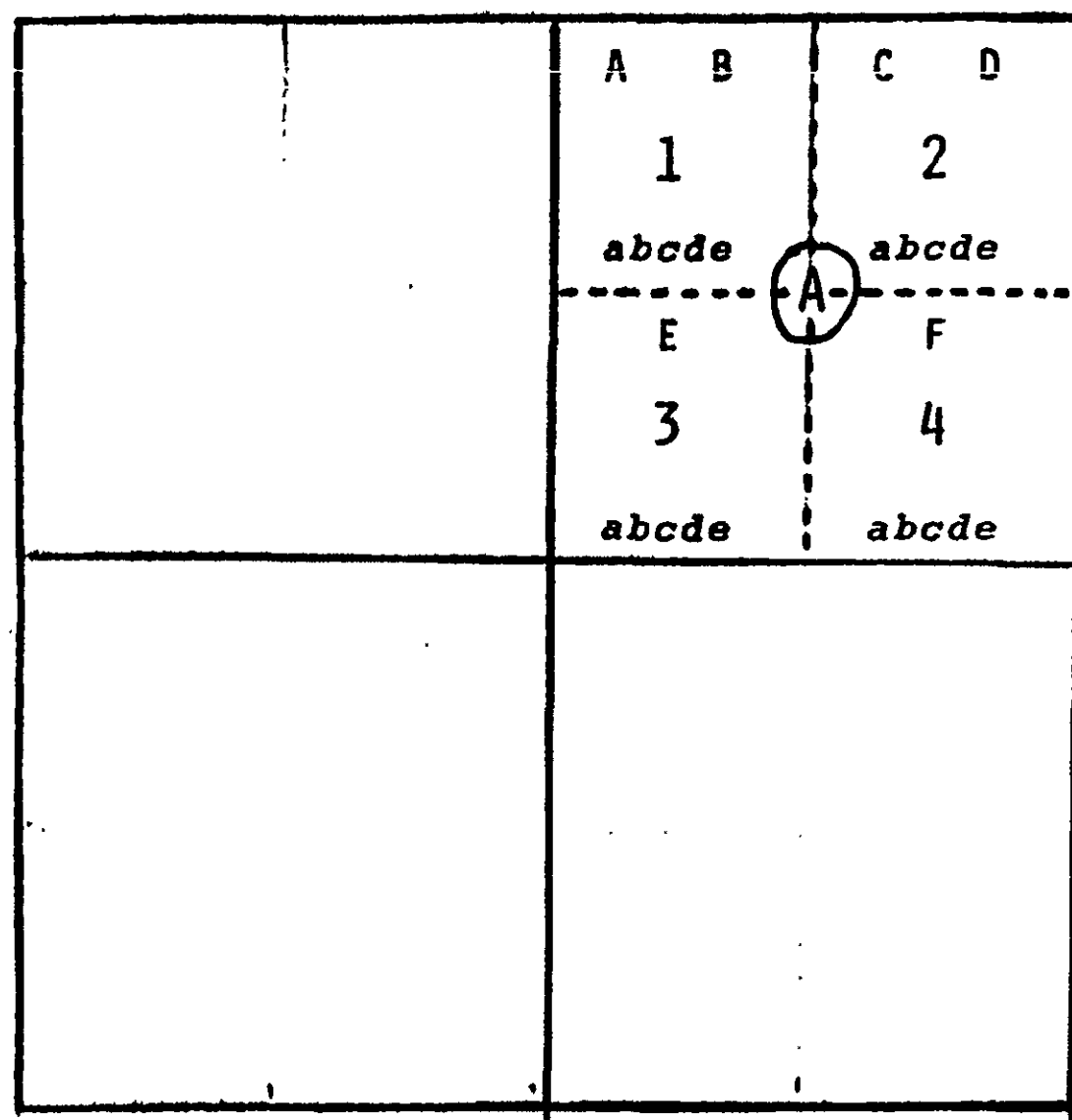


THE TOBACCO INSTITUTE

NORTHERN NEW ENGLAND

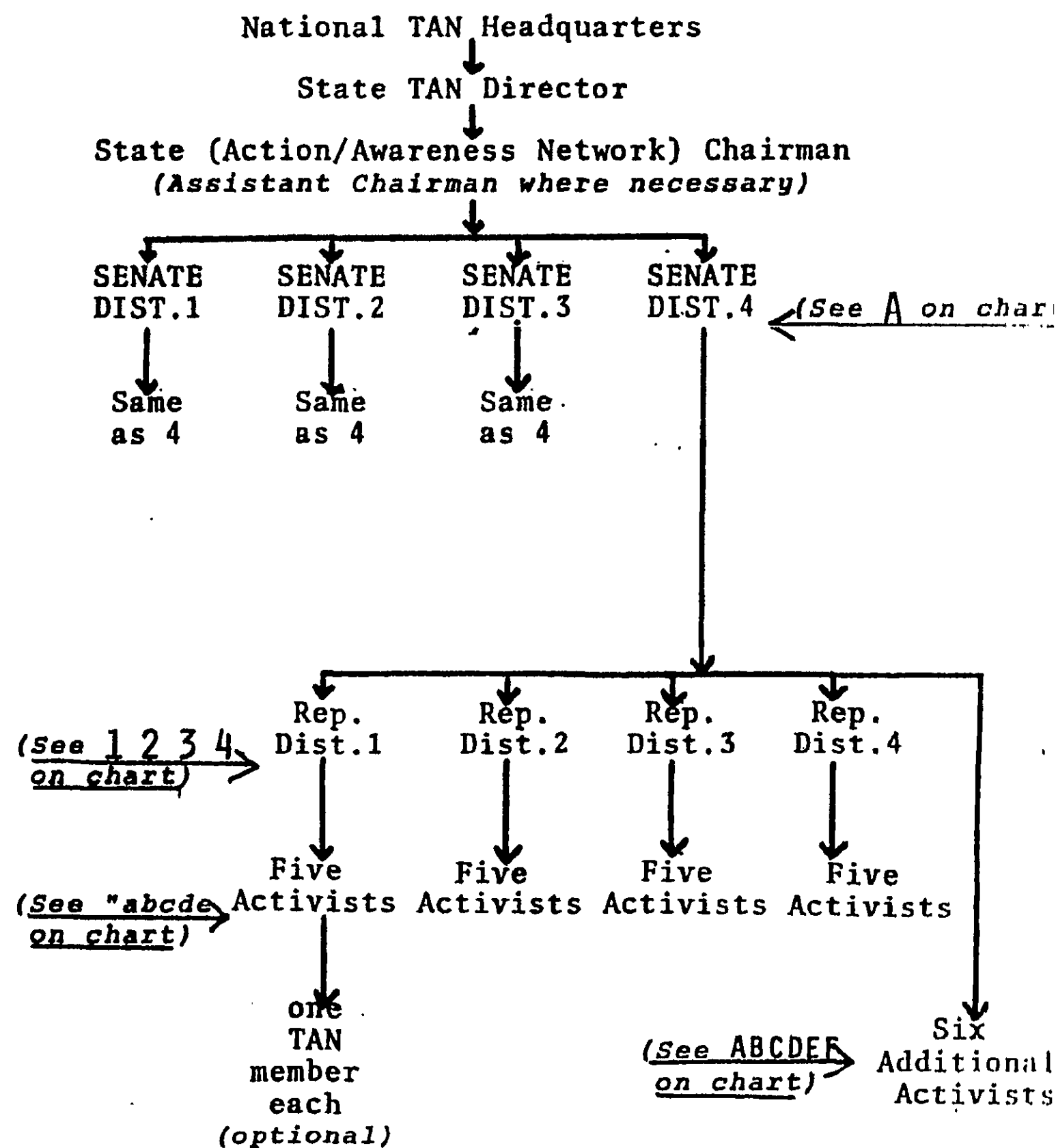
SAMPLE (Action/Awareness Network)

State Organization



Attachment A

Information/Action Flow



TI21471048

"AWARENESS/ACTION NETWORK"

Maine Senate District Chairmen

District

- 1 Robert Orr
Brown & Williamson
15 Joy Street
Springvale, Maine 04083
- 3 Michael Vittorioso
Philip Morris
P.O. Box 315
North Waterboro, Maine 04061
- 4 Jeffrey Heath
Lorillard
P.O. Box 1583
Portland, Maine 04104
- 6 Francis Richards
Philip Morris
52 Underwood Way
South Windham, Maine 04082
- 7 Thomas LaPrino
Philip Morris
Box 451
Gorham, Maine 04038
- 8 Michael King
Philip Morris, U.S.A.
22 Hayden Street
S. Portland, Maine 04106
- 11 William Pollard
Brown & Williamson
North Street RFD 1
Yarmouth, Maine 04096
- 12 Stephen Verzoni
Philip Morris
77 Harvard Street
Auburn, Maine 04210
- 13 Michael McMahon
Lorillard
604 Sabattus Street
Lewiston, Maine 04240

District

- 5 Kevin McEwen
Philip Morris
40 Central Avenue
Waterville, Maine 04901
- 19 Ronald Gotreau
Liggett & Myers
8 Duncan Road
Augusta, Maine 04330
- 22 Alan Downing
Brown & Williamson
Box 402A - RFD 3
Belfast, Maine 04915
- 23 Michael Spaulding
Philip Morris
25 Merryfield Avenue
Waterville, Maine 04901
- 24 Richard Gaudet
R.J. Reynolds
Star Route Box 26
Bucksport, Maine 04416
- 5 Larry Matthews
Philip Morris
342 Birch Street
Bangor, Maine 04401
- 26 Paul Butler
Philip Morris
RFD 1 - Box 162C
Brewer, Maine 04412
- 29 James Melvin
R.J. Reynolds
17 Baring Street
Callais, Maine 04619
- 31 Timothy O'Donnell
Philip Morris
P.O. Box 502
Crouseville, Maine 04738
- 33 Kenneth Harper
Philip Morris
P.O. Box 206
Fullerton Road
Monticello, Maine 04760

"AWARENESS/ACTION NETWORK"

New Hampshire Senate District Chairmen

District

1	Scott LaPierre Philip Morris 5 Cascade Flats Gorham, NH 03581
4	Donald Foudriat Philip Morris RFD 1 - Box 208E Laconia, NH 03246
6	Brian Liberty Philip Morris 31 High Street Rochester, NH 03867
7	Thomas White Brown & Williamson 29 Hillside Drive Box 319 Henniker, NH 03242
8	Christine Brocklebank Philip Morris One Balsam Road Newport, NH 03773
9	Kathy Hoffman RFD 4 - Page Road Litchfield, NH 03051 Liggett & Myers
10	Kenneth Gebhardt Liggett & Myers 447 Park Avenue Keene, NH 03431
11	Darla Quinlan Philip Morris 83 Grove Street Peterborough, NH 03458
5	Michael MacDonald Philip Morris P.O. Box 565 West Lebanon, NH 03784

District

- 12 Richard Oteri
Philip Morris
6 Pinewood Drive
Amherst, NH 03031
- 13 Thomas Hutchinson
Brown & Williamson
440 Amherst Street
Nashua, NH 03060
- 14 Gregory Hull
Philip Morris
17 Haverhill Street
Hudson, NH 03051
- 15 Kenard Ayles, Jr.
Lorillard
Route 4 - Box 65
Concord, NH 03301
- 16 Stephen Tardiff
Philip Morris
108½ River Road
Allenstown, NH 03275
- 17 Norman Gluckert
Philip Morris
- 18 Charmane Delisle
Philip Morris
30 Edna Street
Manchester, NH 03103
- 19 Gary Trombley
Liggett & Myers
RFD 4 - Dustin Avenue
Derry, NH 03038
- 21 William Norton
Liggett & Myers
14 Allen Street
Dover, NH 03820
- 24 Donna Snyder
Liggett & Myers
Colonial Pines Estates
45 Ann Avenue
Portsmouth, NH 03801
- 2 Joseph Vigue
R.J. Reynolds
67 Wood Street
Berlin, NH 03570

"AWARENESS/ACTION NETWORK"

Vermont Senate District Chairmen

Stephen Restelli
R.J. Reynolds
Rural Delivery 2
Plainfield, Vermont 05667
(Senate District ADD)

Alan LeRay
Philip Morris, U.S.A.
317 Prospect Street
Bennington, Vermont 05201
(Senate District BEN)

Beverly Diemer
Philip Morris, U.S.A.
Rocky Ridge
St. Johnsbury, Vermont 05819
(Senate District CAL)

Walter Mumford
Philip Morris, U.S.A.
59 Cayuga Court
Burlington, Vermont 05401
(Senate District CHI)

Gregory Thompson
Philip Morris, U.S.A.
P.O. Box 118
White River Junction, Vermont 05001
(Senate District ORA)

Carol Tolbert
Philip Morris, U.S.A.
P.O. Box 326
Hartford, Vermont 05047
(Senate District WDR)
(Senate District WDM)

Roland Bartlett
Lorillard
West Proctor Road
Center Rutland, Vermont 05763
(Senate District RUT)

SENATE DISTRICT CHAIRMAN

JOB DESCRIPTION

The function of the Senate District Chairman will be to act at the eyes, ears and activator for the industry in his or her assigned state senate district.

The Senate District Chairman will, with the TI Area Director, identify one Representative District Captain in each district assigned to his senate district.

The Senate District Chairman will assist the TI Area Director in maintaining an appropriate enrollment level in the district.

The Senate District Chairman will identify a total of ten (10) activists in his district. A number of these, varying with the district, will come from the ranks of the Representative District Captains.

The Senate District Chairman will monitor, through the Representative District Captains, the various cities and towns in the district for anti-tobacco activities.

The Senate District Chairman will alert the Representative District Captains and the independent activists in his region to any federal, state or local TAN activities.

The Senate District Chairman will be responsible for the implementation of alerts through the network.

The Senate District Chairman will be responsible to the Area Director for his activities.

The Senate District Chairman will have a number, varying with the district, of direct reports providing him with information and support.



Northern New England Tobacco Action Network
Suite Lower A • 332 Cabot Street • Beverly, Massachusetts 01915
Dennis M. Dyer, State Director • 617/927-3990

For some time now, you have shown yourself to be both knowledgeable of the pressures facing the tobacco industry and motivated enough to do something about it. You have made this clear through your response to requests for action by Northern New England TAN.

During the second half of 1982, TAN in Northern New England will be developing an exciting new concept in political action within the industry -- the Northern New England "Awareness/Action Network". We are asking only ___ people in Maine to be the leaders of this effort. As a member of the formal TAN "Awareness/Action Network" in Maine, you would be the Senate District Chairman for District _____. I have attached an outline of the program and a description of your proposed responsibilities. Take a moment to look this over.

I hope you will agree to participate in this on-going effort. It will put you at the forefront of the effort to defend the industry in the state. Your contribution could be the margin for the future success.

If you have any questions about the "Awareness/Action Network," give me a call. In any event, we need to know if you will participate by (date). Please notify my office using either the enclosed form and envelope or the telephone (collect).

I am looking forward to working with you on this vital effort.

Sincerely yours,

Dennis M. Dyer

DMD/njg
Enclosures

TI21471055



Northern New England Tobacco Action Network
Suite Lower A • 332 Cabot Street • Beverly, Massachusetts 01915
Dennis M. Dyer, State Director • 617/927-3990

For some time now, you have shown yourself to be both knowledgeable of the pressures facing the tobacco industry and motivated enough to do something about it. You have made this clear through your response to requests for action by Northern New England TAN.

During the second half of 1982, TAN in Northern New England will be developing an exciting new concept in political action within the industry -- the Northern New England "Awareness/Action Network". We are asking only ___ people in N.H. to be the leaders of this effort. As a member of the formal TAN "Awareness/Action Network" in New Hampshire, you would be the Senate District Chairman for District _____. I have attached an outline of the program and a description of your proposed responsibilities. Take a moment to look this over.

I hope you will agree to participate in this on-going effort. It will put you at the forefront of the effort to defend the industry in the state. Your contribution could be the margin for the future success.

If you have any questions about the "Awareness/Action Network," give me a call. In any event, we need to know if you will participate by (date). Please notify my office using either the enclosed form and envelope or the telephone (collect).

I am looking forward to working with you on this vital effort.

Sincerely yours,

Dennis M. Dyer

DMD/njg
Enclosures

TI21471056



Northern New England Tobacco Action Network
Suite Lower A • 332 Cabot Street • Beverly, Massachusetts 01915
Dennis M. Dyer, State Director • 617/927-3990

For some time now, you have shown yourself to be both knowledgeable of the pressures facing the tobacco industry and motivated enough to do something about it. You have made this clear through your response to requests for action by Northern New England TAN.

During the second half of 1982, TAN in Northern New England will be developing an exciting new concept in political action within the industry -- the Northern New England "Awareness/Action Network". We are asking only ___ people in Vermont to be the leaders of this effort. As a member of the formal TAN "Awareness/Action Network" in Vermont, you would be the Senate District Chairman for District _____. I have attached an outline of the program and a description of your proposed responsibilities. Take a moment to look this over.

I hope you will agree to participate in this on-going effort. It will put you at the forefront of the effort to defend the industry in the state. Your contribution could be the margin for the future success.

If you have any questions about the "Awareness/Action Network," give me a call. In any event, we need to know if you will participate by (date). Please notify my office using either the enclosed form and envelope or the telephone (collect).

I am looking forward to working with you on this vital effort.

Sincerely yours,

Dennis M. Dyer

DMD/njg
Enclosures

TI21471057

"AWARENESS/ACTION NETWORK"

Maine Representative District Captains

Dennis Hagins
R.J. Reynolds
District 113(1)

Mary Harbison
Liggett & Myers
District 22

Jayne Upton
Philip Morris
District 23

Philip Fasulo
Philip Morris
District 29

Frank Marcoux
Lorillard
District 32

Harold Loubier
Lorillard
District 34

William Pollard
Brown & Williamson
District 28

George Berube
Brown & Williamson
District 6(1)

• Larry Lemelin
R.J. Reynolds
District 6(2)

Dennis Horton
R.J. Reynolds
District 48

Kevin McEwen
Philip Morris
District 52(1)

Robert Tenan
R.J. Reynolds
District 95

Robert Parquette
Lorillard
District 51(1)

Henry Hill
R.J. Reynolds
District 61

Donald Young
Lorillard
District 75

Michael Boynton
Philip Morris
District 83(1)

Maynard McEwen
R.J. Reynolds
District 12

Marty Nelson
Lorillard
District 18

Attachment E-2

"AWARENESS/ACTION NETWORK"

New Hampshire Representative District Captains

Thomas Vaccaro
R.J. Reynolds
District STR 11-15

Richard Como
Lorillard
District HIL-9

Maureen J. Cusack
Brown & Williamson
District HIL-8

John Mortimer
Brown & Williamson
District HIL-13

Janice Hoyle
R.J. Reynolds
District HIL-6

Edward Haley
Brown & Williamson
District CHE 12-16

Terry Shields
Liggett & Myers
District HIL-10

R. Gulas
Lorillard
District *

George Johnson
R.J. Reynolds
District *

Richard Joy
Brown & Williamson
District *

J. Mahoney
Brown & Williamson
District *

District * HIL 16, 17, 18, 19, 20, 21,
22, 23, and 24

Peter Dickson
Philip Morris
District MER 14-21

David McGahan
R.J. Reynolds
District MER 14-21

Peter Smith
R.J. Reynolds
District MER-9

Michael Pfalzgraf
R.J. Reynolds
District HIL 28-33

Joseph Ferreri
U.S. Tobacco
District ROC-4

Attachment E-3

"AWARENESS/ACTION NETWORK"

Vermont Representative District Captains

James Calabro
Liggett & Myers
District WDR-1

C. Cook
Philip Morris
District WDR-2

Elizabeth Madison
Brown & Williamson
District WDR-5(1)

James Chicarelli
R.J. Reynolds
District RUT-4

Robert Keefe
General Cigar & Tobacco
District RUT-6(2)

Susan Will
Philip Morris
District RUT-7

Rod Carr
Lorillard
District CHI-1(3)

Ronald Giroux
R.J. Reynolds
District CHI-4(5)

K. McCuskill
U.S. Tobacco
District CHI-4(5)

Bruce LaFrano
Brown & Williamson
District CHI-5(1)

P. Cook
Brown & Williamson
District WAS-1

Charles Karparis
R.J. Reynolds
District WAS-2

John D. Carey
R.J. Reynolds
District BEN-2

Attachment F

REPRESENTATIVE DISTRICT CAPTAIN

JOB DESCRIPTION

The Representative District Captain is the eyes, ears and activator of the industry in his assigned state representative district.

The Representative District Captain will report to the Area Director through the Senate District Chairman.

The Representative District Captain will assist the Area Director and the Senate District Chairman maintain an appropriate TAN enrollment level for the district.

The Representative District Captain will monitor anti-tobacco activities in the various cities and towns in the district.

The Representative District Captain will maintain at least five activists in the district.

The Representative District Captain will alert activists in the district to the various federal, state and local actions.



Northern New England Tobacco Action Network
Suite Lower A • 332 Cabot Street • Beverly, Massachusetts 01915
Dennis M. Dyer, State Director • 617/927-3990

For some time now, you have shown yourself to be both knowledgeable of the pressures facing the tobacco industry and motivated enough to do something about it. You have made this clear through your response to requests for action by Northern New England TAN.

During the second half of 1982, TAN in Northern New England will be developing an exciting new concept in political action within the industry -- the Northern New England "Awareness/Action Network". We are asking only ___ people in Maine to be the leaders of this effort. As a member of the formal TAN "Awareness/Action Network" in Maine, you would be the Representative District Captain in District _____. I have attached an outline of the program and a description of your proposed responsibilities. Take a moment to look this over.

I hope you will agree to participate in this on-going effort. It will put you at the forefront of the effort to defend the industry in the state. Your contribution could be the margin for the future success.

If you have any questions about the "Awareness/Action Network," give me a call. In any event, we need to know if you will participate by (date). Please notify my office using either the enclosed form and envelope or the telephone (collect).

I am looking forward to working with you on this vital effort.

Sincerely yours,

Dennis M. Dyer

DMD/njg
Enclosures

TI21471062



Northern New England Tobacco Action Network
Suite Lower A • 332 Cabot Street • Beverly, Massachusetts 01915
Dennis M. Dyer, State Director • 617/927-3990

For some time now, you have shown yourself to be both knowledgeable of the pressures facing the tobacco industry and motivated enough to do something about it. You have made this clear through your response to requests for action by Northern New England TAN.

During the second half of 1982, TAN in Northern New England will be developing an exciting new concept in political action within the industry -- the Northern New England "Awareness/Action Network". We are asking only ___ people in N.H. to be the leaders of this effort. As a member of the formal TAN "Awareness/Action Network" in New Hampshire, you would be the Representative District Captain for District _____. I have attached an outline of the program and a description of your proposed responsibilities. Take a moment to look this over.

I hope you will agree to participate in this on-going effort. It will put you at the forefront of the effort to defend the industry in the state. Your contribution could be the margin for the future success.

If you have any questions about the "Awareness/Action Network," give me a call. In any event, we need to know if you will participate by (date). Please notify my office using either the enclosed form and envelope or the telephone (collect).

I am looking forward to working with you on this vital effort.

Sincerely yours,

Dennis M. Dyer

DMD/njg
Enclosures

TI21471063



Northern New England Tobacco Action Network
Suite Lower A • 332 Cabot Street • Beverly, Massachusetts 01915
Dennis M. Dyer, State Director • 617/927-3990

For some time now, you have shown yourself to be both knowledgeable of the pressures facing the tobacco industry and motivated enough to do something about it. You have made this clear through your response to requests for action by Northern New England TAN.

During the second half of 1982, TAN in Northern New England will be developing an exciting new concept in political action within the industry -- the Northern New England "Awareness/Action Network". We are asking only people in Vermont to be the leaders of this effort. As a member of the formal TAN "Awareness/Action Network" in Vermont, you would be the Representative District Captain for District . I have attached an outline of the program and a description of your proposed responsibilities. Take a moment to look this over.

I hope you will agree to participate in this on-going effort. It will put you at the forefront of the effort to defend the industry in the state. Your contribution could be the margin for the future success.

If you have any questions about the "Awareness/Action Network," give me a call. In any event, we need to know if you will participate by (date) . Please notify my office using either the enclosed form and envelope or the telephone (collect).

I am looking forward to working with you on this vital effort.

Sincerely yours,

Dennis M. Dyer

DMD/njg
Enclosures

Northern New England
Tobacco Action Network
"Awareness/Action Network"
Legislative Information Seminar

AGENDA

Location: New Hampshire Highway Hotel
Fort Eddy Road
Concord, New Hampshire

Date: Saturday, March 20, 1982

Time: 8:30 a.m. - 4:00 p.m.

Agenda:

Morning

8:00 - 8:30	Coffee/Danish
8:30 - 8:45	Introduction (D.M. Dyer)
8:45 - 9:00	Samuel Chilcote
9:00 - 12:00	<u>Tobacco Issues Panel</u>
9:00 - 9:30	Medical Issues (Schafer)
9:30 - 10:00	Statistical (Kastenbaum)
10:00 - 10:30	Economics (Chappell)
--	Coffee
10:30 - 11:00	Public Smoking (Merryman)
11:00 - 11:30	Tobacco Taxes (Ron Morris)
11:30 - 12:00	Sampling/Advertising (Kerrigan)
12:00 - 1:30	Lunch -- Speaker Chris Spirou NH House Minority Leader

Afternoon

1:30 - 1:45	Afternoon Overview (Kelly)
1:45 - 3:00	<u>Legislation Panel</u>
1:45 - 2:15	Federal Issues (Kelly)
2:15 - 2:30	Maine Issues (Severin Beliveau)
2:30 - 2:45	NH Issues (Nixon/Rogers)
2:45 - 3:00	Vermont Issues (Edson McKee)
3:00 - 3:30	N.N.E. "Awareness/Action Network"
3:30 - 3:45	Questions
3:45 - 4:00	Close (Chilcote)