

# Lorillard Tobacco Company

714 Green Valley Road  
Greensboro, NC 27408

## **FACSIMILE COVER SHEET**

To: Sam Chilcote  
Company: Tobacco Institute  
Telephone No.: \_\_\_\_\_  
Facsimile No.: 202-457-9350

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From: A.S. Stevens  
Telephone No.: \_\_\_\_\_  
Facsimile No.: \_\_\_\_\_

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**MESSAGE:**



After 12/18/98:  
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Senior Advisor

December 14, 1998

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**VIA FACSIMILE #202-457-9350**

Mr. Sam Chilcote, President  
The Tobacco Institute  
1875 I Street, NW - Suite 800  
Washington, DC 20006

Dear Sam:

I will try not to burden an already unfortunate and unhappy situation with empty words and platitudes. Suffice it to say the TI is coming to a conclusion in a manner and for reasons that many of us did not ever contemplate. But then again, life is frequently unfair. I will tell you what I have said to Horace Kornegay and to others: the TI has been made a political scapegoat (ironic for an essentially legislative-oriented organization) and is the unwitting victim of its own success! You and your colleagues, and all of their predecessors, have every reason to be proud, and to hold their heads high. You and they have always done exactly what the companies have asked them to do, and have done it with excellence, dignity, and professionalism. I salute you and them, and I wish you all the very best of good fortune with all of your future endeavors.

As we prepare to leave the day-to-day tobacco labors behind, (and as you know, I am doing so as well), we should be mindful that tobacco is entering a new era, but it has been good to us for a very long time!

Good luck and good health! I know we will keep in touch. I would be pleased if you would share this letter with your TI colleagues.

Warm Regards and Respect,

Arthur J. Stevens

AJS/orh

cc: A. W. Spears  
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R. S. Milstein

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