

STATE OCT 2 1986

Meridian Services

2209 - 185th Place N.E.
Redmond, WA 98052
(206) 641-9221

October 1, 1986

Mr. Roger L. Mozingo
Senior Vice President
The Tobacco Institute
1875 Eye Street; Suite 800
Washington, D.C. 20006

Dear Roger:

This is to confirm our discussions, that I would be pleased to continue to work with The Tobacco Institute, as an independent consultant, for "special projects" on which your department feels I can be of assistance.

Obviously, our current situation with the need to pull together the myriad of problems related to the Washington State Association of Tobacco and Candy Distributors (WSATCD) "Tobacco Unity Seminar/Dinner" is a good example of such a "special project." For that event to be successful, those problems must be resolved and the necessary steps must be taken to insure a positive, cohesive and smooth program.

As you are also aware, I have had similar discussions with Peter Sparber, of the TI public relations department, relative to my assisting his department by continuing my involvement in The Institute's fire education program. I am quite interested in that program and in the potential it has, both for me and for the impact it has in promoting fire safety and fire consciousness.

In order to keep you both fully informed as to my activities, and to avoid any possibility of conflict, either time-wise or budgetary, I would propose to carbon copy the "other" individual whenever submitting a proposal to either of you.

As to fees, based upon what I was most recently making with The Institute, and adding costs of health insurance, transportation, office overhead and incidental expenses, I have established a weekly fee of \$1750.00, and an hourly fee of \$55.00. Additional expenses, such as travel beyond the Puget Sound/Olympia area, entertainment expenses or long distance telephone costs, would first be authorized and then added to agreed upon fees or billings.

For the immediate future, I would be happy to consider delay of some portion of fees owed me until 1987, if it would assist 1986 budget concerns.

As I have mentioned to both you and Mr. Brozek, I would be happy to work on an hourly basis, with some type of agreed "ceiling" beyond which I would seek additional approval. As an example, "up to 20 hours" could be a type of "ceiling" on a given project.

As I also mentioned to you, I would be happy to assist with continuation of the Seattle office being the "contact-point" for the lobbyists, political activity, etc. This could prevent unnecessary confusion amongst individuals

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who might find themselves "bouncing" between your Regions IV and V during the current changes in staffing.

However, as I also mentioned to you, I could not devote so large a portion of my time to that kind of an effort that it would preclude the time I should invest in building a clientele and a new business.

I would be pleased to discuss this further with you and Mr. Brozek, and I feel certain that we can come to an equitable arrangement in which I could be of considerable assistance to The Institute's on-going activities.

Thank you for the opportunity to continue to serve The Tobacco Institute.

Sincerely,



Alexander H. King

cc: Peter Sparber
Michael Brozek

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