



GRAY AND COMPANY

P.R. APR - 4 1983

April 4, 1983

*ok'd
4/4/83
to Umansky*

Mr. Peter Sparber
Vice President of Public Information
Tobacco Institute
1875 I Street, N. W.
Washington, D. C. 20006

Dear Pete:

As you requested, we have looked into various methods of identifying organizations which are potential allies in a general campaign against Federal excise taxes. As a result, we have developed a questionnaire to identify the groups most likely to join with the Institute in a coalition for this purpose.

The first approach to each organization would be through a telephone call from Gray and Company. We would explain that we have a client concerned about excise taxes so we are gathering information about non-profit organizations' lobbying activities in general and their attitudes toward excise taxes in particular. They would be asked to answer the short list of questions over the telephone, but if that is inconvenient we would send the questionnaire with a stamped envelope to be returned to Gray and Company.

After identifying groups which are both concerned about excise taxes and have actively lobbied the Federal government in the past, a second contact will be made to propose the formation of a coalition. Gray and Company, the Institute and your member firms would approach those groups where personal contacts already exist or can easily be arranged. Positive contacts with those organizations will be followed-up with requests for help in recruiting other allies from the identified organizations and other groups they believe would be willing to get involved.

By that time we should have evolved an action plan for the coalition and be prepared to put it into effect immediately.

*need other
questionnaire
for industries*

NATIONAL PUBLIC RELATIONS PUBLIC AFFAIRS
THE POWER HOUSE
WASHINGTON, D.C. 20007
202 333-7400

Mr. Peter Sparber
April 4, 1983
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Attached is a proposed list of questions with an introduction, and a very rough list of target groups. The initial list of organizations is limited to those with national headquarters in the Washington and New York City metropolitan areas and there are probably others that can be included in that group. The organizations representing elected officials and government groups and some others may require a shorter questionnaire.

Also, attached is the list of excise taxes we were able to identify immediately. All of the industries in this group should be considered potential allies.

Barry, Niels and I are prepared to go forward with this project whenever your people are ready to move on it.

Cordially,



David J. Umansky

Enclosures .

Dear:

Congress and the Administration are faced with substantial shortfalls in revenue for the budget now under consideration and new tax legislation is getting very serious attention.

As in previous years, increased and new excise taxes are likely to be thought of as easy sources of revenue that can be applied at little or no political cost to the individual members of the House and Senate.

Unfortunately, these easy taxes have their greatest and most unfair impact on low and moderate income families and individuals. The few cents or dollars they add to the cost of an individual item are hardly felt by the rich, but those on tight budgets are squeezed harder and their choices of how to spend their limited resources become even more difficult.

We have a client concerned about excise taxes, so we are interested in knowing if non-profit organizations whose members or area of concern are affected by this issue are preparing to deal with it.

For that reason, we would appreciate your taking a few minutes to respond to this brief questionnaire and return it in the addressed enclosed postage-paid envelope.

Thank you for your assistance.

Cordially,

EXCISE TAX SURVEY

1. Do you regularly poll your members on specific issues? If "Yes", How?
2. Do you encourage your members to contact their elected representatives on matters of general concern to your organization?
3. Do you ever bring your membership to Washington to lobby on issues? If "Yes", what issues?
4. Have you ever been part of a coalition of diverse organizations which has lobbied the Federal government?
5. Has your group ever been involved in lobbying on tax issues?
6. Has your organization done any research on the economic impact of excise taxes on your membership?
7. Have you ever polled your membership to find out if increased excise taxes have affected their buying habits?
8. Are your members aware of the amount of excise taxes they pay on automobiles, beer, liquor, telephone service, tobacco, wine and other products?

EXCISE TAXES
Currently in the Internal Revenue Code

Retailers' excise taxes:

Diesel fuel and special motor fuels (includes certain gas substitutes)

Manufacturers' excise taxes:

Trucks, trailers with gross weight over 10,000 lbs.

Truck parts and accessories

Gas guzzler tax on automobiles

Tires, etc:

Highway type

Other

Inner tubes

Tread rubber

Laminated tires

Gasoline

Crude oil windfall profits tax

Lubricating oil

Fishing equipment

Bows and arrows (hunting) and parts and accessories

Pistols and revolvers

Other firearms, shells and cartridges

Airport and airway user taxes:

Gasoline used in general noncommercial aviation

Domestic transportation of persons by air

Miscellaneous excise taxes:

Telephone and teletypewriter service

Foreign insurance policies

Wagering

Wagers

Occupation of accepting wagers

User tax on certain highway vehicles

Inland waterway users tax

Alcohol taxes:

Distilled spirits

Beer

Still wines

Occupational taxes:

Brewers

Manufacturers of stills

Wholesale dealers

Retail dealers

— — Tobacco taxes:

Cigarettes
Cigars
Cigarette papers or tubes

Machine guns, etc.:

Transfers
Occupational
Making

Environmental taxes:

Per barrel, petroleum
Per ton, dry weight hazardous waste
Per ton, chemicals

NATIONAL ORGANIZATIONS IN D. C. AND N. Y.

Business Organizations - Washington & N. Y.

Chamber of Commerce of the U. S.
National Federation of Independent Business, Inc.
National Business League
National Alliance of Businessmen
National Associated Businessmen, Inc.
National Association of Small Business
Investment Companies
National Family Business Council
National Small Business Association
Presidents Association
Small Business Legislative Council
Young Presidents' Organization
Business Council
Business Roundtable
Committee of Publicly Owned Companies
Council of State Chambers of Commerce

Veterans Groups - Washington & N. Y.

Military Order of the Purple Heart of the U.S.A.
Black Veterans, Inc.
Catholic War Veterans of the U.S.A.
Disabled Officers Association
Paralyzed Veterans of America
American Legion
VFW
Jewish War Veterans of the U.S.A.
The Retired Officers Association
United Spanish War Veterans
Textile Veterans Association
American Veterans Committee
AMVETS
Combined National Veterans Association of America
Women World War Veterans
Veterans of World War I of the U.S.A.
Military Order of the World Wars

Black Organizations

National Caucus and Center on Black Aged
National Black Catholic Clergy Caucus
Congress of Racial Equality
National Black Feminist Organization
National Black Women's Political Leadership Caucus

Black Organizations (Cont'd)

National Black United Front
Coalition of Black Trade Unionists
Coalition of 100 Black Women
Leadership Conference on Civil Rights
National Association for the Advancement of
Colored People
NAACP Legal Defense & Education Fund, Inc.
National Black Caucus of Local Elected Officials
National Black Caucus of State Legislators
National Business League
National Council of Negro Women
National Newspaper Publishers Association
National Urban Coalition
National Urban League

Jewelers

Jewelers of America
Jewelry Industry Council
Jewelry Manufacturers Association
24-Carat Club of the City of New York

Furriers

Furriers Joint Council of New York
Fur Wholesalers Association of America
Associated Fur Manufacturers
Master Furriers Guild of America
United Fur Manufacturers Association

Auto Dealers

American Int'l Automobile Dealers Association
National Automobile Dealers Association

Senior Citizens

Golden Ring Council of Senior Citizens Clubs
International Federation of Agency
Jewish Association for Services for the Aged
Leadership Council of Aging Organization
Legal Council for the Elderly
Legal Services for the Elderly
National Association of Area Agencies on Aging
National Association for Human Development (Aging)
National Association of State Units on Aging

Senior Citizens (Cont'd)

National Association of State Units on Aging
National Association & Center on Black Aging
National Center on Arts & Aging
National Council of Senior Citizens
American Association of Homes for the Aging
Action for Independent Maturity

Elected Officials and Governmental Groups

Coalition of Northeastern Governors
Conference on Alternative State and Local Policies
Council of State Government
National Association of Counties
National Association of Regional Councils
National Association of Towns and Townships
National conference of State Legislatures
National Governor's Association
National League of Cities
U. S. Conference of Mayors