

# THE TOBACCO INSTITUTE

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M. HURST MARSHALL  
Vice President

VIA ELECTRONIC MAIL

MEMORANDUM

January 20, 1987

DEADLINE: FEBRUARY 9, 1987

TO: Regional Vice Presidents

FROM: M. Hurst Marshall  
George R. Minshew

RE: ETS Briefings with Allies/Coalition Members

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Now that the first phase of our ETS briefing plan has been completed, you should follow-up our four regional meetings with ETS briefing sessions for key allies.

Those sessions can take many forms: seminar sessions with large groups of allies, IAPAG scientists and C&B attorneys; conference calls with select allied leaders; private meetings with key allies, etc. In some cases, a phone call from you may be all that is needed. We leave it to you to design the vehicle suitable for allied briefings in each of your key states. We or Walter Woodson are available at any time to discuss briefing ideas and necessary materials and are prepared to assist in any way necessary.

The basic problem, of course, is the legislative rush and the limited number of experts available to brief allies. Please submit your general briefing plans and requirements no later than Monday, February 9, 1987. If such briefings are unnecessary in any or all of your states, please enter that in your report. These reports should be sent to us with a "cc" to Walter.

At this time, you should also be considering similar sessions with key legislators, well in advance of hearings where possible.

MHM:GRM:WW:sc

cc: William A. Cannell  
Samuel D. Chilcote Jr.  
Roger L. Mozingo  
Walter N. Woodson  
Regional Directors

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