

The tobacco industry spends millions of dollars trying to influence public policy. It makes major contributions to elected officials and political parties, payments to governments to support infrastructure such as mass transit and large investments in sophisticated public relations campaigns. The industry also gives money to civic, educational and charitable organisations and a host of others.

Since 1995 US tobacco companies have donated more than \$32 million in political contributions to state and federal candidates and political parties in the USA, with over 80 percent of this paid to influence federal elections and officeholders. From 1995 to 2000 current members of

the US Congress have received over \$5 million in contributions from tobacco companies, and nearly six out of ten have accepted tobacco money.

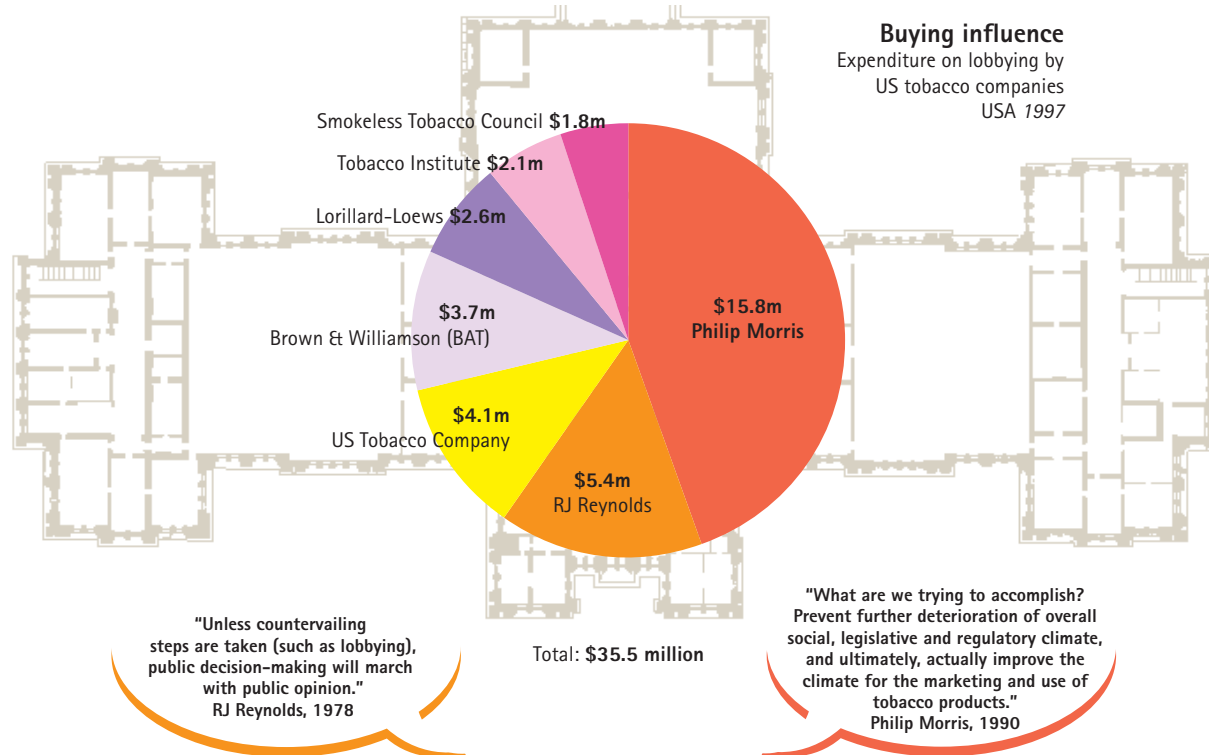
The tobacco industry sought to delay, and eventually defeat, the EC directive on tobacco advertising and sponsorship by seeking the aid of figures at the highest levels of European politics while at times attempting to conceal the industry's role. Parliamentarians in Europe have accepted money and even senior positions in tobacco companies.

Tobacco companies also attempt to influence the political process, by subsidising the air travel of candidates and their staff, funding political conventions and inaugurations, and hosting

fundraisers. As well as campaign contributions, tobacco companies conduct direct lobbying and sophisticated public relations campaigns, including paid media, to influence the opinions of political decision-makers.

Comprehensive tobacco legislation was defeated in the US Senate in 1998. Those who voted against the legislation had received on average, nearly four times as much money from the tobacco industry in the two years before their last election, as those who voted in favour of the bill.

Buying influence and favours through political contributions is common practice; however, most countries do not require mandatory reporting.



Small shopkeepers were enlisted to write protests to members of Parliament; the letters some with deliberate typographical errors to create the aura of authenticity, were prepared by the (tobacco) industry for the shopkeepers.

Philip Morris, 1990

We have got the unions to support industry in several countries. Prominent have been the efforts they have made on the tax issues in the UK where they were very involved in a letter writing campaign to Members of Parliament.

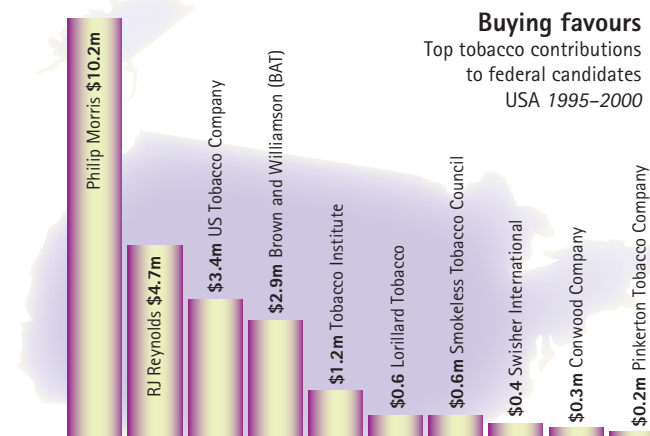
Philip Morris, 1985

Philip Morris and the industry are positively impacting the government decisions of Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and the UAE through the creative use of market specific studies, position papers, well briefed distributors who lobby, media owners and consultants

Philip Morris, 1987

Turning now to primary and passive smoking To get more favorable press, we are contemplating organizing another journalists conference similar to the one we put together in Madrid for Latin American journalists in 1984.

Philip Morris, 1985



The International Tobacco Growers Association could front for our third world lobby activities at WHO, and gain support from nations hostile to multinational corporations

INFOTAB, (tobacco industry pressure group), 1988