

March 1, 1982

Lorillard  
TAN Enrollment Status Report

I. LOR Enrollment Summary - All States

1/31/82 - 1,159

. increase/decrease from 12/31/81	= - 1
. % increase/decrease from 12/31/81	= - 0.1%

2/28/82 - 1,164

. increase/decrease from 1/31/82	= + 5
. % increase/decrease from 1/31/82	= + 0.4%

II. LOR Enrollment Summary - TAN Staffed States

1. Enrollment Total - 1,131
2. LOR percentage of total manufacturer enrollment  
in TAN staffed states = 12.1%
3. LOR percentage of total enrollment in TAN staffed  
states = 1.6%

III. Notes

Fluctuation in enrollment data can be caused by:

- . new enrollment
- . undeliverable mail
- . enrollees moving between states
- . change of coding for terminated employees
- . change of coding for retired employees
- . address updates of previous undeliverable mail

TIMS00021358