

STATE

NOV 23 1982

## THE TOBACCO INSTITUTE

THE LOFT BUILDING  
4408 CARLISLE PIKE  
CAMP HILL, PA 17011

GERALD P. KUPRIS, ESQ.  
Area Director  
717/763-7373

November 17, 1982

Mr. Mark C. Wallace  
Sales Training & Development Manager  
R. J. Reynolds Tobacco Company  
The Irwin Building  
460 Gulph Road  
King of Prussia, PA 19406

Dear Mark:

By now you know that Michael Kerrigan, Vice President, The Tobacco Institute, has wholeheartedly endorsed having Area Directors meet with your sales representatives in order to more fully explain TAN and engender the type of activist support we had discussed at our meeting in September.

I look forward to sitting down with you at a time mutually agreed upon to finalize an agenda for 1983.

Sincerely,

Gerald P. Kupris, Esq.  
Area Director

GPK:dad

cc: [REDACTED]