

<b>Firm (Main Brands)</b>	<b>Sales in Millions (2003)</b>	<b>Employees (2003)</b>	<b>Place in Production Chain</b>	<b>Relevant Trends in Industry</b>	<b>Foreign Activity</b>	<b>Involvement with NC</b>
<i>Phillip Morris</i> <i>www.phillipmorris.com</i> ( <i>Marlboro, Virginia Slims, Basic, Parliament</i> )	50,390 global; 17,001 domestic	12,000+	R&D, Manufacturing, Packaging, Marketing, Sales, Distribution	Gross income of company has increased while money spent on advertising decreased. Tobacco prevention has been focus of advertising	International division based in Switzerland and employs over 40,000. Buys tobacco from leaf merchant companies and farmers all over the world. Holds 14.5% of the share of international cigarette market	Maintains manufacturing and packaging facility in Cabarrus County
<i>Reynold's American Inc.</i> <i>www.rjrt.com</i> ( <i>Camel, Salem, Winston, Doral</i> )	5,267	6,600	R&D, Manufacturing, Packaging, Marketing, Sales, Distribution	Declining demand in domestic industry; increases in state excise taxes and settlement prices; recent buyout of tobacco quotas	Sold its international operations in 2001 to Japan Tobacco, including rights to market its products globally, presumably because of imminent regulations	Headquarters and production facilities in Winston-Salem
<i>Lorillard Corp.</i> <i>www.lorillard.com</i> ( <i>Newport, Kent, True, Old Gold, Maverick</i> )	3,300	3,700+	R&D, Manufacturing, Packaging, Marketing, Sales, Distribution	Launched advertising campaign against high taxes on cigarettes to decrease theft	Only sells in US, has long history of supporting US tobacco growers	Headquarters and production facilities in Greensboro
<i>Standard Commercial Corp.</i> <i>www.sccgroup.com</i>	993	3,808	Buying, Processing, and Storing of Tobacco	Direct purchasing by manufacturers may decrease sales revenue; oversupply for Asian tobacco styles	Purchases tobacco from 30+ countries, global processing facilities, sells tobacco to manufacturers in 85 countries, access to processing facilities in Brazil, Canada, China, and Kenya	Independent leaf tobacco merchant located in Wilson, NC
<i>Liggett Vector</i> <i>www.liggettgroup.com</i> ( <i>Liggett Select, Quest, Eve, Jade, Pyramid, USA</i> )	536.7	1,143	R&D, Manufacturing, Packaging, Marketing, Sales, Distribution	Participant in Master Settlement Agreement; recognizes harmful effects of smoking & started to incorporate this into marketing, R&D	None	Moved from Durham to Mebane (manufacturing) and RTP (corporate offices)
<i>Cheyenne Int'l</i> ( <i>Cheyenne, Decade</i> )	Does not reveal financial information	25	Manufacturing, Packaging	Produces discounted cigarettes because of price and tax increases in industry. Involved in legal battle with Phillip Morris and Reynolds American	None	Consists of one manufacturing plant in Cleveland County