

**Walgreens dialogue on cigarette sales
December 14, 2012**

Questions

- A) The sale of cigarettes and other tobacco products is obviously inconsistent with Walgreens mission statement to be the “... most trusted, convenient multichannel provider and advisor of innovative pharmacy, health and wellness solutions...” How does the company reconcile this contradiction?
- B) How do you view your involvement with cigarettes in terms of the potential legal and reputational risk?
- C) Have you reached out to the APhA and ACPE to discuss their positions against tobacco sales in pharmacies?
- D) Chain pharmacies have cited a competitive disadvantage as one of the reasons they continue to sell cigarettes and other tobacco products. Would you then be in favor of government intervention, such as those suggested in APhA’s 2010 policy: 1) limiting participation in government-funded prescription programs to pharmacies that do not sell tobacco products, and 2) enabling state boards of pharmacy to discontinue issuing and renewing licenses to pharmacies that sell tobacco products and to pharmacies that are in facilities that sell tobacco products?
- E) How has business been affected in municipalities that have banned tobacco sales in facilities with pharmacies?
- F) Have you accumulated data on the number of customers counseled by checkout clerks when selling cigarettes? Any data available on the results of these attempts at counseling? How many were referred to, and spoke to a pharmacist about quitting?
- G) Are there advertisements in your stores alerting customers to the availability of counseling and cessation products?
- H) Have you received any pushback from stakeholders on the apparent incongruity of partnering with the American Heart Association as a sponsor of the Heart Walk and the AHA’s stated opposition to selling cigarettes in pharmacies?
- I) Do you collaborate with the American Lung Association?
- J) In June 2012, you bought a 45% stake in Alliance Boots, described as a Swiss-based pharmacy-led health and beauty group. Boots has opposed selling cigarettes in the past – will Walgreens change that?

- K) Why is there no mention of cigarettes on your company's website? (when typing in "cigarettes", only electronic cigarettes come up)
- L) Do you fear that selling cigarettes and tobacco products gives a false credibility to cigarettes?
- M) It's been reported that Walgreens intends to expand to new markets, such as China and Latin America? Will your policies on tobacco sales remain the same? (In August 2012, the largest-ever international study on tobacco was published – the Global Adult Tobacco Survey (GATS). It stated that while much of the industrialized world, including the United States, has seen a substantial reduction in smoking in recent years, the opposite trend is evident in many parts of the developing world.)
<http://www.cnn.com/2012/08/16/health/world-smoking-study/index.html>