## **Universities Exhibition Key**

By: Dr. Alan Blum And Andrew Chalk

Center for the Study of Tobacco and Society University of Alabama Tuscaloosa, AL

## Outline

I: Sales Pitch (Recruitment activities)

II.

Part ?: The Sales Pitch -- Tobacco Company Recruitment on College Campuses

An Evening with Philip Morris Manuscript The University of Alabama Brand: Philip Morris Circa February 1-7, 2007 [estimate]	PHILIP MORRIS  PHILIP MORRIS  6.07 m. (1000M). 1400 - M. T.  This Philip Morri M. of the CANTon file and the first up in the origin (the origin) of the orig
University of Alabama Career Center Career Fair Flier [Front] Manuscript The University of Alabama Brand: Philip Morris Handed out at UA Career fair ca. 2007	The Description of Aladama, Castill Cartin C
University of Alabama Career Center Career Fair Flier [Back] Manuscript The University of Alabama Brand: Philip Morris Handed out at UA Career fair ca. 2007	TOTAL STATE OF THE PARTY OF THE
2007 Corporate Citizenship Panel Manuscript The University of Alabama Brand: Philip Morris, UA, Chik-Fil-A ca. April 17, 2007	Finding Melecroticitis.  56. AN Transp  56. AN Transp  56. AN Transp  66. And
Can't Beat the Experience Artifact Source? Brand: Philip Morris ca. 2007	MARKET LEADER? MARKET LEADER? INNOVATOR: SOMEWOOD LINE LIMITS?
Can't Beat the Experience Manuscript [7 pages] Source? Brand: Philip Morris ca. 2007	BIG CHALLENGES, STATE OF THE PROPERTY OF THE BY AND THE
Can't Beat the Experience Manuscript Source? Brand: Philip Morris ca. 2007	OF THE BEST BENEFITS? PACKAGES GOING

 ·	
Can't Beat the Experience Manuscript Source? Brand: Philip Morris ca. 2007	USE OURS
Can't Beat the Experience Manuscript Source? Brand: Philip Morris ca. 2007	SUPERIOREM SUPERIOR
Can't Beat the Experience Manuscript Source? Brand: Philip Morris ca. 2007	MENTION IT? WEBSITE BENDING TO THE STATE OF
Philip Morris USA Brochure Artifact Source: Philip Morris ca. 2007 (detail of front cover)	Carthylauthorities from
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007 (detail of front cover)	The state of the s
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	SET WINDOWS  SET OF THE PROPERTY OF THE PROPER
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	CET VALVAS  The first control of the

	,
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	OF JOINT CONTROL HER BLAND AND A STATE OF THE STATE OF TH
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	AN WORLD CAN CENT WANTED
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	WAL FOOT WITH A SMI FRANCISCO LIBANOSTIS CALL THEN SO LIBANOSTIS
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	OC HOST THE SUMMORPHITY AND THE SUMMORPHITY OFF
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	SHIDE NOOMA OF LEADER THE CONTRACT AND
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	A BAN KARCAND E MARK UTLANE AND AND AND AND AND AND AND AND AND AND
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	GR. CO'DERION, VERIES LEW, ALEXAN BOT MANAGES. AND AN AND THE MEMORY TO ME OFFICE AND
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	ACRY FECHANICALIS NEW TROCKSON. ACRY PROCESSOR. (ACC) THE SECURITY CREATES. (ACC) THE

Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	STREET, AND ADD OF U.S. MICHAEL CROWN HITCH
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	IN INTEGRALD MAINTING CIRCLE. THIS RAINAL OF FAME.
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	ALGORIAN TO DO HAT A BETTE AND HE PROMISSION FOR THE PROMISSION OF T
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	ADANGE THE DAY CHENKE IF AT OUR. STATISTISTS IN MATTER ELINISS DUE BENN.
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	NOTIFIED TO ANY DESCRIPTION OF THE PRODUCT OF THE P
Philip Morris USA Brochure [22 pages] Manuscript [22 pages] Source: Altria recruitment booth Philip Morris ca. 2007	

		THE REAL PROPERTY COURSE AND ADDRESS OF THE PERSON OF THE
Territory Sales Man Manuscript	nager – Southeastern Territories	
www.cantbeattheexp	perience.com	Ure .
Brands: Philip Morri		
Circa 2007		
		100 Tel. (200 Te
	pacco Our Success is in Our People	Our Business is Tobacco Our Success is In Our People
Manuscript [2 Pages		Flater you are viver word what is palent you be state of a factorie 50 company. Am we
Altria Booth		he participating a permit ampointed officials are appreciational to a wise for of outcome production countries for a time of a visit of a visi
Brands: Philip Morri	s USA	Imagine the sometime that community are all we status uniquest or one in the sometime of the community to the community of th
Circa 2005-7		Eyes dis sat were consistent or the frenchic year can not 1 855 ACMINI to require a 1 femiliar committee design and account of the second of 5 mg more recommendation of the second of
		The Martin Life for conformal application on the conformal for the conformal conf
Benefits		Benefits
Manuscript [2 Pages		Competitive Salary (\$10,000+) • Vacation.
Altria Booth		Company Vehicle e Incentive Computer/Printer • Stock Pa
	f Alabama, Philip Morris	Health Insurance • Matching
Circa 2005-7		Deferred Profit Sharing • Scholarsh Retirement Pension • Tuition F
		Step Program e Education
Dool Dognongibility	Starting Day One	RESPONSIBILITY.
Real Responsibility Manuscript	. Starting Day One.	WAND STARTING
The Crimson White		DAY ONE.
Brands: Philip Morri	0	How so
Ca. September 2007	5	Minuter Bears Anima Agistan 2021 Fee Beecklean 2023 An Word Day
The Marlboro Jour	nal of Medicine	MARIBORO TOURNAL - MEDICINE SON
Manuscript		
Crimson White		TO SHAPE AND DESCRIPTION OF THE PROPERTY OF TH
Brand: Philip Morris		
2007-09		
R.J. Reynolds Recr	uiting Rooth	
Photograph	uiting bootii	
Leon Blum		
Brand: Camel, RJR		
Date? (ca. 2005, 200	6?)	DCP Countly
( 222,	/	Phile Novicion
		Christian and a second and a se
Philip Morris USA		For the second is with the contained and the con
Manuscript (2 Pages	)	Bir Lodge S - Marrier B - Francis - Marrier B - François Balletina B - François B
Philip Morris		The second of th
February 2005		The state of the s
		Miss Mayor USA
DI 11. 35 . 376.	(B. I. )	Cur Values
Philip Morris USA		(4) But contribute instead in a contribute of factor and first and the register of the second of the register of the regist
Manuscript (2 Pages	)	We desire the content of the content
Philip Morris		Walker and the second of the s
February 2005		
		<u> 282</u>

Man UA	and Philip Morris Career Center Resume Submission Guide nuscript [2 pages] Career Fair nds: UA Career Center	Career Center Resume Submission  National State of Land Count Pages  The County of County of County Of County  The County of County of County of County  The County of County of County of County of County  The County of County of County of County of County  The County of County of County of County of County  The County of County of County of County of County  The County of County of County of County of County  The County of County of County of County of County  The County of County of County of County of County  The County of Count
UA Man UA	and Philip Morris Career Center Resume Submission Guide nuscript [2 pages] Career Fair nds: Philip Morris	Philip Morris USA Resume Submission  **Standard year remark to Thing Manu  **Description of the Control of Manual Control  **Description of the Control of Manual Control  **Description of the Control of Manual Control  **Description of the Control of the Control of Manual Control  **Description of the Control of the Control of Manual Control  **Description of the Control of the
Arti Altr	ia Booth nd: Philip Morris	Name: Graduation Date: Maior: Email: Phone Number:   orl   or   cr   cr   FOR PM USE ONLY
Arti Altr	ia Booth nd: Philip Morris	
Phot Univ	tip Morris USA Student Hospitality Room tographs [2] versity of Alabama nd: Philip Morris, University of Alabama 7	ALABAMA Philip Morris USA Student Hospitality Room
Phot Univ	lip Morris USA Student Hospitality Room tographs [2] versity of Alabama nd: Philip Morris, University of Alabama	
Man Phil Bran	es Opportunities: Territory Sales Manager nuscript ip Morris USA nd: Philip Morris e Unknown	Main Mayers and the second of

## Philip Morris USA Campus Recruiting Calendar Manuscript Philip Morris USA Website Brands: Boston College, College of William and Mary, Florida A&M, Howard University, Indiana University Date Unknown Philip Morris Competition For College Scholarship Philip Morris Competition for College Scholarships Now in Progress Now In Progress Manuscript The Philip Morris Call News (vol.?, no. ?) Brands: Philip Morris Date Unknown CALL NEWS **Record Number of Student Applicants for College Scholarships** Manuscript The Philip Morris Call News vol. 4, no. 15 Brands: Philip Morris Date Unknown, after 1962 Scholarship Committee Selects Six for College Tuition Grants Manuscript The Philip Morris Call News vol. 4, no. 15 Brands: Philip Morris Date Unknown, after 1962 CALL NEWS Company College Scholarship Plan Awards Six Keys to the Campus Congruey College Scholarship Floar High Corporate Barnings of Avends Str. Keys to the Company Add S1,3 Million To Profit Manuscript The Philip Morris Call News vol. 3, no. 3 PROD Brands: Philip Morris 20 1962 **Sales Rep Job Description** Manuscript Source Publication? Brand: R.J. Reynolds Date Unknown

## **Luckies Taste Better** Manuscript Source Publication? Brand: Lucky Strike Date Unknown U.S. Colleges and Universities with Smokefree Air Policies Manuscript American Nonsmoker's Rights Foundation April 20, 2009 PM USA - Youth Smoking Prevention Manuscript [3 Pages] Philip Morris USA January 2001 PM USA – Youth Smoking Prevention Manuscript [3 Pages] Philip Morris USA January 2001 PM USA – Youth Smoking Prevention Manuscript [3 Pages] Philip Morris USA January 2001 U. of Michigan kicks Coke out Manuscript Business The Atlanta Journal-Constitution U. of Michigan kicks Coke ou Brands: University of Michigan, Coca Cola Dec. 30, 2005 Firewatch **Smoke-Free New England Campus Initiative** Manuscript Campus Firewatch Brands: American Cancer Society February 2002 **More Colleges Banning Smoking** Manuscript **USA** Today March 2-4, 2007

With Open Arms Manuscript The Birmingham News Brands: Philip Morris, University of Alabama March 5, 2006	COMMENTARY TO 1 t
Watch Out! He's Got a Cigarette! Manuscript The Crimson White Date Unknown	Service attribute. Care Statement of the Statement of Sta
Philip Morris USA – come see us Manuscript University of Wisconsin-Madison School of Business Brands: Philip Morris 2006	PRIVING SALES AND SALES AN
Spring Biz Jobs Fair Brochure Manuscript University of Wisconsin-Madison School of Business Brands: University of Wisconsin-Madison 2006	Spring Biz Jobs Fair 2006 Spring Biz Jobs Fair Guido
Spring Biz Jobs Fair Manuscript University of Wisconsin-Madison School of Business Brands: Philip Morris 2006	The control of the co
Tobacco Company Donates \$25 Million to University Metadata to be added	Tobacco company donate \$25 million to university  The search of the control of th
Tobacco Use Among University of Minnesota Students Manuscript University of Minnesota Boynton Health Service November 1999	Tobacco Use Among the Amon
Summit to Address Tobacco Use Among University Students Manuscript The Minnesota Daily Date Unknown, post-1992	Legislators to voto on I

VCU Holds Forum on Manuscript Richmond Times-Dispa Brands: Philip Morris July 17, 2008		VCU holds forum on research and the second of the me and the second of the me and the second of the me and the second of the sec
University of Texas at Artifact Philip Morris USA Brands: Philip Morris Date Unknown	Austin - Recruiting Business Card	University of Texas at Austin  PHILIP MORRIS USA PO BOX 80705 - HOUSTON, TX 77205 email: PMUSAUT laustine-outling@pmusa.com www.philipmorrisusa.com/careers
Summer Sales Intern Manuscript Philip Morris USA, Inc Brand: Philip Morris Date Unknown		The state of the s
Camel's Money-Back Manuscript Source Publication? Brand: Camel, R.J. Rey Date	Offer Still Open to College Smokers	COLLEGE MONELLEX OFFE TOTAL COLLEGE MONELLEX  TOTAL TO
Amherst-Bowdoin Ga Manuscript Amherst Brand: Philip Morris October 9, 1948	me Official Program – Cover Variant 1	AMMENT BOYOUT
Amherst-Bowdoin Ga Manuscript Amherst Brand: Philip Morris October 9, 1948	me Official Program – Cover Variant 2	AMAREST BOWDON CO.
Amherst-Bowdoin Ga Manuscript Amherst Brands: Chesterfield, N October 9, 1948	me Official Program – Inside Ad Detail	HESTERFIELD
Win a College Educat Manuscript Source Publication? Brand: True Circa 1973	ion for your Child*	Cate Win emotor  We now child  A Sub-Win emotor

Anti-Tobacco Advertisement: A Protest Manuscript The Review (The Stanford Review?) Date Unknown, post-1918	ANTH-DEALCOG ADVIETURENEY  A PROPERTY  Assessment Androgen, State and Good from the set to  The energy of the former is to the set of the set o
Should Stanford Discourage Smoking? Manuscript Source Publication? Date Unknown, post-1918	Headed Wanted Discourage framework (1994). See 1997 1997 1997 1997 1997 1997 1997 19
Philip Morris External Research Program Management Report  Manuscript  https://drive.google.com/file/d/0Bz6ZZS2FGaLLNVd3QV9XNUF5aVE/view?us  sharing Philip Morris USA Inc., Boston University Medical School December 1, 2004; various dates in 2008	No Image
Cigarette Companies Go to College Manuscript The New York State Journal of Medicine	
Colleges Must Eliminate Tobacco Stocks from their Portfolios Manuscript <a href="https://drive.google.com/file/d/0Bz6ZZS2FGaLLM0xNajFmLVNsWmc/view?usj=sharing">https://drive.google.com/file/d/0Bz6ZZS2FGaLLM0xNajFmLVNsWmc/view?usj=sharing</a> Chronicle of Higher Education; 37 (7) 19900	No Image
Smoke-Free New England Campus Initiative Manuscript American Cancer Society Date Unknown, presumed post-1990	(and low-on-law) (and on-law) (
We Dare Them All! Manuscript? Artifact? Source / Affiliated University Brand: Philip Morris 1950	WE DARE THEM ALL!  THE STATE OF THE MALL!  THE STATE O

Campus-wide Smoking Ban not Realistic for UA	
Manuscript The Crimson White	Currensewith analysis ban not sected. To UA
Brand: The University of Alabama (?) February 16, 2012	
Bonner's Behavior Similar to Rowling's Dolores Umbridge Manuscript	OPINIONS    Constitution   Constitut
The Crimson White Brand: The University of Alabama (?)	
February 28, 2013	Apple Mining to Experience of the Constitution
	Harrie   Consenting Folia Historial (Consent for the Late Notes of In My Consentrating
Smoke-Free New England Campus Initiative	- 19 Mr Community Smoke-Free New England Campus Initiative
	But theat is sing.  Facility to depth of the control in vision to the c
Philip Morris Original London Cigarettes Ad	LIFE
Manuscript LIFE Magazine	
Brand: Philip Morris Date	PHILIP MORRIS MORRISON GLORATION Berring Berri
Altria Tumbler	1
Artifact Altria Booth, UA Career Fair	Altru
Brand: Altria 2016	
Altria Umbrella	
Artifact Altria Booth, UA Career Fair	S Altris
Brand: Altria 2016	
Altria Sunglasses	
Artifact	
Altria Booth, UA Career Fair Brand: Altria	
2016	R
Mag-Lite Solitaire Artifact	■ MAG
Altria Booth, UA Career Fair Brand: Altria	Connection
2016	

NHRA College Days Ad Manuscript (Source newspaper?) Brands: Winston, NHRA Drag Racing Date	CHARLES THE YEAR OF THE ACTION
UA Should Pass Ban on Outdoor Smoking Manuscript The Tuscaloosa News Brands: ? November 23, 2006	O Thread must be seen to be seen
Old Golds Harvard University Book Jacket Artifact Harvard University Brands: Old Golds Circa 1947	Total Maria
Old Golds Boston University Book Jacket Artifact Boston University Brands: Old Golds Circa 1947	The second secon
DOC Efforts Spark Major Universities to Divest Tobacco Holdings Manuscript DOC News and Views Brands: Benson and Hedges, AMA, Philip Morris, Harvard 1991	Poes Novel and Vicens  But Novel in the properties of the Management  But Novel in the Poes of the Management  But Novel in the Management  But Nov
Calculating the Tobacco Taint Manuscript Inside Higher Ed Brands: University of Virginia, Philip Morris USA February 15, 2007	Committee of Transport Paris
Real Responsibility Starting Day One 2012  Manuscript  The Crimson White  Brands: Philip Morris / Altria October 31, 2012	STATING DAY ONE STATING DAY ON