

MEMORANDUM

TO: Foundation Staff
FROM: Stacy Beck
DATE: December 10, 2008
RE: List of Tobacco-Related Entities

Below is a list of tobacco companies that are either headquartered in the U.S. or conduct significant business here. Publicly-traded companies include the name of the relevant stock exchange and the company's ticker symbol.

In recent years, there has been significant consolidation in the tobacco industry and you will note that a number of these companies are owned by other companies on the list. To help illustrate these relationships, related companies are in a single color, as laid out in the key below.

This memo will be updated periodically by the Legal Department. Please contact us with any questions or new information about the tobacco industry.

U.S. Tobacco Companies

- **Alliance One (NYSE: AOI)**
 - Global independent leaf tobacco merchant
 - Formed through 2005 merger of tobacco processor DIMON and Standard Commercial
 - Headquartered in Morrisville, North Carolina
 - FY08 Sales: \$2 billion
- **Altadis U.S.A.**
 - Cigar manufacturer
 - Key brands: Don Diego, El Producto, H. Upmann, Montecristo
 - Subsidiary of Spanish company Altadis, S.A., which was acquired by the UK's Imperial Tobacco in February 2008
 - Headquartered in Fort Lauderdale, Florida
 - FY07 Sales: \$37 million (est.)
- **Altria Group Inc. (NYSE: MO)**
 - Parent company of Philip Morris, nation's largest tobacco company, and cigar maker John Middleton, Inc.
 - In the process of acquiring UST, nation's largest smokeless tobacco company; UST's shareholders have approved the acquisition and the transaction is expected to close in January 2009
 - Headquartered in Richmond, Virginia
 - FY07 Sales: \$73.8 billion

KEY: Altria companies - blue	British American / Reynolds American companies - red
Imperial Tobacco companies - purple	Liggett/Vector companies - green

- **British American Tobacco p.l.c. (LON:BATS)**
 - One of the world's largest tobacco companies
 - Key brands: Dunhill, Kent, Lucky Strike, Pall Mall
 - Owns a minority share of both Reynolds American and King Maker Marketing
 - Headquartered in London, England
 - FY06 Sales: \$49.3 billion
- **Commonwealth Brands Inc.**
 - Nation's 4th-largest cigarette manufacturer
 - Key brands: USA Gold, Montclair, Malibu, Sonoma
 - Subsidiary of UK's Imperial Tobacco (acquired in 2007)
 - Headquartered in Bowling Green, Kentucky
 - FY07 Sales: \$200 million
- **Conwood Companies**
 - Group of companies that, collectively, are the nation's 2nd-largest smokeless tobacco company; includes Conwood Sales Company LLC, Conwood Company LLC, Scott Tobacco LLC, and Rosswil LLC.
 - Key brands: Kodiak, Grizzly (smokeless), Winchester, Captain Black (cigars)
 - Subsidiary of Reynolds American (acquired in 2006)
 - Headquartered in Memphis, Tennessee
 - FY07 Sales: \$670 million
- **Daughters & Ryan Tobacco d/b/a D&R Tobacco**
 - Seller of loose-leaf tobacco and accessories for roll-your-own cigarettes
 - Key Brands: Vengeur, Windsail, Rowland, Wingate, Ryback, Athey, Ramback
 - Privately owned
 - Headquartered in Smithville, North Carolina
- **Farmer's Tobacco of Cynthiana, Inc.**
 - Cigarette manufacturer
 - Key Brand: Kentucky's Best
 - Family-owned and operated
 - Headquartered in Cynthiana, Kentucky
- **General Tobacco**
 - Manufacturer of discount cigarettes
 - Key brands: Bronco, GT One, Silver Champion, Colombian Gold, 32° Degrees
 - Subsidiary of privately-owned Vibo Corporation
 - Headquartered in Mayodan, North Carolina
- **Imperial Tobacco Group PLC (LON:IMT)**
 - One of the world's largest tobacco companies
 - Key brands: Davidoff, West, Gauloises Blondes, Drum, Golden Virginia, Rizla
 - Parent company of Commonwealth Brands Inc., Altadis USA, and LIGNUM-2
 - Headquartered in Bristol, England
 - FY07 Sales: \$25.2 billion
- **John Middleton, Inc.**
 - Manufacturer of machine-made large cigars and pipe tobacco
 - Key brand: Black & Mild
 - Subsidiary of Altria (acquired in December 2007 for \$2.9 billion)
 - Headquartered in Limerick, Pennsylvania

- **King Maker Marketing**
 - Cigarette and roll-your-own tobacco supplier
 - Key brands: Checkers, Hi-Val, Gold Crest
 - Subsidiary of ITC Limited, one of India's largest publicly-traded companies, of which BAT is a minority owner
 - Headquartered in Paramus, New Jersey
- **Kretek International**
 - Cigarette importer
 - Key brand: Djarum clove cigarettes
 - Headquartered in Moorpark, California
 - 2007 Sales: \$73 million
- **Lane Limited**
 - Tobacco manufacturer and distributor
 - Subsidiary of Reynolds American since 2004; many of Lane's operations were combined with those of the Conwood Companies in 2006
 - Headquartered in Tucker, Georgia
- **Liggett Group LLC**
 - Nation's 5th largest cigarette manufacturer; founded as Liggett & Myers
 - Key brands: Liggett Select, Eve, Grand Prix, Pyramid
 - Subsidiary of the Vector Group
 - Headquartered in Research Triangle Park, North Carolina
 - FY07 Sales: \$125 million
- **Liggett Vector Brands Inc.**
 - Handles sales and marketing functions for Liggett and Vector Tobacco
 - Subsidiary of the Vector Group
 - Headquartered in Research Triangle Park, North Carolina
- **LIGNUM-2**
 - Cigarette and cigar distributor
 - Key brands: Rave, Troya
 - Acquired by Imperial Tobacco in 2008
 - Headquartered in San Leandro, California
 - FY07 Sales: \$13.7 million
- **Lorillard Inc. (NYSE: LO)**
 - Nation's 3rd largest tobacco company
 - Key brands: Newport (top-selling menthol in U.S.), Kent, Max, Old Gold
 - Spun off from Loews in 2008
 - Headquartered in Greensboro, North Carolina
 - FY07 Sales: \$864 million
- **Nat Sherman International (AKA Sherman 1400 Broadway N.Y.C., Inc.)**
 - Manufacturer and retailer of cigarettes and cigars
 - Key brands: Fantasia (cigarettes), Maduro, Metropolitan, and Gotham (cigars)
 - Family owned and operated
 - Headquartered in Fort Lee, New Jersey; retail showroom on Fifth Avenue in NYC
 - FY07 Sales: \$67.8 million (est.)

- **Philip Morris USA**
 - Nation's largest tobacco company
 - Key Brands: Marlboro (#1 brand in U.S.), Basic, Parliament, Virginia Slims
 - Subsidiary of Altria
 - Headquartered in Richmond, Virginia
 - Annual Sales: \$18.1 billion
- **Philip Morris International (NYSE: PM)**
 - Holding company that, through its subsidiaries and affiliates, manufactures and sells tobacco products outside the U.S.
 - Key brands: Marlboro, L&M, Chesterfield, Parliament
 - Spun off from Altria Group in 2008
 - Headquartered in New York, NY
 - 2006 Revenue: \$48.26 billion
- **Premier Manufacturing Inc.**
 - Manufacturer of cigarettes and smokeless tobacco
 - Key brands: 1st Class, Ice, Shield, Superior, Ultra Buy, Wildhorse
 - Privately owned
 - Headquartered in Chesterfield, Missouri
 - FY07 Sales: \$27.7 million
- **Reynolds American Inc. (NYSE: RAI)**
 - Parent company of R.J. Reynolds (nation's #2 tobacco company), Conwood Companies, Santa Fe Natural, Lane Limited, and R.J. Reynolds Global Products
 - Formed in 2004 from merger of R.J. Reynolds and the U.S. operations of Brown & Williamson
 - British American Tobacco owns a minority share in the company
 - Headquartered in Winston-Salem, North Carolina
 - FY07 Sales: \$8.5 billion
- **R.J. Reynolds Global Products**
 - Manufactures and distributes tobacco products worldwide, including in U.S. Pacific territories, U.S. military outlets overseas and U.S. duty free channels
 - Formerly known as R.J. Reynolds International Business Group
 - Subsidiary of Reynolds American
 - Headquartered in Winston-Salem, North Carolina
 - FY07 Sales: too low to require public reporting
- **R.J. Reynolds Tobacco Company**
 - Nation's 2nd largest tobacco company
 - Key brands: Camel (#3 brand in U.S.), Salem, Kool, Pall Mall, Doral, Winston
 - Subsidiary of Reynolds American
 - Headquartered in Winston-Salem, North Carolina
- **Santa Fe Natural Tobacco Company**
 - Manufacturer of "additive-free" tobacco products
 - Key brand: Natural American Spirit
 - Subsidiary of Reynolds American
 - Headquartered in Santa Fe, New Mexico
 - FY07 Sales: too low to require public reporting

- **Schweitzer-Mauduit International, Inc. (NYSE: SWM)**
 - Manufacturer and supplier of tobacco and cigarette packaging materials
 - Spun off from Kimberly-Clark Corporation in 1995
 - Headquartered in Alpharetta, Georgia
 - FY07 Sales: \$715 million
- **Star Scientific Inc. (NASDAQ: STSI)**
 - Manufacturer of smokeless tobacco products and developer of technology to reduce toxins in tobacco through its wholly-owned subsidiary Star Tobacco Inc.
 - Key brands: Ariva, Stonewall Hard Snuff
 - Formerly named Eye Technology, Inc.
 - Headquartered in Petersburg, Virginia
 - FY07 Sales: \$500,000
- **Swedish Match North America Inc.**
 - Manufacturer of smokefree tobacco products, cigars, and pipe tobacco
 - Key brands: Longhorn, Renegades, Timber Wolf, Red Man (smokeless), Borkum Riff, Half and Half, Paladin, Velvet (pipe tobacco), White Owl (cigars)
 - Subsidiary of Swedish global tobacco company Swedish Match (STO: SWMA)
 - Headquartered in Richmond, Virginia
 - 2007 sales: \$188.6 million (est.)
- **Swisher International, Inc.**
 - Manufacturer of cigars, cigarillos, and smokeless tobacco products
 - Key brands: Swisher Sweets, Redwood, Kayak, Lancaster, Chattanooga Chew
 - Privately-held company
 - Headquartered in Darien, Connecticut
 - FY07 Sales: \$89.8 million (est.)
- **Top Tobacco LP**
 - Roll-your-own tobacco company
 - Key brands: Drum, Gambler and Top
 - Headquarters in Glenview, Illinois
 - Privately owned
 - 2007 Sales: \$19.1 million
- **Universal Corporation (NYSE: UVV)**
 - Leaf tobacco merchant and processor; operates through various subsidiaries and affiliates, chiefly Universal Leaf Tobacco Company Inc.
 - Headquartered in Richmond, Virginia
 - FY08 Sales: \$2.1 billion
- **UST, Inc. (NYSE: UST)**
 - Nation's largest smokeless tobacco company via its wholly-owned subsidiary U.S. Smokeless Tobacco Company
 - Key brands: Copenhagen, Skoal, Red Seal, Husky
 - Altria's proposed acquisition of UST has been approved by UST's shareholders and is expected to close in January 2009
 - Headquartered in Stamford, Connecticut
 - FY07 Sales: \$1.95 billion

- **U.S. Flue-Cured Tobacco Growers, Inc.**
 - Cigarette manufacturer owned by a cooperative of flue-cured tobacco growers
 - Key brand: 1839
 - Subsidiary of the Flue-Cured Tobacco Stabilization Corporation
 - Headquartered in Timberlake, North Carolina
 - FY07 Sales: \$21.1 million
- **Vector Group Ltd. (NYSE: VGR)**
 - Parent company of Liggett and Vector Tobacco, which it owns through its wholly-owned subsidiary VGR Holding Inc.
 - Headquartered in Research Triangle Park, North Carolina
 - FY07 Sales: \$555 million
- **Vector Tobacco Inc.**
 - Focused on the research and development of low-nicotine tobacco products
 - Key brand: Quest
 - Subsidiary of Vector Group Ltd.
 - Headquartered in Research Triangle Park, North Carolina
- **Virginia Carolina Corporation**
 - Cigarette manufacturer
 - Key Brand: Mentirosa
 - Privately owned
 - Headquartered in Pendleton, South Carolina
- **Wellstone Filters, Inc. (OTC: WFLTE)**
 - Development-stage company that develops and markets cigarettes and cigarette filter technology through its wholly owned subsidiary Wellstone LLC
 - Brand: Wellstone
 - Headquartered in Chapel Hill, North Carolina
 - FY06 Revenues: \$300,000
- **Wind River Tobacco Company, LLC**
 - Manufacturer of cigarettes and smokeless tobacco products
 - Key brands: Big Mountain, Bison, Canoe, Nashville, Teton
 - Privately-held company
 - Headquartered in Jackson, Wyoming

The following companies are no longer in the tobacco business:

- **Kraft Foods Inc. (NYSE: KFT)** - spun off from Altria in 2007
- **Loews Corporation (NYSE: LO)** - spun off Lorillard in 2008

The following tobacco companies no longer exist:

- **Brown & Williamson Tobacco Corp.** - a subsidiary of British American Tobacco, B&W merged with R.J. Reynolds to form Reynolds American in 2004
- **Cigarette Manufacturers Supplies, Inc.** - merged into Lane Limited in 2006
- **Cutting Edge Enterprises, Inc.** - corporation dissolved due to bankruptcy
- **DIMON Inc.** - merged with Standard Commercial Corp. in 2005 to create Alliance Tobacco Corporation

- **Liberty Brands LLC** - filed bankruptcy proceedings in 2007 and discontinued operations
- **Medallion Company Inc.** - merged with Vector in 2002
- **Standard Commercial Corp.** - merged with DIMON in 2005 to create Alliance Tobacco Corporation
- **Tobacco & Candy International Inc.** - per NAAG, no longer in existence
- **Tobacco Exporters International (USA) Ltd.** - merged into Lane Limited effective January 1, 2000