

# Physicians for a Smoke-Free Canada: Tobacco Project

---

## TABLE OF CONTENTS

I	Introduction	1
II	Research Methodology	1
III	Tobacco Screening Framework	1
IV	Tobacco Companies and Countries of Origin	2
V	Canadian Companies	6
	Tobacco Manufacturers	6
	Other Canadian Companies	7
VI	Non-Canadian Companies	8

# Physicians for a Smoke-Free Canada: Tobacco Project

---

## I INTRODUCTION

Michael Jantzi Research Associates Inc. (MJRA) tracks the social and environmental performance of Canadian companies. MJRA was retained to provide a list of Canadian firms that are involved in the manufacture of tobacco or tobacco-related products.

Kinder, Lydenberg, Domini & Co., Inc. (KLD) provides social research on US corporations. KLD provided information regarding non-Canadian companies that manufacture tobacco or tobacco-related products.

This report begins by exploring MJRA's research methodology. It then describes the tobacco screen, which MJRA developed in order to define whether or not a company is involved with the manufacture of tobacco or tobacco-related products. Next, the report focuses on a table highlighting all tobacco companies and their countries of origin, before providing some additional information about the Canadian companies and non-Canadian firms identified by MJRA and KLD as having involvement in this area.

## II RESEARCH METHODOLOGY

In reviewing and analysing the social performance of Canadian companies, MJRA utilises a comprehensive array of sources, including corporate documents and filings; major press (both national and international); periodicals, journals, and trade publications; government publications and databases; investment services databases, and our own files. MJRA analysts also conduct interviews with a wide variety of stakeholders, including community, company, industry, government, and union contacts. This information is entered into MJRA's Canadian Social Investment Database (CSID).

KLD uses a similar variety of sources to monitor the performance of publicly-traded companies in the United States and internationally.

## III TOBACCO SCREENING FRAMEWORK

For the purposes of this report, MJRA includes Canadian companies on the tobacco list that:

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- derive revenues from the production of tobacco products or whose involvement in activities closely associated with the production of tobacco products represents 5% or greater of annual revenues.

Tobacco products include cigarettes, cigars, pipes, chewing tobacco, snuff, and cigarette and pipe tobacco. Related activities include (but are not limited to) the manufacture of rolling papers, filters, and packaging. Companies involved in the distribution and sale of tobacco and tobacco-related products are not included as part of the list.

KLD uses a similar definition when developing its list of tobacco manufacturers in the United States and internationally.

#### IV TOBACCO COMPANIES AND COUNTRY OF ORIGIN

MJRA and KLD have identified the following companies as being manufacturers of tobacco or tobacco-related products.

Company Name	Country
800-JR CIGAR, Inc.	United States
Albatros Investissement	France
Alpha Tobacco Manufacturing Co. Ltd.	Bangladesh
AMCON Distributing Company	United State
Amer Group Ltd.	Finland
Austria Tabakwerke	Austria
B.A.T. Co. (S) Ltd.	Singapore
B.A.T. Indonesia, PT	Indonesia
B.A.T. Industries Plc	United Kingdom
B.A.T. Kenya Ltd.	Kenya
B.A.T. Zimbabwe Ltd.	Zimbabwe
Bangladesh Tobacco Co. Ltd.	Bangladesh
Birluk Tutun Pamuk Gida Madderli	Turkey
Bollore Technologies	France
British American Tobacco Holdings (South Africa) Ltd.	South Africa
Company Name	Country
Brooke Group, Ltd.	United States

## Physicians for a Smoke-Free Canada: Tobacco Project

C.A. Tabacalera Nacional (CATANA)	Venezuela
C.W. Obel A/S	Denmark
Caribbean Cigar Company	United States
Ceylon Tobacco Co. Ltd.	Sri Lanka
Celanese Canada Inc.	Canada
CNA Financial Corporation	United States
Compagnie Financiere Richemont AG	Switzerland
Compania Chilena de Tabacos SA	Chile
Compania Colombiana de Tabaco SA (Coltabaco)	Colombia
Consolidated Cigar Holdings, Inc.	United States
Cotapo Empreendimentos Comerciais e Industriais	Portugal
DCGR International Holdings	United States
Diamond Offshore Drilling, Inc.	United States
Dimon Inc.	United States
Distillers Corporation	South Africa
Eastern Tobacco	Egypt
Empresa Madeirense de Tabacos SA	Portugal
Eastman Chemical Company	United States
Gallaher	United Kingdom
Gebreuder Bernard AG	Germany
General Cigar Holdings, Inc.	United States
Glatfelter (P.H.) Company	United States
Godfrey Phillips India Ltd.	India
Grupo Carso, SA de CV	Mexico
GTC Industries Ltd.	India
Harley-Davidson, Inc.	United States
Havana Republic, Inc.	United States
HM Sampoerna	Indonesia
Holts Cigar Holdings, Inc.	United States
I.T.C. Ltd.	India
Imasco Limited	Canada
Imperial Tobacco Plc	United Kingdom
International Tobacco & Cigarette Company Ltd.	Jordan
<b>Company Name</b>	<b>Country</b>

## Physicians for a Smoke-Free Canada: Tobacco Project

J Reynolds Bhd	Malaysia
Japan Tobacco Inc.	Japan
Jerusalem Cigarette	Israel
Jordan Tobacco & Cigarette Co. Ltd.	Jordan
Karelia Tobacco Co. SA	Greece
Keranis Cigarette Company	Greece
Khyber Tobacco Company Ltd.	Pakistan
KWV Investments	South Africa
Lakson Tobacco Company Ltd.	Pakistan
Loews Corporation	United States
Malaysian Tobacco Co. Bhd	Malaysia
Massalin Particulares SA	Argentina
Nabisco Holdings Corp.	United States
Niche Resources, Inc.	United States
Nigerian Tobacco Plc	Nigeria
Noble Brands, Inc.	United States
Nobleza-Piccardo SA	Argentina
Pakistan Tobacco Co. Ltd.	Pakistan
Papastratos Cigarette SA	Greece
Perusahaan Rokok Tjap "Gudang Garam" PT	Indonesia
Philip Morris Companies Inc.	United States
Philippine Tobacco Flue Curing & Redrying Corporation	Philippines
Pioneer Tobacco Company Ltd.	Ghana
Playboy Enterprises, Inc.	United States
Premium Cigars International, Ltd.	United States
Raghunath Tobacco	India
Rembrandt Controlling Investments	South Africa
Rembrandt Group Ltd.	South Africa
RJR Nabisco Holdings Corp.	United States
Rothmans Holdings Ltd.	Australia
Rothmans Inc.	Canada

## Physicians for a Smoke-Free Canada: Tobacco Project

Company Name	Country
Rothmans Industries, Ltd.	Singapore
Rothmans of Pall Mall (Malaysia) Bhd	Malaysia
Rothmans of Pall Mall (Zambia) Ltd.	Zambia
Rothmans of Pall Mall (Zimbabwe) Ltd.	Zimbabwe
Sarhad Cigarette Industries Ltd.	Pakistan
Schweitzer-Mauduit International, Inc.	United States
Seita SA	France
Shanghai Industrial Holdings	Hong Kong
Signature Brands, Inc.	United States
Southland Corporation	United States
Souvenir Tobacco Company Ltd.	Pakistan
Souza Cruz SA	Brazil
Standard Commercial Corporation	United States
Stellenbosch Farmers' Winery Group Ltd.	South Africa
Swedish Match	Sweden
Swisher International Group Inc.	United States
T.S.L. Limited	Zimbabwe
Tabacalera Hondurena	Honduras
Tabacalera Nacional SA	Peru
Tabacalera, SA	Spain
Tabak AS	Czech Republic
Tabex Holdings Ltd.	Zimbabwe
Tamboril Cigar Company	United States
Technical & Industrial Investments Ltd.	South Africa
Technical Investment Corporation	South Africa
Tobacco International Limited	Pakistan
Tvornica Duhana Rovinj	Croatia
Ultimate Cigar	Canada
Union Tobacco	Jordan
Universal Corp.	United States
UST Inc.	United States
VST Industries Ltd.	India
W.D. & H.O. Wills Holdings Ltd.	Australia
West Indian Tobacco Company Ltd. (The)	Trinidad & Tobago

## Physicians for a Smoke-Free Canada: Tobacco Project

---

### V CANADIAN COMPANIES

#### A. Tobacco Manufacturers

The following Canadian companies meet MJRA's definition of having involvement in the manufacture of tobacco or tobacco-related products.

- **Celanese Canada Inc.**

Celanese Canada manufactures chemicals, cellulose products, and polyester staple fibres. FY 1997 sales were \$796.5 million. The company's majority owner is HNA Holdings Inc., an indirect, wholly-owned subsidiary of Hoechst AG of Frankfurt, Germany.

Celanese Canada produces cellulose acetate flake and converts it to cellulose acetate tow, which is used by the tobacco industry to make cigarette filters. Production of tow represents a significant portion of the Edmonton, AB plant's business, according to the company. The facility services about 90% of the Canadian market, while over 75% of its production is exported, primarily to Pacific Rim countries.

Celanese Canada reports that 23% of its FY 1997 net revenues were attributable to the sale of cellulose acetate tow, 100% of which is sold to cigarette manufacturers. This was a decrease from the year before, when tow represented 25% of revenues.

- **Imasco Limited**

Imasco Limited is a consumer products and services company. Its 98%-owned CT Financial Services is the parent of the Canada Trust group of companies. Imasco also owns Imperial Tobacco and Shoppers Drug Mart/Pharmaprix. Another wholly-owned subsidiary, Genstar Development Company, develops land for master-planned residential communities in Canada and the US. Imasco's FY 1997 revenues totalled \$11.4 billion.

Imasco derived 26.4% of its FY 1997 revenues from Imperial Tobacco. Imperial manufactures cigarettes, cigars, and fine-cut tobacco; imports pipe tobaccos; and processes leaf tobacco in Canada. Brand names include du Maurier and Player's, the two largest-selling domestic brands. In 1997, Imperial Tobacco had a 63.6% share of the

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Canadian tobacco products market.

- **Rothmans Inc.**

Rothmans manufactures and distributes tobacco products through its 60%-owned subsidiary Rothmans, Benson & Hedges Inc. (Philip Morris International Finance Corporation owns the remaining 40%) at facilities in Ontario and Quebec. The company sells its products under the Belvedere, Benson & Hedges, Craven “A”, Mark Ten, Number 7, Rothmans, and Viscount brand names.

In FY 1998, Rothmans derived approximately 99.5% of its revenues (\$524.7 million) from the manufacture of tobacco products. That fiscal year (ended 31 March 1998), Rothmans, Benson & Hedges supplied 22.3% of domestic consumer demand for tobacco products. It is Canada’s market leader in imported pipe tobacco.

Rothmans International N.V. of the Netherlands controls the shares owned by Rothmans of Canada Limited, the company’s single largest shareholder.

- **Ultimate Cigar**

Ultimate Cigar imports and manufactures cigars. In early 1998, Ultimate Cigar reported to KLD that it derives all of its revenues from the sale of tobacco products.

### **B. Other Canadian Companies**

There are a number of additional Canadian companies that have peripheral involvement with the tobacco industry but do not meet MJRA’s definition of being manufacturers of tobacco or tobacco-related products.

- **Brooks Distributors Inc.**

Brooks Distributors, formerly Goldpatch Resources Ltd., merged into Ambrex Mining Corporation in August 1995 via a reverse takeover. The company is listed in an investment services database as a wholesaler of tobacco and tobacco products.

- **Davis Distributing Limited**

**Michael Jantzi Research Associates Inc.**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Davis Distributing distributes a wide variety of consumer items, including confectioneries, frozen foods, groceries, health and beauty products, sundries, and tobacco products.

- **Drug Trading Company Limited**

Drug Trading is a drug wholesale company and services approximately 2,600 retail drug stores throughout Ontario, Quebec, and the Atlantic provinces from six locations in Ontario and one in New Brunswick, according to an investment services database. Tobacco and tobacco products are among the many consumer items the company distributes.

- **Provigo Inc.**

Provigo is the largest retailer and wholesale distributor of food products in Quebec, and the second largest in the country. Through LOEB Inc., the company is engaged in the wholesale distribution of confectionery, druggists' sundries, poultry products, and tobacco and tobacco products.

## VI NON-CANADIAN COMPANIES

The following non-Canadian companies meet KLD's definition of having involvement in the manufacture of tobacco or tobacco-related products. They are listed alphabetically by country.

- **Massalin Particulares SA**

### Argentina

The company's primary business is the production and sale of cigarettes. It sells cigarettes under various brand names, including Benson & Hedges, Parliament, L&M, Chesterfields, R6, Marlboro, Le Mans, Ducados, Colorado, Galaxi, Imparciales, and West. The company is based in Buenos Aires. As of early 1996, Philip Morris (U.S.) and Reemstma Cigarretten Fabriken GmbH (Germany) controlled approximately 64% and 31% of Massalin, respectively.

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- **Nobleza-Piccardo SA**

**Argentina**

The company's primary business is the production, sale, and export of tobacco products, including cigarettes and cigars. Among its brand names are Camel, Barclay, Derby, Jockey Club, Kool, Lucky Strike, Parisiennes Box, and Gitanes Blondes. As of December 1997, B.A.T. Industries Plc (U.K.) owned 70% of the company.

- **Rothmans Holdings Ltd.**

**Australia**

Rothmans is a holding company which, through various subsidiaries, produces and sells tobacco products, including cigarettes and cigars. Among its brand names are Holiday, Peter Stuyvesant, and Winfield. The company's other businesses include printing, packaging, and paper and board converting. As of 1997, Compagnie Financiere Richemont AG (Switzerland) owned 33.3% of the company.

- **W.D. & H.O. Wills Holdings Ltd.**

**Australia**

The corporation is a holding company which, through various subsidiaries, produces and sells tobacco products. Among its wholly owned subsidiaries are John Players & Sons and The Benson & Hedges Co. As of December 1997, B.A.T. Industries Plc (U.K.) owned 67% of the company.

- **Austria Tabakwerke**

**Austria**

The company's primary business is the production and sale of tobacco products, including cigarettes, cigars, and chewing tobacco. Among its brand names are Memphis, Milde Sorte, Marlboro, HB, Camel, and Winston. The company has subsidiaries in Greece, the United States, and Turkey. Austria Tabakwerke went public in 1997.

- **Alpha Tobacco Manufacturing Co. Ltd.**

**Bangladesh**

The company manufactures and sells cigarettes. Its brands include Bengal King, Brigade, Caesar, Cannon, and Purbani.

- **Bangladesh Tobacco Co. Ltd.**

**Bangladesh**

**Michael Jantzi Research Associates Inc.**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

The company manufactures and sells cigarettes and cut tobacco. As of December 1997, B.A.T. Industries Plc (U.K.) owned 65% of the company. Brands include John Player, Scissors, and State Express.

- **Souza Cruz SA**

**Brazil**

The company's primary business is the production and sale of tobacco products, including cigarettes and cigars. Among its brand names are Viceroy, Carlton, Hollywood, Belmont, Plaza, Derby Pall Mall, and Free. As of December 1997, B.A.T. Industries Plc (U.K.) owned 75% of the company.

- **Compania Chilena de Tabacos SA**

**Chile**

The company is a holding company, and as of December 1997, was 70% owned by B.A.T. Industries Plc (U.K.). Through various subsidiaries, it produces and sells tobacco products, including cigarettes and cigars. Among its brand names are Barclay, Kent, Viceroy, Kool, Pall Mall, Derby, Record Hilton, Belmont, Lucky Strike, Casino, Embassy, Sheriff, L&B, Advance, and Windsor. In May 1996, the company changed its name from Empresas CCT SA.

- **Compania Colombiana de Tabaco SA (Coltabaco)**

**Colombia**

The company's primary business is the production and sale of cigarettes. Among its brand names are Victor Extra Fine, Hidalgo, Victoria, Cairo, Jockey Club, Pielroja, Derby Azul, Royal, Pierrot, Full-Hand, and Dandy. The company is also involved in real estate development and the manufacture of consumer paper products.

- **Tvornica Duhana Rovinj**

**Croatia**

The company manufactures and exports cigarettes. Brands include Ronhill, Walter Wolf, York, and Marlboro.

- **Tabak AS**

**Czech Republic**

Tabak AS produces and markets cigarettes and other tobacco products. Brands include  
**Michael Jantzi Research Associates Inc.**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Sparta, Petra, Start, Bond, and Bakara. Philip Morris (U.S.) owns 77% of the company.

- **C.W. Obel A/S** **Denmark**

The company owns 40% of Skandinavisk Holding, which through various subsidiaries produces and sells tobacco products, including cigarettes, cigars, pipe tobacco, and chewing tobacco.

- **Eastern Tobacco** **Egypt**

Eastern Tobacco manufactures cigarettes and other tobacco products.

- **Amer Group Ltd.** **Finland**

Amer is a consumer products company specializing primarily in sporting goods. The company's tobacco division manufactures and markets tobacco products, including cigarettes and cigars. In FY 1997, tobacco products accounted for approximately 11% of the company's total revenues.

- **Albatros Investissement** **France**

Albatros is a holding company. The company owns 54% of Bollore Technologies (France), a manufacturer and distributor of cigarettes.

- **Bollore Technologies** **France**

The company provides transportation and logistics services, distributes fossil fuels, manufactures specialty papers and films, and manufactures and sells cigarettes in French-speaking Africa and Madagascar. In FY 1997, Bollore derived approximately 6% of its revenues from the sale of tobacco products. The company is 56% owned by Albatros Investissement (France).

- **Seita SA** **France**

The company's primary business is the manufacture and sale of tobacco products, including cigarettes, cigars, and pipe tobaccos. Among the company's brand names are Gauloises, Royal, Lucky Strike, Brooklyn, Gitanes, Caporal, Saint Claude, Bergerac,

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Havanitos, Fleur de Savane, Ninas, and Meccarillos. The company also manufactures matches. Seita, formerly a state-owned company, went public in 1995. The French government retains a 10% share in the company.

- **Gebreuder Bernard AG** **Germany**

The company is a producer of cigars and smokeless tobacco. Gebrueder Bernard was delisted in 1994, but as of early 1998 still appeared to be publicly traded.

- **Pioneer Tobacco Company Ltd.** **Ghana**

Pioneer Tobacco produces cigarettes and cut tobacco products. The company's brands include State Express 555, Embassy Kings, Diplomat and Players. As of December 1997, B.A.T. Industries Plc (U.K.) owned 55% of the company.

- **Karelia Tobacco Co. SA** **Greece**

Karelia manufactures and markets cigarettes.

- **Keranis Cigarette Company** **Greece**

The company imports and trades processed and non-processed tobacco.

- **Papastratos Cigarette SA** **Greece**

The company manufactures cigarettes for sale in Greece and abroad. Among its brand names are Assos, Colt, Cosmos, President, and Rally.

- **Tabacalera Hondurena** **Honduras**

The company produces cigarettes and cut tobacco products. As of December 1997, B.A.T. Industries Plc (U.K.) owned 80% of the company.

- **Shanghai Industrial Holdings** **Hong Kong**

Shanghai Industrial is a holding company with investments in various sectors, including printing, pharmaceuticals, dairy products, auto parts, construction, and tobacco.

## Physicians for a Smoke-Free Canada: Tobacco Project

---

The company's tobacco operations are conducted through its wholly-owned subsidiary, Nanyang Brothers Tobacco Co. Ltd. KLD estimates that in FY 1996, cigarette sales accounted for approximately 33% of Shanghai Industrial's total revenues.

- **Godfrey Phillips India Ltd.** **India**

The company manufactures and distributes cigarettes, cigars, and pipe tobacco. Brands include Anand, Black & White, Four Square, Leader, and Red & White.

- **GTC Industries Ltd.** **India**

The company manufactures cigarettes under the brand names Chancellor Exclusive, Esquire, Flair, Legend, and Panama; and cut tobacco under the brand name Chancellor. It markets both cigarettes and cut tobacco in India and abroad.

- **I.T.C. Ltd.** **India**

The firm is a holding company. Through its subsidiaries it is involved in numerous activities including the manufacture and sale of cigarettes and the processing of leaf tobacco. Brand names include Wills, Gold Flake, Classic India King, Scissors, and Bristol. As of December 1997, B.A.T. Industries Plc (U.K.) owned approximately 31% of the company.

- **Raghunath Tobacco** **India**

Raghunath Tobacco produces cigarettes and cut tobacco products.

- **VST Industries Ltd.** **India**

The company grows, manufactures, and sells tobacco and tobacco-related products. Brand names include Charminar, Charms, Vazir, Qila, and Gold Premium. As of December 1997, B.A.T. Industries Plc (U.K.) owned 31% of the company.

- **B.A.T. Indonesia, PT** **Indonesia**

The company manufactures and markets cigarettes and other tobacco products. Brands include Ardath, Kent, Lucky Strikes, and Benson & Hedges. As of December 1997,

## Physicians for a Smoke-Free Canada: Tobacco Project

---

B.A.T. Industries Plc (U.K.) owned 70% of the company.

- **HM Sampoerna** **Indonesia**

The company manufactures tobacco products, including clove cigarettes.

- **Perusahaan Rokok Tjap "Gudang Garam" PT** **Indonesia**

The company manufactures, markets, and exports clove cigarettes and related products, and operates tobacco and clove plantations. The brand name of the company's products is Gudang Garam.

- **Jerusalem Cigarette** **Israel**

Jerusalem Cigarette Company manufactures and sells cigarettes.

- **Japan Tobacco Inc.** **Japan**

The company was once a state monopoly and still has approximately 80% of the Japanese cigarette market. Japan Tobacco also exports tobacco products. Since its initial public offering in October 1994, Japan Tobacco has made moves to diversify into such areas as pharmaceuticals, food, and agribusiness. Sales of tobacco products accounted for 98% of the company's 1997 revenues. As of September 1997, the Japanese Finance Ministry owned 67% of the company.

- **International Tobacco & Cigarette Company Ltd.** **Jordan**

The company produces cigarettes and cut tobacco products.

- **Jordan Tobacco & Cigarette Co. Ltd.** **Jordan**

The company manufactures and sells cigarettes. The company's brands include Gold Star, Philadelphia, and Top Twenty.

- **Union Tobacco** **Jordan**

Union Tobacco manufactures and sells cigarettes.

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- **B.A.T. Kenya Ltd.** **Kenya**

B.A.T. Kenya manufactures and markets cigarettes and other tobacco products. As of December 1997, B.A.T. Industries Plc (U.K.) owned 60% of the company.

- **Malaysian Tobacco Co. Bhd** **Malaysia**

The company manufactures, imports, and markets cigarettes and other tobacco products. As of December 1997, B.A.T. Industries Plc (U.K.) owned 54% of the company.

- **RJ Reynolds Bhd** **Malaysia**

The company manufactures and markets cigarettes and other tobacco products. Its brands include Salem, Camel, Winston, and Marlboro. As of April 1998, RJR Nabisco Holdings Corporation (U.S.) owned 60% of the company.

- **Rothmans of Pall Mall (Malaysia) Bhd** **Malaysia**

The company manufactures, imports, and markets cigarettes and other tobacco products. As of May 1998, Rothmans Holdings BV owned 50% of the company. As of 1996, Compagnie Financiere Richemont AG (Switzerland) owned 60.6% of Rothmans Holdings BV.

- **Grupo Carso, SA de CV** **Mexico**

The company is a large conglomerate with operations in tobacco, automotive parts, food and beverages, construction, retail, mining and metallurgy, and telecommunications. As of 1998, Grupo Carso owned 50% of Cigarros la Tabacalera Mexicana, SA de CV which manufactures and sells cigarettes and other tobacco products. Philip Morris owns the other 50% of Cigarros.

- **Nigerian Tobacco Plc** **Nigeria**

Nigerian Tobacco manufactures and sells cigarettes. Brands include Excel, Players Gold Leaf, and Trend. As of December 1997, B.A.T. Industries Plc (U.K.) owned 59%

## Physicians for a Smoke-Free Canada: Tobacco Project

---

of the company.

- **Khyber Tobacco Company Ltd.** **Pakistan**

Khyber Tobacco Company manufactures and sells cigarettes. Its brands include Players, Red Lamp, Richmond, and Sports.

- **Lakson Tobacco Company Ltd.** **Pakistan**

The company manufactures and markets cigarettes under the brand names Buckingham, Morven Gold, Panama, Princeton, and Royals.

- **Pakistan Tobacco Co. Ltd.** **Pakistan**

The company manufactures and markets cigarettes. Brands include Gold Leaf King Size, Capstan Filter, and Wills King. As of December 1997, B.A.T. Industries Plc (U.K.) owned 63% of Pakistan Tobacco.

- **Sarhad Cigarette Industries Ltd.** **Pakistan**

Sarhad Cigarette manufactures and sells cigarettes.

- **Souvenir Tobacco Company Ltd.** **Pakistan**

The company manufactures and sells cigarettes. Its brands include Allwin, Mayor, and Melburn.

- **Tobacco International Limited** **Pakistan**

The company manufactures and sells cigarettes.

- **Tabacalera Nacional SA** **Peru**

The company manufactures and markets cigarettes under the brand names Arizona, Commander, Ducal, Hamilton Lights, Master, Nevada, and Premier.

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- **Philippine Tobacco Flue Curing & Redrying Corporation** **Philippines**

The company buys, processes, and resells tobacco.

- **Cotapo Empreendimentos Comerciais e Industriais** **Portugal**

Cotapo is a holding company with investments in companies that make cigarettes and cigars. As of August 1996, Tabaqueira, the Portuguese state-owned tobacco company, owned 89.7% of Cotapo. In May 1997, Tabaqueira offered to acquire the remaining shares of the company. As of April 1998, KLD did not have any indication that the acquisition had been completed.

- **Empresa Madeirense de Tabacos SA** **Portugal**

The company manufactures tobacco products including cigarettes and cigars. Brand names include Bingo, Boa Viagem and SG.

- **B.A.T. Co. (S) Ltd.** **Singapore**

The company manufactures and markets tobacco products. As of December 1997, B.A.T. Industries Plc (U.K.) owned 80% of the company.

- **Rothmans Industries, Ltd.** **Singapore**

The firm is a holding company whose subsidiaries manufacture, import, and market tobacco products in Singapore, Burma, Vietnam, Laos, Cambodia, and Thailand. As of June 1997, Rothmans Holdings BV (Netherlands) owned 50% of the company. As of 1996, Compagnie Financiere Richemont AG (Switzerland) owned 60.6% of Rothmans Holdings BV.

- **British American Tobacco Holdings (South Africa) Ltd.** **South Africa**

The company manufactures and markets tobacco products. As of December 1997, B.A.T. Industries Plc (U.K.) owned 63% of the company. In 1997, the company changed its name from Utico Holdings Ltd.

- **Distillers Corporation** **South Africa**

Michael Jantzi Research Associates Inc.

## Physicians for a Smoke-Free Canada: Tobacco Project

---

The corporation is a holding company. Through its wholly-owned subsidiary, Distillers Corporation Ltd., the company produces spirits. Through its other subsidiaries it produces wine and distributes (wholesale and retail) wine and spirits. Rembrandt-KWV Investments Ltd. (South Africa) owns 60% of the company, and South African Breweries Ltd. (South Africa) owns 30%. Because of its close association with the various Rembrandt corporations, the company is included on this list of tobacco firms. (See Rembrandt Group Ltd.)

- **KWV Investments** **South Africa**

The firm is a holding company. KWV's main asset is a 50% interest in Rembrandt-KWV Investments Ltd. (South Africa), a holding company which owns 60% of Distillers Corporation (South Africa) and 60% of Stellenbosch Farmers' Group Ltd. (South Africa). Because of its close association with the various Rembrandt corporations, the company is included on this list of tobacco firms. (See Rembrandt Group Ltd.)

- **Rembrandt Controlling Investments** **South Africa**

The corporation is an investment holding company. The company owns 51% of Rembrandt Group Ltd. (South Africa), which is its primary investment. Technical Investment Corporation (South Africa) owns 40.6% of the company.

- **Rembrandt Group Ltd.** **South Africa**

In 1995 the company merged its tobacco interests with those of Compagnie Financiere Richemont AG (Switzerland). Rembrandt Group holds a one-third share in the venture, which now includes all of Rothmans International Plc, the fourth largest tobacco producer in the world. The company's other businesses include banking, forestry and timber processing, printing and packaging, financial services, engineering, adhesives, life insurance, mining, petrochemical products, food, and wine and spirits. Rembrandt Controlling Investments (South Africa) owns 51% of the company.

- **Stellenbosch Farmers' Winery Group Ltd.** **South Africa**

The corporation is a holding company. Its subsidiaries produce and distribute (wholesale and retail) wine and spirits. Rembrandt-KWV Investments Ltd. (South

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Africa) owns 60% and South African Breweries Ltd. (South Africa) owns 30% of the company. Because of its close association with the various Rembrandt corporations, the company is included on this list of tobacco firms. (See Rembrandt Group Ltd.)

- **Technical & Industrial Investments Ltd.** **South Africa**

The corporation is a holding company. It owns 60.4% of Technical Investment Corporation (South Africa) and 9.6% of Rembrandt Controlling Investments (South Africa). The privately-held Rembrandt Trust, controlled by the Rupert and Hertzog families, owns 44.5% of the company. Because of its close association with the various Rembrandt corporations, the company is included on this list of tobacco firms. (See Rembrandt Group Ltd.)

- **Technical Investment Corporation** **South Africa**

The corporation is a holding company. Its primary investment is a 40.6% share of Rembrandt Controlling Investments (South Africa). Technical & Industrial Investments Ltd. (South Africa) owns 60.4% of the company. Because of its close association with the various Rembrandt corporations, the company is included on this list of tobacco firms. (See Rembrandt Group Ltd.)

**Tabacalera, SA** **Spain**

The state monopoly is currently 52% owned by the government of Spain. The company has recently sold non-core assets to focus on tobacco related products. Brands include Ducados, Fortuna, and Farias.

**Ceylon Tobacco Co. Ltd.** **Sri Lanka**

Ceylon Tobacco produces and sells cigarettes. As of December 1997, B.A.T. Industries Plc (U.K.) owned 84% of the company.

**Swedish Match** **Sweden**

The company's primary business is the manufacture and marketing of matches and lighters. In Sweden it also produces and sells cigarettes and cigarillos under various brand names, including Blend and Bellman Siesta.

**Michael Jantzi Research Associates Inc.**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- **Compagnie Financiere Richemont AG** **Switzerland**

The firm is a holding company whose subsidiaries operate primarily in the tobacco and luxury goods segments. In 1995 the company merged its tobacco interests with those of Rembrandt Group Ltd. (South Africa). Richemont holds a two-thirds share in the venture, which now includes all of Rothmans International Plc.

- **West Indian Tobacco Company Ltd. (The)** **Trinidad & Tobago**

As of December 1997, B.A.T. Industries Plc (U.K.) owned 49% of the company's common stock.

- **Birluk Tutun Pamuk Gida Madderli** **Turkey**

The company processes and exports tobacco.

- **B.A.T. Industries Plc** **United Kingdom**

The company manufactures and markets cigarettes under various brand names including Lucky Strike, Kent, Players, Hollywood, Viceroy, Pall Mall, Benson & Hedges, 555, GPC, and Silk Cut. In FY 1997, tobacco products accounted for 62% of the company's revenues. In the United States it owns the Brown & Williamson Company. B.A.T. Industries Plc has ownership in numerous companies throughout the world. In August 1997, the company acquired Cigarrera La Moderna, the cigarette subsidiary of Empresas la Moderna (Mexico). In December 1997, the company announced plans to merge its non-tobacco operations (financial services) with Zurich Group (Switzerland). The deal is expected to close in the second half of 1998.

- **Gallaher** **United Kingdom**

In May 1997, the company was spun off by Fortune Brands (formerly American Brands). Gallaher manufactures cigarettes, cigars, as well as pipe and handrolling tobaccos. The company's brand names include Benson and Hedges, Silk Cut, and Hamlet.

- **Imperial Tobacco Plc** **United Kingdom**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

The company manufactures cigarettes, handrolling tobacco, cigars, and pipe tobacco under various brand names including Regal, Superking, John Player Special, Golden Virginia, Dutch Blend, and Gold Bock. In October 1996, Imperial Tobacco was spun off by Hanson Plc (U. K.). As of February 1998, National City Nominees Ltd. owned 28% of the company.

- **800-JR CIGAR, Inc.** **United States**

800-JR CIGAR distributes and sells brand name cigars in the U.S. Among the company's proprietary brand names are Belinda, Casa Blanca, El Rey del Mundo, 5 Star Seconds, Jose Marti, JR Ultimate, La Finca, Rosa Cuba, and Santa Clara. The firm retails cigars through direct mail, six specialty cigar stores, and two discount outlet stores. Its wholesaling operations are conducted through catalog sales of cigars and cash-and-carry sales of cigarettes through its large discount stores. In FY 1997, retail sales represented 58% of sales and wholesale operations 42%.

- **AMCON Distributing Company** **United States**

AMCON is a distributor of consumer products in the Great Plains and Rocky Mountains regions. In FY 1997, distribution of cigarettes accounted for approximately 66% of the company's revenues. In addition, distribution of confectionery products accounted for approximately 12% of its revenues.

- **Brooke Group, Ltd.** **United States**

Brooke Group manufactures and sells cigarettes in the U.S. and Russia through, respectively, its subsidiaries, Ligget Group and Brooke Overseas Limited. U.S. brand names include L&M, Chesterfield, Lark and Eve; Russian brands are Pegas, Prima, Novosti and Balomorkanal. In FY 1997, the company derived virtually all of its revenues from the sale of tobacco products.

- **Caribbean Cigar Company** **United States**

Caribbean Cigar went public in August 1996. The company's primary business is the manufacture and distribution of cigars.

- **CNA Financial Corporation** **United**

**Michael Jantzi Research Associates Inc.**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

### States

CNA Financial Corporation is a financial services company, specializing in insurance. It is 84% owned by Loews Corporation, which owns the Monte Carlo casino and is a major manufacturer of tobacco products through its Lorillard subsidiary. See Loews Corporation.

- **Consolidated Cigar Holdings, Inc.** **United States**

Consolidated Cigar manufactures and sells cigars in all segments of the cigar market. Its premium brands include H. Upmann, Montecristo, Don Diego, Te-Amo, Santa Damiana, Royal Jamaica, Primo Del Ray and Montecruz; mass market brands Antonio Y Cleopatra (AyC), Dutch Masters, El Producto, Muriel, Backwoods, Super Value and Supre Sweets; and mass market little cigars Dutch Treats, Super Value and Supre Sweets. The company also makes pipe tobacco, marketed under the Misture No. 79 and China Black brand names. In FY 1997, cigar sales accounted for approximately 94% of the company's revenues. As of November 1997, Ronald O. Perelman's Mafco Holdings Inc. owned 64% of Consolidated Cigar.

- **DCGR International Holdings** **United States**

DCGR manufactures and markets imported premium cigars under the Don Carol brand name and has a license to market cigars under the Adolfo brand name as well. The company derives virtually all its revenues from tobacco products. In July 1998, the company changed its name from Dominican Cigar Corporation.

- **Diamond Offshore Drilling, Inc.** **United States**

Diamond Offshore Drilling is an oilfield services company that provides contract drilling for offshore oil and gas wells. As of early 1997, the company was 51.3% owned by Loews Corporation, which owns the Monte Carlo casino and is a major manufacturer of tobacco products through its Lorillard subsidiary. (See Loews Corporation.)

- **Dimon Inc.** **United States**

Dimon purchases, processes and sells leaf tobacco. The company purchases tobacco in numerous countries and has 30 processing facilities throughout the world. In FY 1997,

## Physicians for a Smoke-Free Canada: Tobacco Project

---

tobacco products accounted for approximately 85% of the company's sales.

- **Eastman Chemical Company** **United States**

Eastman Chemical manufactures and distributes specialty and performance chemicals (56% of FY 1996 revenues); core plastics (29%); and chemical intermediates (15%).

The company's specialty and performance segment products include fibers, which are used for cigarette filters and fabrics; coatings, inks, and resins; photographic and custom chemicals, which include those used to manufacture agricultural chemicals; performance chemicals, and specialty plastics. Core plastics products include polyethylene terephthalate (PET), which is a plastic used in soft-drink containers. Chemical intermediates include chemicals for agriculture, wood and metal coatings, plasticizers, and lubricants. The company's U.S. operations are in Tennessee, Arkansas, New York, South Carolina, and Texas.

In 1996 the company acquired Peboc, a U.K.-based subsidiary of Solvay. In 1995 and 1996, the company divested several businesses, including its compounded polypropylene product line and its monoglycerides, vitamin E, powder coatings, and adhesive businesses.

Eastman Kodak spun off Eastman Chemical as a separately traded company on December 31, 1993.

Eastman Chemical is one of the world's largest suppliers of cellulose acetate tow, a key product in the manufacture of cigarette filters. The product accounted for 14% of the company's FY 1996 revenues. As of December 1996, the company manufactured approximately one-third of the annual worldwide production of acetate tow.

- **General Cigar Holdings, Inc.** **United States**

General Cigar Holdings Inc., formerly Culbro Corporation, manufactures and sells domestic and imported cigars through its subsidiary General Cigar Company. It also grows, processes and sells cigar wrapper tobacco through the Culbro Tobacco Division of General Tobacco. Premium cigar brands include Macanudo, Partagas, Temple Hall, Canaria d'Oro, Cifuentes and Ramon Allones; mass market large cigars include Garcia y

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Vega, White Owl, Robt. Burns and Wm. Penn; and, mass market small cigar brands include Tiparillo and Tijuana Smalls. General Cigar also operates Club Macanudo, a cigar bar in New York City. In FY 1997, the company derived virtually all of its revenues from the sale of cigars and other tobacco-related activities.

- **Glatfelter (P.H.) Company**

**United States**

Glatfelter manufactures paper products for a wide variety of customers. Its Ecusta division produces lightweight paper for tobacco products as well as other specialty products such as Bibles, hymnals, and financial and medical publications. In FY 1996 paper production for these products accounted for 37% of the company's sales.

- **Harley-Davidson, Inc.**

**United States**

HD manufactures heavyweight motorcycles through its motorcycles and related products division (approximately 75% of 1994 sales). Through its Holiday Rambler transportation vehicles division, acquired in 1986, HD manufactures recreation vehicles (motorhomes and travel trailers; 18%) and commercial vehicles (sold under Utilimaster brand name; 6%). HD also licenses its name to various domestic and international sources who produce HD brand products (1%).

In 1993, HD acquired 49% of Buell Motorcycle Co., a U.S. company that manufactures performance motorcycles. Also in that year, HD bought 49% of Eaglemark Financial Services, Inc., which provides financing to U.S. dealers and customers. Eaglemark offers retail customers a HD credit card for financing Harley motorcycle purchases.

Harley-Davidson does not manufacture cigarettes, but derives revenues from a licensing fee it has with Loews' Lorillard subsidiary for Harley-Davidson brand cigarettes. For several years prior to 1995 Harley-Davidson attempted to cancel this licensing agreement with Loews. In late 1995, after an extended dispute, Loews agreed that it would cease marketing cigarettes under the Harley-Davidson name after September 2001. From 1986 through 1995, Harley-Davidson received licensing fees and royalties totaling approximately \$5.6 million from Lorillard.

- **Havana Republic, Inc.**

**United States**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Havana Republic, founded in February 1996, specializes in premium cigars. The company manufactures its own private label cigars, and plans to produce cigars for other companies through its Nicaraguan facility. Havana opened its first store in Weston, Florida, a suburb of Ft. Lauderdale, with a second scheduled to open in November of 1997 and two others in South Florida in 1998. The company derives virtually all of its revenues from tobacco products.

- **Holts Cigar Holdings, Inc.**

**United States**

Holts is a distributor and retailer of brand name cigars and cigar-related products. The company's retail operations consist of a mail order catalog and three stores. The company is also the wholesale distributor of Ashton cigars. In FY 1998, the company derived 92.4% of its revenues from the sale of premium cigars. Its remaining revenues were from the sale of other tobacco products and accessories.

- **Loews Corporation**

**United States**

Loews is a diversified holding company. Its primary businesses are insurance (83% of FY 1996 revenues), tobacco (11%), hotels (3%), watches (1%), and oil drilling (1%). The company's principal subsidiaries include CNA Insurance (84%-owned), Lorillard Tobacco Company, Loews Hotels, Diamond Offshore, and Bulova Corporation.

In February 1996, the company announced its plans to acquire Arethusa Limited. In October 1995, Loews spunoff 30% of Diamond Offshore subsidiary to the public. In January 1995, the company's Bulova subsidiary sold Bulova Technologies, an industrial and defense manufacturing business.

As of February 1997, Laurence A. Tisch and Preston R. Tisch, the company's cochairmen of the board and cochief executive officers, together own approximately 31% of the company's stock.

The company's Lorillard division manufactures and markets cigarettes, sales of which accounted for 11% of 1996 revenues. Among its principal brand names are Newport, Kent, and True. Loews' principal businesses are life insurance (through its CNA subsidiary), hotels, watches (through its Bulova subsidiary), offshore drilling (through its Diamond Offshore Drilling subsidiary), and tobacco products (through Lorillard).

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- **M&F Worldwide Corporation**

**United States**

The company, formerly Power Control Technologies, produces licorice extracts for the tobacco industry. Licorice extract sales to the tobacco industry accounted for 72% of FY 1997 revenues. Sales to Philip Morris accounted for 30% of FY 1997 revenues. In 1997 the company acquired the flavors business from Mafco Consolidated. In 1996 the company sold off its aerospace business.

In 1997 the company changed its name from Power Control Technologies to M&F Worldwide Corporation.

- **Nabisco Holdings Corp.**

**United States**

Nabisco Holdings is 80.5% owned by RJR Nabisco Holdings. (See RJR Nabisco.)

- **Niche Resources, Inc.**

**United States**

Niche Resources sells premium cigars from Nicaragua, Honduras, the Dominican Republic, and Mexico and provides humidors, at no charge, to cigar retailers. The company was formed in May 1997 through the merger of The Old Scottsdale Cigar Company and Desert Palm Suncare, Ltd.

In June 1998, the company changed its name from Scottsdale Cigar Co. to Niche Resources, Inc.

- **Noble Brands, Inc.**

**United States**

Noble Brands produces cigars in Mexico for sale in the United States. The company derives all its revenues from the sale of tobacco products.

- **Philip Morris Companies Inc.**  
**States**

**United**

Philip Morris manufactures and markets tobacco products (53% of 1996 revenues); packaged foods (40%) through its Kraft Foods subsidiary; beer (6%) through its Miller Brewing subsidiary; and financial services and real estate (1%).

In November 1997, the company's subsidiary Miller Brewing sold its 20% interest in **Michael Jantzi Research Associates Inc.**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

the Canadian company, Molson Breweries. In October 1997, the company agreed to sell Kibon, its Brazilian ice cream businesses, and a 50% share of its joint venture, Sorvane.

In May 1997, the company's Kraft Foods unit agreed to sell Log Cabin and some other syrup businesses. In 1996 the company acquired a majority interest in the former state-owned tobacco company Tabaqueira SA of Portugal, and sold Duracell International, a manufacturer of batteries. In 1995 the firm merged its two food units Kraft and General Foods, into one division, Kraft Foods.

Philip Morris Companies Inc. manufactures and markets cigarettes through its domestic subsidiary Philip Morris, Inc., and its non-U.S. subsidiary, Philip Morris International, Inc. Domestic brands include Marlboro, Benson & Hedges, Merit, Virginia Slims, Parliament, Basic, and Cambridge. International brands include L&M, Philip Morris, Bond Street, Chesterfield, Lark, Parliament, Merit, and Virginia Slims. In the U.S., the company has nine tobacco manufacturing and processing plants. Outside of the U.S., the company owns, leases, or has an interest in 47 tobacco manufacturing facilities in 28 countries. In FY 1996, cigarette sales accounted for 53% of the company's operating revenues.

- **Playboy Enterprises, Inc.**

**United States**

The company markets cigars under the Playboy brand name through an alliance with Consolidated Cigar Holdings, Inc. Its first cigar line is Playboy by Don Diego, which in 1998 was marketed for the first time internationally in Germany, Japan, and the United Kingdom. In 1997 it launched a cigar line called the LeRoy Neiman Selection.

- **Premium Cigars International, Ltd.**

**United States**

Premium Cigars International, which went public in mid-1997, distributes cigars throughout the U.S. and Canada. The company imports and sells cigars from Honduras, Mexico, Nicaragua, Dominican Republic, and the Phillipines. The company provides hand-rolled and machine made cigars, humidors, and information services including telemerchandising support to convenience stores. In FY 1997, the company derived virtually all of its revenues from the sale of tobacco products.

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- **RJR Nabisco Holdings Corp.**

**United States**

RJR Nabisco's tobacco business is run by R.J. Reynolds Tobacco Company in the U.S. and by R.J. Reynolds International throughout the rest of the world. Domestic brands include Winston, Doral, Camel, Salem, Monarch, Vantage, More, Now, Best Value, Sterling, Magna and Century. International brands number over 100. In FY 1997, tobacco accounted for approximately 49% of company sales. The company also owns 80.7% of Nabisco Holdings (NA).

- **Schweitzer-Mauduit International, Inc.**

**United States**

Schweitzer-Mauduit International manufactures and sells paper and reconstituted tobacco products to the tobacco industry. Specific tobacco products include cigarette, tipping, and plug wrap papers used to wrap various parts of a cigarette, reconstituted tobacco wrappers and binders for cigars, and reconstituted tobacco leaf for use as filler in cigarettes and cigars. In FY 1997, tobacco industry products accounted for 94% of the company's sales. In November 1995, the company was spun off from Kimberly Clark.

- **Signature Brands, Inc.**

**United States**

Signature Brands manufactures and distributes cigars through a chain of approximately 700 retail tobacconists and distributors. The company derives all its revenues from the sale of tobacco products.

- **Southland Corporation**

**United States**

Southland sells numerous tobacco products through its chain of 7-ELEVEN convenience stores in the U.S. and Canada. Some stores have installed humidors offering high-quality cigar products. The company estimates that in FY 1997, tobacco products accounted for 16.7% of its sales.

- **Standard Commercial Corporation**

**United States**

Standard Commercial sells processed leaf tobacco to customers around the world. In FY 1998, sales of leaf tobacco accounted for 77% of company revenues. The FY 1995

## Physicians for a Smoke-Free Canada: Tobacco Project

---

figure was higher (98%) because Standard Commercial treated its wool processing operation as a discontinued business while it attempted to sell that part of the company. Wool operations were reinstated in December 1995 and in FY 1998 represented 23% of company revenues.

- **Swisher International Group Inc.**

**United States**

Swisher International went public in December 1996. The company manufactures and sells cigars and smokeless tobacco products. Cigar brands include Swisher Sweets, King Edward, Optimo, Blackstone, Corral Wodiska's Cazadores, Bering, La Diligencia, Don Julio, Sabroso, Siglo 21, and Tiburçn; in addition, Swisher has the U.S. distribution rights to Casa Buena, Carlin and Pleides. Swisher's smokeless tobacco products include moist snuff brands Cooper, Gold River, Silver Creek, and Redwood; loose-leaf chewing tobacco brands Chattanooga Chew, Earl Caulfield's, Lancaster Limited-Reserve, and Mail Pouch; and dry snuff brands Tops, Navy, Railroad Mills, Superior, Buttercup, Society, and Honey Bee. In FY 1997, these tobacco products accounted for effectively all the company's revenues.

- **Tamboril Cigar Company**

**United States**

Tamboril Cigar Company, incorporated in 1996, manufactures premium cigars under the Tamboril, Cordova, and Fore brand names. The company's cigars are manufactured by its wholly owned subsidiary, Tabacalera Tamboril, S.A., based in the Dominican Republic. The company's Tamboril Cigar International subsidiary sells its cigars in the United States. The company derives virtually all of its revenues from tobacco products.

- **Universal Corp.**

**United States**

Universal Corporation purchases, processes, and sells leaf tobacco to cigarette and other tobacco product manufacturers. In FY 1997, tobacco products accounted for 74% of the company's revenues.

- **UST Inc.**

**United States**

UST manufactures and markets smokeless tobacco products (86% of FY 1996 revenues), produces wines (9%), and markets entertainment products through its Cabin Fever subsidiary (5%). The company's major brand names include Copenhagen, Skoal,

**Michael Jantzi Research Associates Inc.**

## Physicians for a Smoke-Free Canada: Tobacco Project

---

Skoal Long-Cut, and Skoal Bandits smokeless tobaccos; and Chateau Ste. Michelle, Columbia Crest, Farron Ridge, Domaine Ste. Michelle, Conn Creek, and Villa Mt. Eden wines. UST also owns and operates a microbrewery located in Yakima, Washington.

All the company's manufacturing operations are located in the U.S. It has tobacco facilities in Illinois, Kentucky, and Tennessee. Its wine facilities are located in the State of Washington.

UST's U.S. Tobacco subsidiary manufactures and sells smokeless tobacco products in the U.S., Canada, and Mexico. The company's moist smokeless brands include Copenhagen and Skoal. Dry smokeless tobacco products are Bruton, CC, and Red Seal. UST also manufactures and sells the premium cigar brands Astral, Don Tomas and Don Tomas Special Edition. In addition, the company also imports and markets pipe tobacco. In FY 1997, tobacco products accounted for 85% of company sales.

- **C.A. Tabacalera Nacional (CATANA)** **Venezuela**

CATANA produces cigarettes. The company's brands include Astor, Fortuna, and Marlboro. Philip Morris (U.S.) holds a controlling interest in the company.

- **Rothmans of Pall Mall (Zambia) Ltd.** **Zambia**

The company manufactures and markets tobacco products. The Rembrandt Group Ltd. (South Africa) owns 50% of the company.

- **B.A.T. Zimbabwe Ltd.** **Zimbabwe**

As of December 1997, B.A.T. Industries Plc owned 85% of the firm.

- **Rothmans of Pall Mall (Zimbabwe) Ltd.** **Zimbabwe**

The company manufactures and markets tobacco products. The Rembrandt Group Ltd. (South Africa) owns 50% of the company.

## Physicians for a Smoke-Free Canada: Tobacco Project

---

- **T.S.L. Limited**

**Zimbabwe**

T.S.L. Limited is a tobacco distributor. Approximately 52% of the company's 1996 revenues were derived from tobacco sales and related services.

- **Tabex Holdings Ltd.**

**Zimbabwe**

Tabex is a holding company. Through various subsidiaries it manufactures and trades tobacco products. Among its other businesses are commodity trading, flower growing and exporting, boat and air charting, farming, gold mining, and steel

Factual material is obtained from sources Michael Jantzi Research Associates Inc. and Kinder, Lydenberg, Domini & Co., Inc. believe to be reliable, but cannot be guaranteed. This report is prepared for the use of Ellmen/Shaw Public Affairs. Any use or reproduction of this report without the express written consent of Ellmen/Shaw Public Affairs or Michael Jantzi Research Associates Inc. and Kinder, Lydenberg, Domini & Co., Inc. is strictly prohibited.

Copyright © 1998 Michael Jantzi Research Associates Inc.