A guide to deciphering the internal codes used by the tobacco industry

Many tobacco control researchers and advocates are now aware of the value of the internal tobacco industry documents made public as a result of the state attorney generals’ Master Settlement Agreement. A growing body of document based research provides dramatic insight into industry initiatives and strategies. These published studies also provide countless examples of the secret language commonly used by the tobacco industry internally. As observed in Philip Morris’ Dictionary of tobacco terminology: “Every specialized field has its own language”.

The language of the internal documents is frequently comprised of project names, acronyms, abbreviations, numerical identifiers, and other coded terms, presented without any clear indication of their definitions or meanings. These coded terms can make the task of document research very daunting: like trying to learn a foreign language without an instructor or reference dictionary.

Familiarity with the codes used internally by manufacturers is critical to successfully conducting document research and interpreting internal industry activities. Although individual efforts have described the codes relevant to particular topics of research, no single research group has sought to identify the full extent and types of code languages used by the industry or the patterns governing internal codes. Many tobacco companies do maintain internal lists of terms. For example, over a dozen Philip Morris documents are devoted solely to providing their personnel with guides to the company’s extensive acronyms, abbreviations, codes, and terminology. Ultimately, however, the majority of terms and project names are not covered in internal lists, and understanding the meaning of internal codes necessitates both careful research as well as recognition of the common patterns and conventions employed throughout this terminology.

A critical role for tobacco control researchers is to develop and share information that can facilitate and expedite future research. A recent monograph, A guide to deciphering the internal codes used by the tobacco industry, available on the Harvard School of Public Health website (http://www.hsph.harvard.edu/php/pr/tcrtp/home.html), identifies and describes a number of industry code lists and highlights different types of industry codes, both formal and informal, ranging from acronyms to “catchy” names, from numerical coding and letter patterning to signs of the zodiac and the names of world rivers. This monograph is part of a larger research project funded through a grant from the National Cancer Institute to list and define codes and project names used internally by the industry in areas related to product research, including product development, testing, and design. The ongoing list is housed online at http://tobaccocontrol.org/profiles. We encourage other document researchers to expand this list by posting codes and definitions that they have encountered. The public health community has benefited in extraordinary ways through the availability of the documents to all; now we need to work together to identify and expose the secrets hidden within these documents.

D Cullen, G F Wayne, G Connolly, H Koh
Harvard School of Public Health, Harvard University, Boston, Massachusetts, USA

Correspondence to: Doris Cullen; dcullen@hsph.harvard.edu
doi: 10.1136/tc.2004.010967

This research was funded through R01 grant CA87477-05 from the National Cancer Institute.

REFERENCE

Adult’s perceptions about whether tobacco companies tell the truth in relation to issues about smoking

The tobacco industry has long denied or played down the risks of smoking, addiction, and passive smoking in Australia. A survey commissioned by Phillip Morris in 1993 indicated that most Australian opinion leaders and the general public have an unfavourable opinion of the company, even less favourable than that of Americans. Faced by a rising tide of litigation, the tobacco industry has attempted to change their image over the past decade to one of a “socially responsible” corporate citizen.

Unlike in the USA, where the tobacco industry has engaged in extensive corporate image advertising and campaigns directed at youth and parents, in Australia, tobacco companies have focused on more subtle approaches. For example, Philip Morris attempted to administer a series of workshops for Australian schoolteachers on how to encourage children to “say no to illicit drugs, underage smoking, drinking alcohol and bullying.” British American Tobacco (Australia) uses their website to boast of “substantial donations” to charities such as Lifeline and Mission Australia, while in 1999, Philip Morris listed itself in a corporate promotional brochure as sponsoring the Red Nose Day Foundation (supporting research on sudden infant death syndrome).

During this period of “corporate re-imaging”, the tobacco industry also appeared prominently in the Australian news media. The Rolah McCabe trial in 2002 generated a great deal of press coverage and debate about the liability of the tobacco industry for smoking related illnesses and about their conduct in light of the Victorian Supreme Court finding that British American Tobacco had subverted the discovery process by deliberately destroying thousands of documents. To gain insight into how adults in the Australian state of Victoria perceive the tobacco industry, data from representative population surveys were analysed.

Telephone interviews with Victorian adults were conducted during November and December 2002 (n = 3001), 2003 (n = 3001), and 2004 (n = 2997). Participants were asked: “In relation to issues about smoking, do you think tobacco companies…always tell the truth; mostly tell the truth; mostly do not tell the truth, or never tell the truth?”

Table 1 shows that, in 2004, less than 1% of Victorian adults reported they thought that tobacco companies always tell the truth. The majority of adults (79%) (p < 0.001). This level of distrust is comparable to South Australian adults’ perceptions in 1998, when 80% of respondents and 74% of smokers thought tobacco companies mostly did not or never told the truth about smoking and health, children and smoking, and addictiveness of tobacco. Although distrust was high in 2002, findings indicate that the Australian public is becoming increasingly wary of the tobacco industry and remain unmoved by industry attempts to paint themselves as model corporate citizens.

<table>
<thead>
<tr>
<th>Table 1</th>
<th>Perceptions of truth telling by tobacco companies in 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total (n = 2997)</td>
</tr>
<tr>
<td>Never tell the truth</td>
<td>26.7</td>
</tr>
<tr>
<td>Mostly do not tell the truth</td>
<td>52.3</td>
</tr>
<tr>
<td>Mostly tell the truth</td>
<td>15.5</td>
</tr>
<tr>
<td>Always tell the truth</td>
<td>0.8</td>
</tr>
<tr>
<td>Don’t know/can’t say/refused</td>
<td>4.6</td>
</tr>
</tbody>
</table>

Data weighted by age and sex according to Australian Bureau of Statistics population Census data for 2001.

*Smokers include those who smoke daily, weekly or less than weekly.
†Former smokers include those who had smoked at least 100 cigarettes or an equivalent amount of tobacco in their lifetime.

www.tobaccocontrol.com
Selling or promotion?

In Australia, the Tobacco Advertising Prohibition Act (1992) bans most forms of tobacco advertising and promotion. In response to restrictions, the tobacco industry has resorted to “below the line” activities such as event promotions at music festivals, fashion parades, and nightclub promotions that target young adults.

An audit of nine heavily advertised large youth music events in Perth found that the tobacco industry was actively promoting tobacco products at these events. At the single indoor event, cigarettes were sold via a vending machine and there were no promotional activities. At the eight outdoor events, cigarettes were sold in tents set up as “chill-out” areas in which chairs were provided for people to relax. The tents were staffed by young women selling tobacco products, ancillary products, and merchandise (for example, beer holders bearing the Rizla cigarette paper logo). At two events “cigarette girls”, dressed in Peter Stuyvesant brand colours, walked around the venues with trays of cigarettes for sale.

Approximately half of the events were not restricted to those aged 18 years and over, thus exposing patrons aged under 18 years to the promotional activities of the tobacco companies. Not only do youth music events provide direct access to a primary target market for tobacco companies, but they also allow the marketers to build brand images by associating their brands with youth popular culture. Smoking becomes associated with the enjoyable experience of the music and fun atmosphere of the events, thus reinforcing the behaviour of current smokers and building more positive attitudes towards smoking among experimenters and non-smokers.

The state government of Western Australia recently introduced legislation which, if enacted, will assist in controlling the promotion of tobacco products at events. Specifically, the proposed Tobacco Products Control Bill 2005 prohibits the mobile selling of tobacco products (currently not considered to be promotion, and permitted as “selling”). It also contains provisions to prohibit the sale or supply of tobacco products via temporary premises at events that are expected to attract significant numbers of people aged under 18 years. This proposed new legislation will further restrict the marketing opportunities of tobacco companies.

Response to E Yano and S Chapman

Professor Eiji Yano raises a number of issues in his letter which responded to my commentary on his article about the Japanese spousal study, as does Chapman in his editorial. Here I reply to the main points raised.

Studies of environmental tobacco smoke (ETS) exposure and lung cancer commonly identify a group of self-reported never smoking women and then compare risk according to the smoking habits of the husband. If some true smokers are erroneously included among the female subjects, an apparent relationship of spousal smoking with lung cancer may persist even when no true effect of ETS exists. This has been mathematically demonstrated (for example, Lee and Forey), with attempts to correct for it made by major independent authoritative reviews of the evidence on passive smoking and lung cancer. The magnitude of the bias depends (among other things) on the extent to which women who smoke are misclassified as non-smokers. Since such reverse misclassification is also implausible, adult women having little reason to claim erroneously to be smokers, the major reviews have all ignored its minor effects.

Given that in the Japanese spousal study (using a urinary cotinine/creatinine ratio (CCR) above 100 ng/mg as an index of true smoking) the reverse misclassification rate (8/298 = 2.7%) was much lower than the misclassification rate itself (283/298 = 95.1%), it becomes abundantly clear that reverse misclassification is not relevant to the passive smoking/lung cancer issue. It is difficult to understand why Yano places such emphasis on it.

Yano states that I am “confused with the calculation formula” and that my “definition of misclassification was obtained by dividing those with > 100 ng/mg CCR (n = 28) by self-reported non-smokers (n = 318)” It appears that Yano himself is confused. I had previously made it clear that the denominator should not be 318, but 98, the number of women with a CCR value indicative of smoking (or perhaps 106, if one also includes those women who claimed to smoke but had a CCR < 100 ng/ml).

The misclassification rate calculation is clearly based on CCR > 100 ng/ml, indicating smoking. Such a threshold is widely used, though may be subject to some error, and was the best technique available at the time. Most smokers admit to smoking, so that self report has some validity as an index of true smoking status, but it does not help us estimate the magnitude of the misclassification bias. The observed lack of correlation in the Japanese spousal study between CCR in non-smokers (with CCR < 100 ng/ml) and other indices of ETS exposure suggests that inaccuracy in CCR measurement at low levels may be important. However, such inaccuracy may not be relevant to the misclassification rate calculation, which merely attempts to use CCR to distinguish smokers from non-smokers. Over half the self reported non-smokers with values over 100 ng/ml actually had values of 1000 ng/ml, and it would be very surprising indeed if errors in CCR measurement were so huge that these women were really non-smokers.

Though I would be happy to see results of further studies using up to date, state of the art chemical methods to detect nicotine metabolites in self reported non-smokers, selling tobacco is illegal in Japan and there exist many independent authoritative reviews of the evidence on passive smoking and lung cancer. The magnitude of the bias depends (among other things) on the extent to which women who smoke are misclassified as non-smokers. Since such reverse misclassification is also implausible, adult women having little reason to claim erroneously to be smokers, the major reviews have all ignored its minor effects.

REFERENCES

3. Trotter L, Chapman S. Conclusions about exposure to ETS and health that will be unhelpful to us: how the tobacco industry attempted to delay and discredit the 1997 Australian National Health and Medical Research Council report on passive smoking. Tobacco Control 2003;12(suppl iii):i102–6.
Western populations seem to be correct. I note that the existence of high misclassification rates in Asian women has in fact been independently confirmed.1

Yano states that I used his data without his consent. As far as I am aware, the data never belonged to Yano. The study had been funded by the industry which had carried out the cotinine analyses (blind of self reported smoking status). I had originally proposed that the study be done, following conduct of a similar study in England, which the industry supported at my request, the results of which I reported.2 The original intention had been for Yano to be a major author, but problems arose because his interpretation of the findings differed materially from mine, due to his misunderstanding of the complexities of misclassification. Discussions took place between Yano and Proctor, who played an important role in the planning and organisation of the study on behalf of the tobacco companies who funded it; I was told that these discussions led to Yano deciding not to be a major author, and to his understanding that the work would be published by others. I had assumed that Proctor would keep Yano informed about the status of the publication and was surprised Yano did not find out about the paper, published in 1995, until some seven or eight years later. Clearly, one of us should have kept him informed, and for this I apologise. In his original article,1 Yano states that “at no stage in my interactions with Proctor was Lee’s name or role ever mentioned”. This is surprising inasmuch as the study proposal stated that I would assist in reviewing the study design and interpreting the data. Was Yano really unaware of the previous literature on misclassification of smoking, in which I figured prominently (see Lee2) when conducting a study, a major aim of which concerned the determination of misclassification rates? Chapman3 considers that “it is hard to imagine a more flagrant example of attempted ghost authorship”. It is difficult to see why Chapman sees the publication as ghost authorship at all, when I proposed the study, helped in its design, and published it. The study was a joint enterprise, as I saw it, and it is perfectly normal for some of the scientists involved in a study to write a draft for others to agree to. It would clearly have been better had a version been sent to all, with Yano as the author list, been published. However, Yano’s failure to understand the mathematics of misclassification made this impossible. There was no agreement I am aware of that Yano had sole rights to authorship. Had I not published the paper3 it seems that the findings would never have appeared in the public domain at all. Did Yano also have sole rights to suppress the findings?4

At the end of the day it is interesting that, though the evidence of high misclassification rates in Japanese women has been independently confirmed,5 the relevance of this to the ETS/lung cancer relationship has been ignored in recent major reviews of ETS and lung cancer. (For example, Hackshaw6 et al., International Agency for Research on Cancer7). I have demonstrated the major biasing effect of this finding in detail elsewhere.8

P N Lee

P. N. Lee Statistics and Computing Ltd, Sutton, Surrey, UK

Correspondence to: PeterLee@pnllee.demon.co.uk

doi: 10.1136/tc.2005.014373

Competing interests: Peter Lee is a long term consultant to the tobacco industry.

REFERENCES


2 Lee PN Japanese spousal study: a response to Professor Yano’s claims [Commentary]. Tobacco Control 2005;14:235–8


4 Chapman S Research from tobacco industry affiliated authors: need for particular vigilance [Editorial] Tobacco Control 2005;14:217–9


Should a paper with erroneous interpretations based on invalid measurements be published?

In response to Mr Lee’s comment1 which follows previous responses2 and my paper,1 I offer further clarification to resolve an apparent misunderstanding of the validity and reliability of cotinine/creatinine ratio (CCR) measurement and his mishandling of the formula of misclassification. I also express concerns about the lack of scientific integrity in his reporting1 of the Japanese spousal study, including his authorship.

As I demonstrated,1 all indices of nicotine exposure (ambient room, personal sampler monitors, and cotinine in saliva) were well correlated but poorly correlated with CCR measurement. Yet Lee maintains that CCR measurement in this study was the gold standard for distinguishing true smokers from falsely reporting smokers. There are several possibilities about why the CCR measurement may have been invalid and unreliable in this study. In 1991 when I sent the urine samples to the RJ Reynolds laboratory (where the measurement was performed), I was informed that anything sent with the sample had sublimated before it reached the laboratory. This suggests that the sample was not maintained at low temperature before analysis. Cotinine measurement is temperature sensitive; measurement after the sample is exposed to high temperature can make the measurement inaccurate.3

As I calculated,4 the misclassification and reverse misclassification was dependent on the prevalence of smoking. With only a slight (3%) inaccuracy in CCR measurement, he can thereby easily get more than three times higher (21%) inaccuracy in CCR measurement, he can thereby easily get more than three times higher (21%) inaccurate CCR measurement, which can be expected, as the prevalence of smoking in Japan is about 13% and CCR measurement is dependent on the prevalence of smoking. With only a slight (3%) inaccuracy in CCR measurement, he can thereby easily get more than three times higher (21%) inaccurate CCR measurement, which can be expected.

Lee states that as far as he is aware “the data never belonged to Yano”. He should be aware that I developed the questionaire, and that I supervised the study at the study area (Shizuoka), erroneously referred to in Lee’s paper as “Shizouka”.1 I planned and ordered the data input, performed the data analysis, and the issue to Proctor finally resulted in the experience of possible sample damage (from dry ice sublimation) by the commercial...
shipment at the first phase study in 1991, I even transported the second phase samples myself to the RJ Reynolds laboratory, in Winston Salem, North Carolina, where CCR was measured. I discussed the scientific content of the study with Proctor many times and he accepted my points and revised the draft many times, always with my name as the author, and never with Lee’s. As can be seen in the final draft, Proctor and I reached a certain agreement on the misclassification formula and the importance of the reverse misclassification rate.

Because Lee never participated in the actual survey it may be that he was unaware of details of the research such as the integrity of the sample which may have seriously affected the interpretation of results. Nor did he participate in the discussion which led Proctor and I to a deeper understanding of the analysis. Despite this, still Lee claims that he proposed the research project, he has a right to sole authorship regardless of who actually conducted the research. This is a unique idea that few scientists would accept.

Lee states: “Had I not published the paper it seems that the findings would never have appeared in the public domain at all. Did Yano also have sole rights to suppress the findings?” Again, I remind Lee that Proctor and I agreed that the results did not indicate high misclassification in self report non-smokers but some failure in the study. What both Proctor and I prepared for publication, although Proctor ceased to contact me before we could reach a final agreement, was totally different from what Lee even mentioned before we could reach a final agreement, especially in funding mechanisms, for achieving the MDGs, and another summarises ways in which the current goals can be enhanced by a more strengthened tobacco control related to the particular goals or targets.

Developing countries

The book points out that focusing on tobacco use in developing countries has often seemed a distraction. The data from developing countries is often poor, agencies often see water and sanitation as more critical than tobacco, the economic and health costs are seen as an issue in high income countries rather than those with limited health and economic impact data, and the developing countries often see the current goals as less relevant. The book summarises one of the key issues from this report was useful included in the August 2005 publication by WHO of the Millennium Development Goals Impact Assessment. In July 2004 the United Nations Economic and Social Council (ECOSOC) passed a resolution indicating how pivotal this issue is by stating, “…tobacco control needs to be included in the Millennium Development Goals Impact Assessment.” Without this inclusion, it’s unlikely that the majority of developing countries will achieve their desired MDGs.

H Stanton
Secretariat of the Pacific Community,
Noumea, New Caledonia
harleys@spc.int

Table 1

<table>
<thead>
<tr>
<th></th>
<th>Self report</th>
<th>Smoker</th>
<th>Non-smoker</th>
<th>Total</th>
<th>Lee’s misclassification formula</th>
</tr>
</thead>
<tbody>
<tr>
<td>A: if 10% smoke</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High (&gt;100)</td>
<td>97</td>
<td>27</td>
<td>124</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low (&lt;100)</td>
<td>3</td>
<td>873</td>
<td>876</td>
<td>1000</td>
<td>27/124 = 0.21 (21%)</td>
</tr>
<tr>
<td>Total</td>
<td>100</td>
<td>900</td>
<td>1000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B: if 30% smoke</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High (&gt;100)</td>
<td>291</td>
<td>21</td>
<td>312</td>
<td></td>
<td>312/287 = 0.11 (11%)</td>
</tr>
<tr>
<td>Low (&lt;100)</td>
<td>9</td>
<td>679</td>
<td>788</td>
<td></td>
<td>287/788 = 0.36 (36%)</td>
</tr>
<tr>
<td>Total</td>
<td>300</td>
<td>700</td>
<td>1000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CCR</th>
<th>cotinine/creatinine</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td></td>
</tr>
<tr>
<td>B</td>
<td></td>
</tr>
</tbody>
</table>

REFERENCES


BOOK REVIEW

The millennium development goals and tobacco control: an opportunity for global partnership


MDGs and tobacco: a glimmer of hope—but only if matched by dollars.

Many agencies and governments have great expectations for the poverty reduction targets of the millennium development goals (MDGs). These were adopted at the Millennium Summit of the United Nations in New York on 26 September 2000 with the aim to “ensure that globalisation becomes a positive force for all the world’s people”. The eight goals of the MDGs are specifically targeting issues regarded as critical to progress in reducing poverty including eradicating poverty, achieving universal education, reducing gender inequality, reducing child mortality, improving maternal health, combating HIV/AIDS, malaria and other diseases, and ensuring environmental sustainability. As conceived, the MDGs had a strong focus on poverty reduction, but the aim to improve health outcomes for marginalised millions was virtually silent on tobacco control.

The recent publication of The millennium development goals and tobacco control: an opportunity for global partnership is a welcome contribution to fill many of the initial gaps in the MDG goals impacted by global tobacco use. Since 2000, the World Health Organization and other UN agencies have done considerable work on the adverse role that tobacco use has not only on health but also on communities, economies, and the environment. Esson and Leeder give a very brief introduction to the impact of tobacco on health and then seek to establish links between tobacco and poverty in each of the eight MDGs. The book summarises the economic arguments that often rates highly with governments: “Tobacco has a negative impact on the balance of payments of many countries. Two-thirds of 161 countries, where data are available, are net importers of tobacco, losing more hard currency in cigarette imports than they gain in exporting tobacco.”

After giving an overview of the relationship between tobacco use and the MDGs the book divides issues into six sections: the WHO Commission on Macroeconomics and Health (CMH) and the WHO Framework Convention on Tobacco Control, up to date information on consumption in developing countries. Two sections cover the links between tobacco and poverty at the national and individual levels covering the first seven of the MDGs. A section addresses the need for global partnerships in development and resourceing, particularly in funding mechanisms, for achieving the MDGs, and another summarises ways in which the current goals can be enhanced by a more strengthened tobacco control related to the particular goals or targets.

E Yano
Department of Hygiene and Public Health, Teikyo University School of Medicine, Tokyo, Japan

doi: 10.1136/tc.2005.014688

www.tobaccocontrol.com
A guide to deciphering the internal codes used by the tobacco industry

D Cullen, G F Wayne, G Connolly and H Koh

*Tob Control* 2005 14: 429
doi: 10.1136/tc.2004.010967

Updated information and services can be found at:
http://tobaccocontrol.bmj.com/content/14/6/429.1

**Email alerting service**

Receive free email alerts when new articles cite this article. Sign up in the box at the top right corner of the online article.

**Notes**

To request permissions go to:
http://group.bmj.com/group/rights-licensing/permissions

To order reprints go to:
http://journals.bmj.com/cgi/reprintform

To subscribe to BMJ go to:
http://group.bmj.com/subscribe/