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tobacco settlement that we now have. So these are documents older than that because they had to be part of the...of the litigation. Let me quote to you a memo from Myron Johnston to Harry Daniel inside Philip Morris. This is 1981: They calculate that the smoking participation elasticity, 1.2, which means that a 10 percent increase in the price of cigarettes would lead to a decline of 12 percent in the number of teenagers who would otherwise begin to smoke. And, additionally, that same memo says: Among teenagers, the prevalence of cigarette smoking is highly correlated with income from other...from either allowances or working, while there was no similar correlation between smoking prevalence and income among adults. In other words, Senator Tyson is quite right. We have more people below the poverty level as a percentage who smoke than above the poverty level. Income is not a determinant of who smokes among adults. Income is a very important aspect for kids because the less money they have the less likelihood that they smoke; the more money they have the more likelihood they are to smoke. Which is why they are price sensitive far more than even adults, 1981. Now, 1987, Philip Morris, interoffice, Richmond, Virginia, memo to John Zoler, in this case making reference to an MIT study by Jeffery Harris: In the last round of price increases that caused 2 million adults to quit smoking and prevented 600,000 teenagers from starting to smoke. Those teenagers are now 18 to 21 years old and, since about 70 percent of 18- to 21-year-olds and 35 percent of older smokers smoke a PM, Philip Morris, brand, this means that 700,000 of those adult quitters have been...had been our smokers, and 420,000 of the nonsmokers would have been Philip Morris smokers. Thus, if...

PRESIDENT MAURSTAD: One minute.

SENATOR LANDIS: ...Harris' is right, we were hit disproportionately hard. We don't need to have this happen again. Well, That's why the lobbyists are out there, to make sure this doesn't happen again. And what was "this"? A price increase that prevented teenagers from starting to smoke. That's what their internal documents show.

SENATOR PREISTER: Thank you, Senator Landis. That helps to clarify for me the information came out of the discovery process in getting these documents themselves from the tobacco industry