





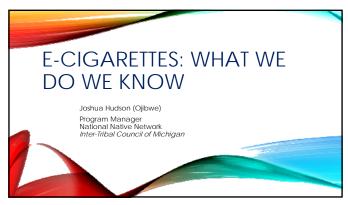
## Tobacco industry marketing tactics

- Tobacco industry marketing tactics have incorporated American Indian culture and traditional tobacco since at least the 1930's.
- Documents revealed the use of American imagery such as headdresses and other cultural symbols in product branding and portrayed harmful stereotypes.
- E-cigarettes are not proven devices to help people quit commercial tobacco. They emit aerosol that contains nicotine, heavy metals, formaldehyde and other carcinogens and harmful chemicals.

D'Silva, O'Gara, Villaluz TC 2018 Tobacco Misappropriation; Goniewicz ML et al

ClearWay 12





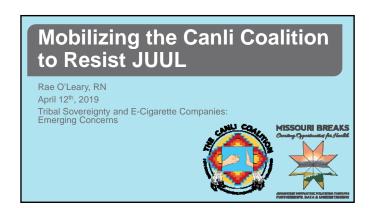
## ARE E-CIGARETTES A CONCERN?

- Lack of scientific evidence that they're safe
- General lack of public concern over nicotine dosage; especially toward youth users
- Most smoke-free policies don't technically include ecigarettes/electronic smoking devices/JUULs

## **E-CIGARETTES FOR CESSATION?**

- The Food and Drug Administration (FDA) has <u>not</u> approved any e-cigarettes or electronic smoking devices (including JUUL) as a smoking cessation aid.
- Anecdotal and hearsay 'evidence' is often attributed, but there is not any scientific evidence that neither e-cigarettes nor electronic smoking devices aid in quitting smoking.

# FEEDBACK: What resources or types of tools would you most like to see relating to e-cigarettes? (please type into the chat boxl)

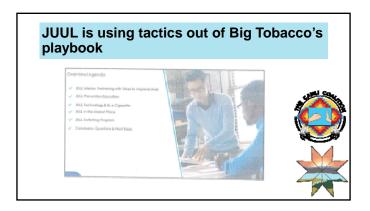


# **A Review of Tobacco Industry Documents**

- Exploitation of tribal sovereignty, traditional use of ceremonial tobacco and poverty
- Advance ineffective Youth Smoking Prevention programs
- Charitable contributions and sponsorship
- Building alliances with tribal leaders to help improve their corporate image
- Point of sale tactics include:
  - · Price reductions and promotional strategies
  - Coupons
  - Giveaways
  - Native American imagery and names

Lempert, Glantz. (March 12, 2018). Nicotine & Tobacco Re

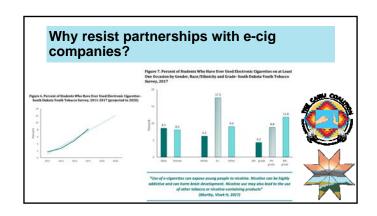




## JUUL is using tactics out of Big Tobacco's playbook

- Give-a-ways to tribal decision-makers
- Offering money and free or low cost devices with a "switching program" for Tribes
- False claims about using e-cigs for cessation
- Harm-reduction approach
- Hiring tribal members
- Youth Smoking "Prevention" Programs
- Approaching national organizations
  - · National Congress of American Indians
  - National Indian Health Board



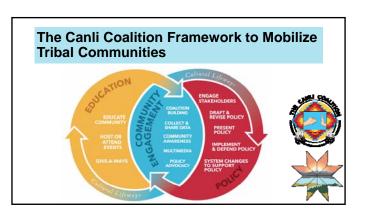


# **Tribal Community Response to E-Cigs**

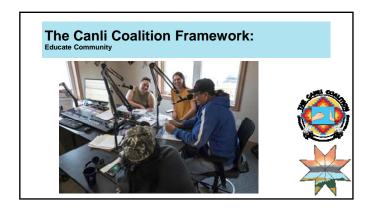
- Include e-cigs in smoke-free air policies
- Point of sale regulations
- Ban sales
   Flavor restrictions

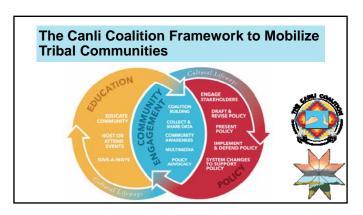
- Advertising restrictions
   Price promotion restrictions
   Taxation of e-cigs
   Mandate warning labels (i.e. CA prop 65)
- Report violations to FDA
- Resolution against e-cigs



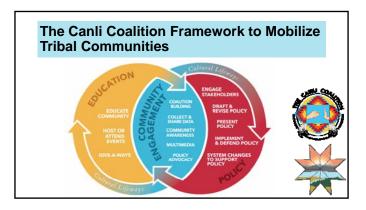


Office1 Microsoft Office User, 4/4/2019

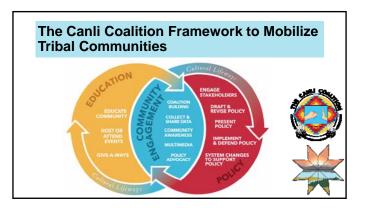


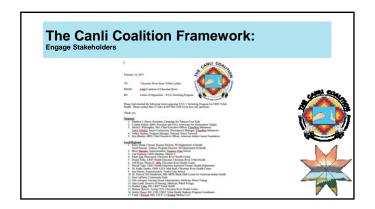


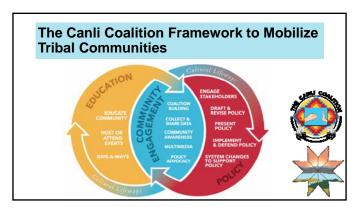




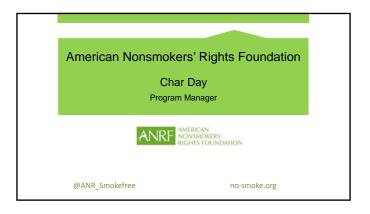






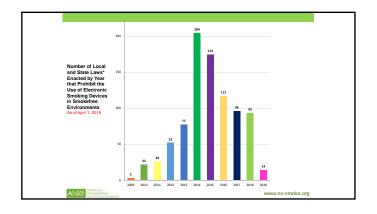


















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