

 Greg Riehl

08/02/99 08:30 AM

To: Michael Flaherty/Louisville/US/BAT@BAT
cc: Teresa Riggs/Louisville/US/BAT@BAT, Sherry Chesnut/Louisville/US/BAT@BAT, Jeffrey Fortwengler/Louisville/US/BAT@BAT
Subject: Re: Preliminary Domestic 2000 product standards 

FYI, Misty SIP substitution variance built into 2000 is very small at .0082/M spread across all styles (\$42,000 annualized). It may not be worth adjusting out of prelim standards. GPC is .0673/M spread across all styles or \$1,288,000 annualized. For Kool, we included .0273/M or \$381,000 annualized.

Michael Flaherty



Michael Flaherty
07/30/99 04:43 PM

To: Teresa Riggs/Louisville/US/BAT@BAT, Sherry Chesnut/Louisville/US/BAT@BAT, Jeffrey Fortwengler/Louisville/US/BAT@BAT
cc: Greg Riehl/Louisville/US/BAT@BAT
Subject: Preliminary Domestic 2000 product standards

Guys,


Looks like VMC may be higher than anticipated. We also have to straighten out Carlton RC & Tins as I am sure there will be volume in 2000 for these styles. Greg included "SIP" in the substitution variance which is a good thing but, for 2000, Misty really should be zero as we will not discount it & GPC should be minimal as we go to all buydowns.

Jeff,

Can you put these rates in the 2000 model and calculate what the impact is?

Thanks,
Mike

----- Forwarded by Michael Flaherty/Louisville/US/BAT on 07/30/99 04:40 PM -----

 Greg Riehl

07/30/99 01:43 PM

To: Jeffrey Fortwengler/Louisville/US/BAT@BAT
cc: Michael Flaherty/Louisville/US/BAT@BAT, Bill Nestmann/Louisville/US/BAT@BAT, Yuwen Dai/Louisville/US/BAT@BAT, Rick Olgine/Louisville/US/BAT@BAT
Subject: Preliminary Domestic 2000 product standards

The attached file (Summary worksheet) contains average VMC by family as you requested as well as individual style code level detail. We have provided rates for every style which you provide sales estimates for. However, we noted no volume for 4 Carlton RC styles or Kool or L/S tins. We have incorporated the SIP substitution variance into wrapping rates for Kool, GPC and Misty based analysis provided by Donna Reddington. In 1999 and previous, this was charged to promotions budget. We spread the substitution across all styles for the families affected.

We have analyzed the rate difference for these prelim 2000 rates compared to 99 budget rates (current financial standards). The following is the dollar impact by component:

Leaf brands)	+0.5 mn (2% inflation assumption offset by blend consolidation for several non priority brands)
Casing brands)	-1.5 mn (waste improvement assumption and major price decrease on Licorice used in all brands)
Wrapping	+3.0 mn (New Carlton packaging rolling into 2000 rates otherwise it would have been flat)
Filter	-0.8 mn (Waste improvement and flat pricing)
Labor	+3.4 mn (additional strike prevention and wage concession to amortize in 2000)
Process Conv OH)	<u>+7.6 mn</u> (rate move from 1.12 to 1.26 driven by lower volume and slightly lower process OH)

VMC Impact +12.2 mn

FET increase of \$5 is incorporated, freight rates are up .09/m vs 99 as less pounds per truck are shipped from CDC to Public warehouses driven by lower sales and higher selling prices. AG settlement figure is from analysis prepared by Mike earlier this year. Other costs are stamping allowance on 120 mm products of .32/m vs .40 in 99 and GPC royalty rate of .47/m vs .39 due to lower sales volume against a sliding scale royalty rate schedule. Kim Gaddie provided these figures.

If you need additional information, please advise.



Prel Domestic standards.>

The Tobacco Institute, 1776 K St., N. W., Washington, D. C. 20006

Contact: William Kloepper, Jr.
Office 202/296-8434
Home 301/229-0414

FOR RELEASE, A.M.'S, FRIDAY, JANUARY 11, 1974

Ten years ago today, after months of secret work, ten scientists appointed by the U. S. Surgeon General dramatically released a severe indictment of one of the world's most popular social customs--cigarette smoking.

The charge that the custom was responsible in some degree for some of mankind's most prevalent ailments was front-page news everywhere.

But last year the famous 1964 "Surgeon General's Report," viewed in perspective, was noted in a Harvard Law Review article on government agencies' publicity practices as a "deliberate attempt to oversell a narrow product" which resulted in "misleading media coverage."

Still another view was expressed today by Horace R. Kornegay, president of The Tobacco Institute, the cigarette industry's Washington-based trade association.

"That report," he said, "was intended to answer questions raised about tobacco ever since the discovery of America. To many, at the time it was issued, it did.

"Now, ten years later, judging from the enormous scientific inquiry of the past decade, it appears it raised even more questions while settling few, if any."

(more)

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Kornegay noted that the 1964 report contained 387 pages. "Under law the Surgeons General have had to report periodically to Congress on new smoking-health research developments since then," he said. "The six additional reports issued so far have run to more than 1,300 additional pages."

He said the newer reports have cited more than 550 research studies on lung cancer alone. "Yet ten years ago, the then Surgeon General felt he had a closed case on this subject and made it his most categorical indictment," he added.

Kornegay quoted from an editorial in Nature, a British scientific journal, of last October: "'It is the mark of the successful scientist that he has rich enough an imagination to look for . . . alternative hypotheses, particularly when the conventional one is popular.'

"As a layman," Kornegay said, "I must pay tribute to those who have turned from proving the 'proven' in the past ten years into pathways of research which clearly show us now that the Surgeon General's report was much more a beginning than an end in the smoking-health controversy.

"In the foreword to the 1964 report, Surgeon General Luther Terry wrote that the smoking-health subject 'does not lend itself to easy answers.' But he said 'it has become increasingly apparent that answers must be found.'

(more)

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"No doubt to the disappointment of many, it is evident now that the answers indeed were not 'found' in the Surgeon General's report," Kornegay declared.

"As we look now at more recent findings with respect to such influences on health as environment and pollution, sex and race differences, geography and genetics, it becomes obvious that the research which lies ahead will be much more significant than what has already been done.

"Take genetics alone," Kornegay continued. "A recent study of 18,000 twins showed that among identical twins, there was no difference in mortality even when one twin smoked and the other did not, while there were higher mortality rates among the smokers in general.

"In other words, when genetic traits are virtually the same, the 'association' between smoking and mortality disappears."

He noted that other researchers reported last year on AHH, an enzyme whose activity they found to be highly associated with lung cancer.

"Could it be," Kornegay asked, "that a high AHH level, rather than cigarettes, is in fact responsible--thus explaining why the vast majority of smokers do not develop lung cancer?"

(more)

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Kornegay said that similar work has been reported, since the Surgeon General's 1964 pronouncements, with respect to another enzyme, AAT, in the absence of which there is an apparent tendency for emphysema to develop.

"Perhaps this is why, despite so much of the popular propaganda we have heard, the U. S. Public Health Service weighs all of our knowledge of emphysema and says currently that 'the cause or causes of emphysema are not known,'" he said.

"Another confounding factor has arisen from the reports that women smokers tend to have slightly lower weight babies. A study of more than 13,000 women showed that those who began smoking after bearing children had had lower weight babies before they began to smoke!

"Clearly, smoking could not have been a factor in these cases--perhaps genetics was, in some way," Kornegay observed.

He pointed out that the Surgeon General's report was based largely on statistical studies. But he said that in ensuing years more refined studies have been published, showing substantial differences between blacks and whites with respect to cancer, heart ailments and respiratory diseases--even where smoking patterns were similar.

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"What, other than smoking, might be responsible?" he asked.

"We know now," he declared, "that there are unexplained sex differences in lung cancer rates. For example, the man-woman ratio in the U. S. is about five to one. In the Netherlands it is about 13.5 to one--and in Nigeria, lung cancer occurs more frequently in women than men!

"Ten years ago, the Surgeon General's report brushed aside air pollution as a significant factor," Kornegay recalled. "Last year a massive report from the National Academy of Sciences left no question about the fact that air pollution is implicated--the question was only to how great an extent.

"What other explanation could there be for reports that lung cancer rates are twice as high in cities compared with rural areas, even when allowance is made for different smoking rates?"

Kornegay said that 'tar' and nicotine are areas in which, in spite of published suggestions of their possible harmful effects, "we seem to have seen the least progress in research since 1964. We are still right at the point where the Surgeon General's report said we were then:

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"Tobacco tars have been found to be carcinogenic for experimental animals. . .carcinogenicity of tobacco tars has not been demonstrated in man. . .' And, 'There is no acceptable evidence that prolonged exposure to nicotine creates either dangerous functional change of an objective nature or degenerative disease.'

"In fact," he said, "it remains true that there is no agent as found in cigarette smoke that can be specifically pointed to as a cause of disease in humans.

"So much for hindsight," said Kornegay. "Clearly, cigarettes have become the world's most researched consumer product.

"Answers to the questions raised about them have been agonizingly slow in coming. What does this suggest for the future?

"For one thing," Kornegay said, "'scare' stories and propaganda clearly will not resolve this controversy. The adversaries of tobacco have drilled us in slogans and statistics until they have ceased to have any meaning.

"Similarly, we have learned that scientists cannot, and likely will not, produce simple answers overnight to the very profound questions which confront them.

(more)

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"The current and future obligation of the tobacco industry, health organizations, governments and the public itself," he concluded, "is to provide even greater support to those scientists with 'rich enough an imagination' to continue seeking real, objective knowledge of the countless factors, beginning before birth, which may affect our health regardless of the single effect of our use ^{or} ~~of~~ nonuse of tobacco."

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2026260248

From: Bodsford, Jean H.
To: Fitzgerald, Don P.
CC:
BCC:
Sent Date: 4/7/2004 7:31:47 AM
Received Date: 4/7/2004 7:31:47 AM
Subject: Daily Volume Report Week of 4/5{F}
Attachments: DAYEMAIL.XLS

Don,

We spoke earlier about discontinuing the Forsyth PL report you receive each Monday. The last page of the attached report will replace your current PL report. It should look just like the one you have been receiving. Please review it and let me know if this will meet your needs. Also, please let me know if you want to receive this report each day or just on Mondays.

Thanks,
Jean Bodsford

-----Original Message-----

From: Bodsford, Jean H.
Sent: Wednesday, April 07, 2004 6:49 AM
To: DL BSAP DVDLY
Subject: Daily Volume Report Week of 4/5

<<DAYEMAIL.XLS>>

PHILIP MORRIS PRODUCTS, INC.

CHILE TEST #16

DISTRIBUTION

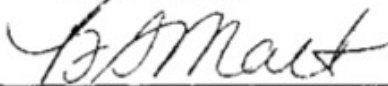
Mr. O. W. Dudley, III
Mr. H. Ganteaume
Mr. M. S. Goldberg
Mr. R. P. Heretick
Mr. F. A. Lowman

Mr. J. Olivieri
Mr. S. Rivera
Mr. J. van Harn
CTSD Data File

PREPARED BY:

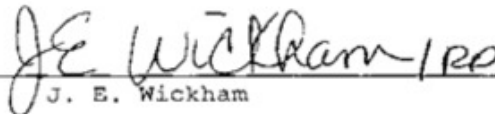


D. R. Watson



B. S. Mait

APPROVED BY:



J. E. Wickham

DATE:

May 18, 1990



2055663708

CHILE TEST #16

Eleven cigarette brands were received from Chile on April 2, 1990. The dates of production were not given.

This is the second sample of Marlboro Long Size cigarettes received from Chile since July, 1989. The current cigarettes were firmer than the previous test, correlating with lower oven volatiles.

This is the second sample of Chesterfield Long Size cigarettes received from Chile since July, 1989. The current cigarettes were firmer than the previous test.

MANUFACTURER

PHILIP MORRIS

	Marlboro			Chesterfield	
	Long Size 20's			Long Size 20's	
	(Box)			(Box)	
	Current Test #15 U.S. ¹			Current Test #15	
<u>Smoke</u>					
Butt Length, mm	27.0	27.0	26.0	28.0	28.0
FTC Tar, mg/cigt.	12.7	13.7	15.5	13.8	14.1
TPM, mg/cigt.	15.9	16.8	19.5	17.8	17.3
Nicotine, mg/cigt.	1.05	1.14	1.07	1.10	1.11
Puffs/Cigt.	8.3	8.8	8.8	8.4	8.5
<u>Cigarette</u>					
Total RTD, mm of H ₂ O	112	116	110	116	121
Length, mm	79.7	79.1	79.2	79.3	79.2
Circumference, mm	24.8	24.8	25.0	24.7	24.9
Diameter, mm	7.9	7.9	7.9	7.9	7.9
Firmness, mm (As Is)	2.0	2.7	-	1.9	2.5
Oven Volatiles, % (As Is)	10.9	11.9	-	12.1	11.7
<u>Paper</u>					
Permeability, ml/cm ² x min.	49	44	32	45	60
<u>Filter</u>					
RTD, mm of H ₂ O	66	72	69	63	67
Length, mm	20.1	20.3	19.0	20.0	20.1
Tipping Paper Length, mm	24.0	24.0	23.0	25.0	25.0
Color	Cork	Cork	Cork	Cork	Cork
Ventilation, %	14	11	12	None	None
<u>Filler</u>					
Total Alkaloids, % (DWB)	2.15	2.21	2.09	2.17	2.07
Total Red. Sugars, % (DWB)	6.4	7.6	7.9	5.4	5.8
Wt. of Tob., g (12.5% OV)	0.718	0.710	0.714	0.731	0.749
Rod Density, g/cc	0.246	0.247	0.239	0.254	0.257
C.V., cc/g (Equil.)	5.2	5.0	-	5.3	-

¹Data from C.I. No. 3/90.

CHILE TEST #16

This is the second sample of Galaxy Ultra Lights King Size cigarettes received from Chile since July, 1989. The current cigarettes were lower in smoke deliveries, correlating with higher filter ventilation. The lower nicotine delivery correlated with lower total alkaloids. A lower filter RTD was also noted.

This is the second sample of Chesterfield King Size cigarettes received from Chile since July, 1989. The current cigarettes were lower in smoke deliveries than the previous test. The lower nicotine delivery correlated with lower total alkaloids.

MANUFACTURER

PHILIP MORRIS

	Galaxy Ultra Lights		Chesterfield	
	King Size 20's (SP)		King Size 20's (SP)	
	Current Test #15		Current Test #15	
<u>Smoke</u>				
Butt Length, mm	33.0	33.0	29.0	29.0
FTC Tar, mg/cigt.	3.9	5.2	13.5	15.3
TPM, mg/cigt.	4.6	6.3	17.1	18.9
Nicotine, mg/cigt.	0.34	0.55	1.08	1.22
Puffs/Cigt.	9.2	9.1	8.4	8.6
<u>Cigarette</u>				
Total RTD, mm of H ₂ O	78	90	117	123
Length, mm	84.3	84.5	84.4	84.3
Circumference, mm	24.6	24.6	24.8	24.7
Diameter, mm	7.8	7.8	7.9	7.9
Firmness, mm (As Is)	2.3	2.6	2.5	-
Oven Volatiles, % (As Is)	10.8	11.2	11.2	-
<u>Paper</u>				
Permeability, ml/cm ² x min.	44	48	50	46
<u>Filter</u>				
RTD, mm of H ₂ O	91	104	64	69
Length, mm	24.9	25.2	20.1	20.2
Tipping Paper Length, mm	30.0	30.0	26.0	26.0
Color	White	White	Cork	Cork
Ventilation, %	65	51	None	None
<u>Filler</u>				
Total Alkaloids, % (DWB)	1.85	2.10	2.10	2.26
Total Red. Sugars, % (DWB)	5.1	6.5	6.0	6.0
Wt. of Tob., g (12.5% OV)	0.718	0.697	0.777	0.778
Rod Density, g/cc	0.251	0.244	0.247	0.250
C.V., cc/g (Equil.)	5.0	4.9	5.1	5.0

CHILE TEST #16

This is the second sample of Galaxy Ultra Lights 100 cigarettes received from Chile since July, 1989. The current cigarettes were firmer than the previous test, correlating with lower oven volatiles. A less permeable cigarette paper and higher total alkaloids were also noted.

This is the second sample of Benson & Hedges Lights 100 cigarettes received from Chile since July, 1989. The current cigarettes were lower in total and filter RTD than the previous test. Higher total alkaloids were also observed. Due to limited sample, cigarette firmness and oven volatiles were not performed.

MANUFACTURER

PHILIP MORRIS

	Galaxy Ultra Lights		Benson & Hedges Lights	
	100 20's (SP)		100 20's (SP)	
	Current Test #15		Current Test #15	
<u>Smoke</u>				
Butt Length, mm	37.0	37.0	39.0	39.0
FTC Tar, mg/cigt.	6.0	5.1	10.8	10.3
TPM, mg/cigt.	6.9	6.0	12.5	11.8
Nicotine, mg/cigt.	0.47	0.50	0.71	0.64
Puffs/Cigt.	10.7	11.0	8.6	8.0
<u>Cigarette</u>				
Total RTD, mm of H ₂ O	69	70	126	146
Length, mm	98.3	98.0	98.2	97.7
Circumference, mm	24.7	24.6	24.7	24.8
Diameter, mm	7.9	7.8	7.9	7.9
Firmness, mm (As Is)	2.1	2.5	-	-
Oven Volatiles, % (As Is)	11.3	12.5	-	-
<u>Paper</u>				
Permeability, ml/cm ² x min.	35	52	54	46
<u>Filter</u>				
RTD, mm of H ₂ O	65	74	72	91
Length, mm	27.0	27.1	26.7	26.9
Tipping Paper Length, mm	34.0	34.0	36.0	36.0
Color	White	White	White	White
Ventilation, %	60	60	None	None
<u>Filler</u>				
Total Alkaloids, % (DWB)	1.98	1.78	1.85	1.64
Total Red. Sugars, % (DWB)	5.8	5.4	5.1	6.3
Wt. of Tob., g (12.5% OV)	0.872	0.881	0.848	0.832
Rod Density, g/cc	0.252	0.258	0.244	0.240
C.V., cc/g (Equil.)	5.1	4.9	5.2	4.9

CHILE TEST #16

This is the second sample of Marlboro 100 cigarettes received from Chile since July, 1989. The current cigarettes were lower in smoke deliveries than the previous test. The cigarettes were also firmer, correlating with lower oven volatiles. A higher total RTD was also observed.

This is the second sample of Chesterfield 100 cigarettes received from Chile since July, 1989. A higher tobacco weight and rod density were observed.

MANUFACTURER

PHILIP MORRIS

	<u>Marlboro 100 20's</u>			<u>Chesterfield 100 20's</u>	
	<u>(Soft Pack)</u>			<u>(Soft Pack)</u>	
	<u>Current Test #15 U.S.¹</u>			<u>Current Test #15</u>	
<u>Smoke</u>					
Butt Length, mm	35.0	35.0	34.5	35.0	35.0
FTC Tar, mg/cigt.	11.9	14.0	15.8	13.1	13.8
TPM, mg/cigt.	14.3	16.6	18.9	16.0	16.3
Nicotine, mg/cigt.	1.06	1.31	1.15	1.07	1.09
Puffs/Cigt.	10.4	10.8	10.8	9.7	10.0
<u>Cigarette</u>					
Total RTD, mm of H ₂ O	142	125	116	149	139
Length, mm	98.4	97.6	99.6	98.3	98.1
Circumference, mm	24.7	24.9	24.9	24.7	24.8
Diameter, mm	7.9	7.9	7.9	7.9	7.9
Firmness, mm (As Is)	1.9	3.4	-	2.1	2.4
Oven Volatiles, % (As Is)	11.1	13.2	-	11.3	12.1
<u>Paper</u>					
Permeability, ml/cm ² x min.	48	46	45	56	47
<u>Filter</u>					
RTD, mm of H ₂ O	81	89	77	83	83
Length, mm	26.9	27.1	27.4	27.0	27.0
Tipping Paper Length, mm	32.0	32.0	31.5	32.0	32.0
Color	Cork	Cork	Cork	Cork	Cork
Ventilation, %	15	14	14	None	None
<u>Filler</u>					
Total Alkaloids, % (DWB)	2.34	2.43	2.09	2.05	2.11
Total Red. Sugars, % (DWB)	6.6	7.8	7.9	6.2	5.9
Wt. of Tob., g (12.5% OV)	0.891	0.874	0.853	0.862	0.835
Rod Density, g/cc	0.257	0.251	0.239	0.249	0.240
C.V., cc/g (Equil.)	5.0	4.9	-	5.2	5.1

¹Data from C.I. No. 3/90.

CHILE TEST #16

This is the first sample of Marlboro King Size, Bond Extra Suave 100 and Bond 100 cigarettes received from Chile; therefore, no previous data are reported.

MANUFACTURER

PHILIP MORRIS

	Marlboro King Size 20's <u>(Soft Pack)</u>		Bond Extra Suave 100 <u>20's (Soft Pack)</u>		Bond 100 20's <u>(Soft Pack)</u>	
	<u>Current U.S.¹</u>		<u>Current</u>		<u>Current</u>	
<u>Smoke</u>						
Butt Length, mm	27.0	28.0	38.0		34.0	
FTC Tar, mg/cigt.	14.0	16.2	12.3		14.9	
TPM, mg/cigt.	17.6	20.5	14.2		17.8	
Nicotine, mg/cigt.	1.25	1.16	0.76		0.86	
Puffs/Cigt.	9.4	9.2	9.2		9.1	
<u>Cigarette</u>						
Total RTD, mm of H ₂ O	120	113	133		130	
Length, mm	84.2	84.2	98.3		98.3	
Circumference, mm	24.8	24.9	24.7		24.9	
Diameter, mm	7.9	7.9	7.9		7.9	
Firmness, mm (As Is)	2.2	-	2.2		2.8	
Oven Volatiles, % (As Is)	11.9	-	12.6		13.7	
<u>Paper</u>						
Permeability, ml/cm ² x min.	43	33	44		20	
<u>Filter</u>						
RTD, mm of H ₂ O	66	70	76		70	
Length, mm	20.2	21.0	26.7		26.9	
Tipping Paper Length, mm	24.0	25.0	35.0		31.0	
Color	Cork	Cork	White		Cork	
Ventilation, %	13	10	None		None	
<u>Filler</u>						
Total Alkaloids, % (DWB)	2.40	2.08	1.55		1.55	
Total Red. Sugars, % (DWB)	7.3	7.7	6.9		6.9	
Wt. of Tob., g (12.5% OV)	0.834	0.752	0.815		0.826	
Rod Density, g/cc	0.266	0.240	0.234		0.234	
C.V., cc/g (Equil.)	4.9	-	5.5		5.6	

¹Data from C.I. No. 3/90.

2055663713

Indy Pole-sitter Teo Fabi

They Soon May Call Him Fabulous

By RICH ROBERTS, Times Staff Writer

INDIANAPOLIS—Teo Fabi did not just arrive in town on a load of hay, as they say in Middle America.

It only seemed that the little Italian popped out of nowhere last weekend to steal the pole position in the Indianapolis 500 from under the noses of five past winners and other campaigners whose names tumble off the tongue like the Fourth of July.

When Fabi upstaged them all with record speeds of 208.068 m.p.h. for one lap and 207.866 for the full 10-mile sprint, he destroyed two Indianapolis adages: (a) Rookies don't do that and (b) neither do foreigners.

He is first rookie to win the pole since Walt Faulkner in 1950. He is the first pole-sitter since before World War I for whom English was a second language, although he is getting a lot of practice in English this week.

"I'm not used to this kind of attention," Fabi said in his garage Thursday, trying to squeeze an interview in among carburetion tests, the pit stop contest, a ham sandwich and a TV taping session. "It's nice, but it's tiresome."

He has been handling it all with indulgence because he is a polite man, 28, who hardly raises his voice in any language and doesn't presume to be as important as he has suddenly become.

But the fact is he may be due. Fabi, from Milan, has served his apprenticeship well, progressing year by year from European championships in karts in 1976 and Formula Fords in '77 to six F-3 wins in '78, three F-2 wins in '80 and second overall in the '81 Can-Am series.

He hit a stone wall with a poor Formula One ride with Tolman in '82, failing to qualify five times and managing only one point the entire season. But Berry Goss, team manager for the Forsythe Grand Prix team, had followed his career and thought he would be a good teammate for Johnny Rutherford on the American CART circuit this year.

Jerry Forsythe, one of three brothers who own the team, said, "We thought with CART going to more road races, Rutherford's oval-track experience and Fabi's road-type experience would complement each other."

Rutherford Mixed Out

The Forsythes bought two new March-Cosworths—then Rutherford backed out of what Forsythe called "a handshake deal" to drive instead for the Patrick team. That made Fabi someone new, as they say in another language, and Rutherford, a three-time winner, was eliminated from contention early when he fractured both feet in a practice crash.

Fabi first saw the Speedway when he arrived for testing in March.

"We never see the race even on television in Italy," he said.

"I have no idea what the right speed to go is," he said. Most of his advice has come from Rutherford, whom he visited in a local hospital after winning the pole.

"We talked about the race, about yellow lights, pit stops, how to start the race," Fabi said. "He was very helpful."

Perhaps Rutherford's most important advice, Fabi said, was that "it's better to take the race easy at the beginning."

Tom Bowe, who will line up directly behind Fabi Sunday, said, "He seems to be able to use his head, and he's concerned about things, which is a good indication. The guys who think they have all the answers already are the ones that get themselves in trouble. I'm not worried about it."

His first impressions were not favorable.

"I wasn't used to the speeds," he said. "In Formula One we go up to 200 m.p.h. but just on the straight, not in the corners."

Fabi had to become accustomed to keeping his right foot on the gas and off the brake all the way around the 2.4 miles. He learned fast. When he sees his first 500 Sunday, at least some of it will be in his rear-view mirrors.

Few old hands around the Speedway are convinced he'll stay out front long. England's Graham Hill in '68 was at once the last rookie and foreign entry to win the race. Tradition dies hard at the Brickyard.

"It's OK," Fabi said, shrugging. "I'm a rookie, but even if I'm a rookie, I want to win this race."

He has been watched closely.

Forsythe said, "All month I've had USAC officials telling me he is by far the smoothest driver on the track."

Follows a Different Line

The officials who monitor the turns were first to notice that Fabi was following a different "line" through the four corners, avoiding the walls that have claimed so many lives.

Fabi, "It's just a little bit different and it's not very important. I don't think it makes any difference on lap time. I turn into the corner later so I don't need to go so close to the wall on the exit. We normally drive that way on the road circuit, so I'm really just driving the same way I always have."

The idea is to be straightened out earlier on the exit for faster acceleration. Can it be this 5-5 wonder has shown the good old boys a new and better way around the track? Despite his credentials in other forms of racing, much of Indy's style is new to him.

Indianapolis is notorious for mangled scuffs, and Fabi raised an interviewer's eyebrows when he replied to a question about his plan for leading an orderly getaway.

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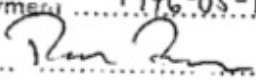
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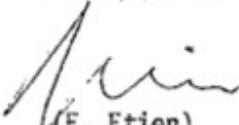
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