Smoking Cessation Leadership Center



University of California San Francisco

The Tobacco Endgame: History, Headwinds, and the Horizon

 Ruth E. Malone, RN, PhD, Professor Emerita, Department of Social & Behavioral Sciences, UCSF and Editor Emeritus, Tobacco Control

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September is National Recovery Month

National Recovery Month celebrates the recovery community, supports evidence-based treatment, and raises awareness for those struggling with mental and substance use disorders.



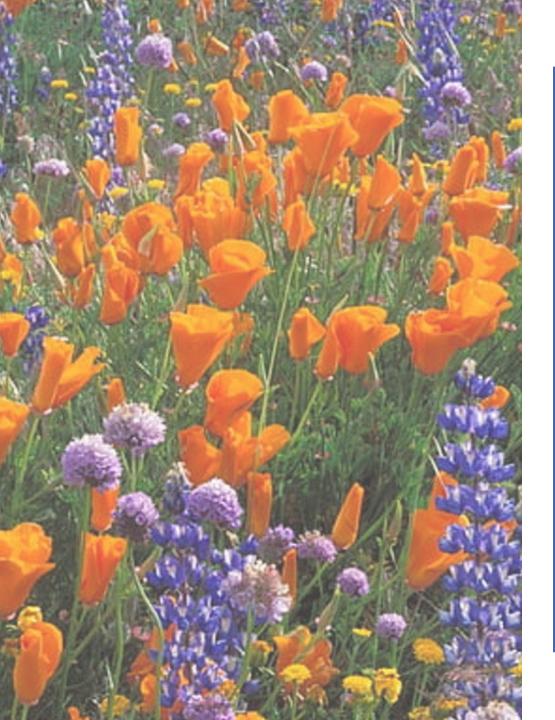


Today's Presenter

Ruth E. Malone, RN, PhD
Professor Emerita of Nursing and
Health Policy

Department of Social and Behavioral Sciences, University of California, San Francisco





COMMERCIAL

The Tobacco Endgame: History, Headwinds, and the Horizon

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Smoking Cessation Leadership Center Webinar

September 9, 2025

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Dorie Apollonio, Ph.D.

Timothy McAfee, MD

Jeremiah Mock, Ph.D.

Pamela Ling, MD

Learning Objectives

- Discuss the broad concept of a tobacco endgame and how its definition differs from tobacco control
- Name two ways in which cessation services are synergistic with endgame policies
- Identify tobacco industry strategies that undermine endgame goals and consider how cessation programs can apply knowledge about the tobacco industry in motivating and supporting cessation

Outline

- Endgame: History, developments, resources
- Headwinds to achieving the endgame
- The horizon: No endgame without cessation; why endgame is synergistic with cessation services

History: The commercial tobacco epidemic



Left thekind 2 es soon 17 years ald, he aduate from high able too, Ilust 7

From New Jersey:

To the Makers of Marlboro:

Because of Marlboro cigarettes we have lost our beloved brother, son and father at 41 years of age. He suffered for 11 months with head and neck cancer...

He started smoking when he was about 18 years old. He left behind 2 children...he will never see his son graduate from high school or go to college...Because of your tobacco company we no longer have our Dan and the children no longer have a father. Lung cancer is not all the cigarettes cause.

His sister, Katherine

Mr. Bill Compbell; I received the anclosed flyer to watch four loved ones go which this because aftheir addiction to smoking It has lack and evely morning and know your twelshood is more important than their lives. each and suly morning and know your tirelehood is more important than their lives,

6/10/94

Mr. Henrique:

your lather regarding the own fortules. Benson Etherges is now holding did not got to your truggled customer.

My mother was diagnosed with Squamor Cell Hung Concer in June of 1993. She recently proved away in lipid. The smoked quite frequently.

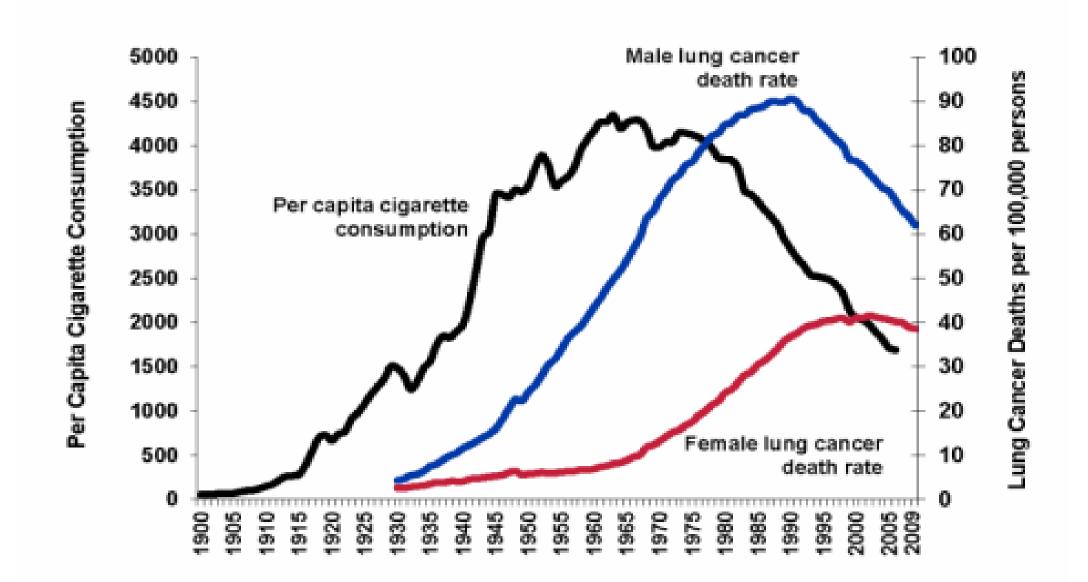
And product that you topus associated one promoting survey this sweepstales has coursed ineparable demage to may family. Despite my anger, I ask only that in the facility to their your company have the foreight to theck that your information will not be received by a daughter who has lost a mother to lung concer.

Il it was matchle for in to cause access

The product that you and your associates are promoting through this sweepstakes has caused irreparable damage to my family...Never contact this household again.

Par American

Trends in Tobacco Use and Lung Cancer Death Rates* in the US



History: The tobacco endgame 2010 Editorial

Downloaded from tobaccocontrol.bmj.com on September 17, 2014 - Published by group.bmj.com

Editorial

Imagining things otherwise: new endgame ideas for tobacco control

Ruth F Malone

Where are we going in tobacco control long-term, and how will we get there? This issue of *Tobacco Control* features three new contributions to the growing 'endgame' literature with possible answers to those questions: big-picture radical ideas that seek to propel the tobacco control movement more quickly towards a time when the global tobacco disease pandemic that began in the 20th century will be ended. Could the multitude of social structures and institutions that sustain the tobacco problem be unlinked? Could altered market forces—price controls, supply controls—render tobacco less attractive to those who profit most from continuing to addict new genera-

In this issue, Gilmore and colleagues 13 argue that regulating prices of tobacco through capping of manufacturers' prices could reduce tobacco industry market power by eliminating manufacturers' ability to disguise price increases and achieve higher profits. As they point out, in higher-tax western countries, the industry's profits are increasing despite declining sales-profits that are then available to the industry to further promote tobacco use in the emerging markets of low-income countries. 14 The thoughtful argument by Gilmore et al extends ongoing conversations about regulatory approaches to the tobacco market 1 15 and offers an incentive for approach could radically alter the tobacco control landscape within a country.

Could any of these latest big picture ideas really work? Perhaps not immediately, but they inspire us all to think beyond the next smoke-free ordinance or tobacco quitline. Perhaps they could not work in one country, but could be done in another—in one with more easily controlled borders, for example, in the New Zealand case, or in a country generally supportive of government regulation, as in the UK and Singapore.

It was through such visionary thinking that we began to understand that the suffering and death tobacco causes is not merely a problem of poor individual health behaviour choices, but of the rise of an entire industry focused on aggressively promoting deadly addictive products. It was through visionary thinking that we began to question whether breathing the smoke from others' cigarettes might be harmful to non-smokers. It is visionary thinking, combined with skilled advocacy, that pushes governments to act more decisively to protect the public and to rein in the activities of tobacco companies.

Many endgame conversations

August 30 2016

A TOBACCO ENDGAME FOR CANADA





SUMMIT

Queen's University September 30 to October 1, 2016

BACKGROUND PAPER





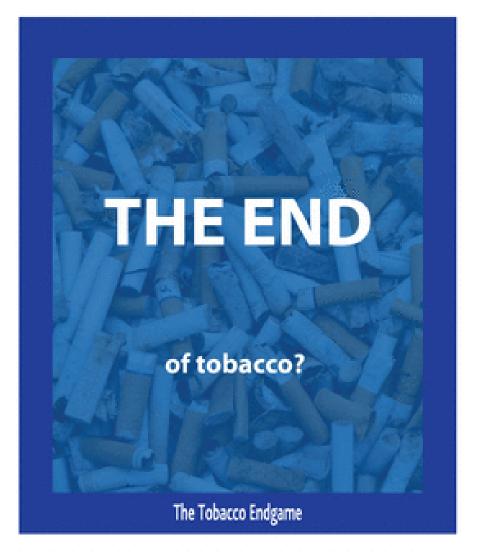
NATIONAL INSTITUTE FOR HEALTH AND WELFARE

Endgame of tobacco: Experiences and perspectives from Finland

Endgame of Tobacco Conference
Delhi 11.9.2013

17.9.2013

TOBACCO CONTROL



Endgame policies are . . .

Initiatives designed to end the commercial tobacco epidemic by permanently changing the structural, political and social dynamics that sustain it.

--Adapted from: Malone, R. E., McDaniel, P. A., Smith, E. A. (2014). Tobacco Control Endgames: Global Initiatives and Implications for the UK. *Cancer Research UK*

Density of Active SFDPH Tobacco Sales Permits by Supervisor District - 04/02/2021

Structural dynamics

Unequal distribution of burdens, e.g., greater number and density of tobacco retailers in disadvantaged neighborhoods



Political dynamics

Industry lobbyists

Industry allies

Front groups



Social dynamics

Acceptance of tobacco as normal consumer product widely sold, despite its deadliness when used as intended

What sustains the tobacco epidemic?

- Easy availability in many retail outlets
- Affordable prices
- Political interference with policymaking
- Constant flow of new products
- Normalization (manufacture, marketing, sales, use)

Reluctance to name the problem: the tobacco industry



California's endgame goal

"Ending the commercial tobacco industry's influence and eradicating the harm caused by tobacco to the health, environment, and economic well-being of the state's diverse communities."

Endgame-advancing policies

End sale of all commercial tobacco products

Smokefree multiunit housing and smokefree public places

Birthdate-based sales restrictions

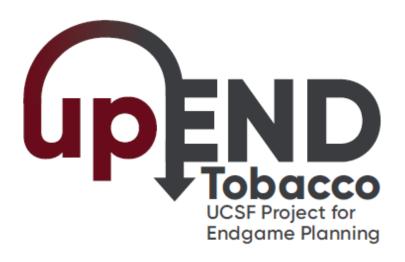
Pricing policies

- Prohibiting coupons and discounts
- Minimum price policies

Retailer-focused sales restrictions

- Limiting retailer types
- Limiting locations
- Reducing retailers overall
- Ending sales of particular products
- Banning internet sales





THE EVIDENCE FOR THE ENDGAME:

A WHITE PAPER

Headwinds to achieving the endgame



Image: Pixabay, ELG21



Sunrise Strategy #1

Fair Play

Proactively deal with the Anti's to reduce their effectiveness at controlling the agenda and to restore balance to the debate.

Source: PM 2078018689/8800

The "anti-tobacco industry" (ATI)

Focus of ATI Organizations

Those organisations and individuals clearly identified having opposing interests are:

W.H.O.

U.I.C.C.

Medical Associations

Government Health Departments

Individual Scientists

Anti-smoking Organisations

Consumer Protection Groups

Exacerbating conflicts

Our Fourth Strategy focuses on efforts to cause dissention within the ATI.

- 1) As the tobacco company that is seeking "reasonable solutions to complex problems" we want to reach out to members of the ATI where we can potentially establish Common Ground -- such as on the issue of preventing youth access to tobacco products.
- 2) We also want to enhance internal conflicts that already exist within the ATI -- and possibly encourage some new ones.

within the ATI -- and possibly encourage some new ones.



Source: PM 2062367623/7628

"One last point...

 "This is a long-term project....It will take a series of interdependent actions, plans and initiatives. A reweaving of the fabric of social acceptability."

Source: PM 2078018668/8672

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10 year Corporate Affairs Objectives and Strategies

years, in support of our compustible and

NORMALIZATION

Examples of issues addressed:

Market or Consumer research bans; Litigation/liability; Exclusion from the scape of International Trade Agreements; Ban on lobbying; Ban on political contributions; Ban on charitable contributions; Ban/restrictions on tobacco growing, Industry exclusion for T&T solutions

Build on existing, and foster future, stakeholder relations with International organizations, politicians, NGOs, academics, scientists, researchers and the media, etc. to further expand communications and engagement opportunities.

communicate this internally and externally.

 Define PMI's vision around 5 core areas including: People (our HR practices, meritocracy, opportunity for an international career, learning and development as a priority), Product (RRP

Amplify voices of "harm reduction" supporters vs. "prohibitionists"

oriented). Use this platform to communicate the PMI story proactively.

c. Build on existing, and foster future, stakeholder relations with International organizations, politicians, NGOs, academics, scientists, researchers and the media, etc. to further expand communications and engagement opportunities.

Make "Normalization" a PMI priority and imbed this mindset into the organization:

- b. Expose couble standards of anti-todacco opponents (e.g., lobbying), where appropriate
- c. Amplify voices of "harm reduction" supporters vs. "prohibitionists"
- d. Leverage NCD debate
- 3. Make "Normalization" a PMI priority and imbed this mindset into the organization:
 - Adopt a campaign-oriented communications approach, utilizing simple, emotional, impactful communication that is human and stakeholder-centric.
 - Promote a greater understanding across the business of the threats posed by PMI/industry de-normalization, and the need to reverse this trend to drive future growth.
 - Make reputation/normalization a MAP objective for all SMT members, MD's, CA Directors and Communications Managers.
 - d. Utilize existing skills and talents and add more 'big picture' company "ambassadors" who can represent PMI externally, on a range of issues, not limited to tobacco.

PMI recruits former WHO official

Fall, 2017:

Following secret consultations with Philip Morris International executives for which he was paid undisclosed sums, former WHO official Derek Yach announced funding from PMI of US\$1 billion over 12 years to create and serve as President of the "Foundation for a Smoke-free World."

Foundation for a Smoke-free World

• Focus of new body: Research on "tobacco harm reduction"

 Yach invitation to tobacco control: "Join us" in achieving smokefree world

Responses

 "This tobacco industry-funded initiative... is a deeply alarming development aimed at damaging the treaty's implementation..."

--WHO FCTC Secretariat

• "WHO will not partner with the Foundation. Governments should not partner with the Foundation and the public health community should follow this lead."

• --WHO

World No Tobacco Day 2021 Shows Tobacco Control at a Crossroads







Dr. Derek Yach 25 Followers

Former World Health
Organization (WHO) cabine
director for noncommunica
diseases and mental health





"...the development of tobacco harm reduction (THR) technologies has led to a schism between those who support the science and those who reject it as unproven and dangerous..."

"The WHO, supported by heavily funded Bloomberg grantees, continues to blindly ignore scientific evidence, vilifying these products instead of promoting their use..."

Issues raised

- Direct challenge to leadership of TC movement
- Creates confusion
- Hijacking agenda to favor industry priorities
- Disrupt solidarity, exploit divisions within public health over harm reduction
- Re-normalize industry as "part of solution"

Industry outreach to medical care providers

Opinion

VIEWPOINT

The Tobacco Industry Has No Business Funding Continuing Medical Education

Robert K. Jackler, MD; Pamela M. Ling, MD, MPH

"The health goal for all smokers should be smokefree, not tobacco/nicotine abstinent."

Recently, the for-profit medical media company Medscape promoted a series of continuing medical education (CME) courses (see the Supplement) funded by a grant from tobacco company Philip Morris International (PMI).¹ These activities were certified

+

Supplemental content

(see the Supplement) by the Accreditation Council for Continuing Medical Education (ACCME) along with other health

care professional education organizations (American Nurses Credentialing Center, Interprofessional Continuing Education, Accredi-

role in youth initiation into nicotine addiction. Remarkably, the course states, "The health goal for all smokers should be smokefree, not tobacco/nicotine abstinent." Only purveyors of tobacco products would assert that sustaining nicotine addiction should be the primary goal in optimizing health—addiction is not wellness. This course states chewing tobacco has "no significant risk of mouth, lung and other cancers, heart disease or stroke," citing a much criticized 2002 review by a tobacco-conflicted course faculty member without mentioning the National Cancer Institute and International Agency for Research on Cancer statements that

Register Log III SEARCH

0 CME / ABIM MOC / CE

Harm Reduction From Tobacco: An Evidence-Based Discussion

How much risk is associated with different tobacco products? Drs Satel and Rodu discuss.

Authors: Sally Satel, MD; Brad Rodu, DDS

Supported by an independent educational grant from

Philip Morris International

disclose all financial relationships with ineligible companies that have occurred within the past 24 months. Ineligible companies are organizations whose primary business is producing, marketing, selling, re-selling, or distributing healthcare products used by or on nationts

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Medscape CME & EDUCATION

Question 3 of 4

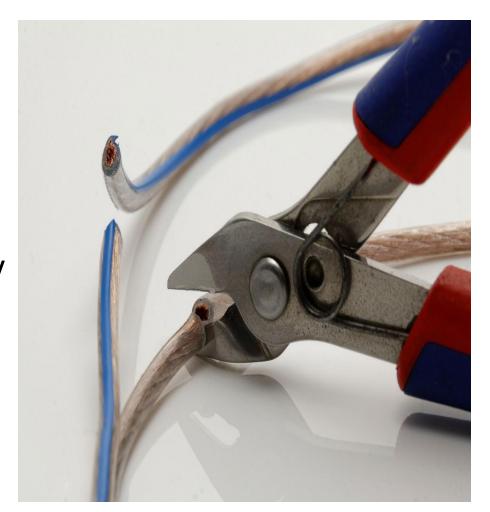
Marco is a 41-year-old man who smokes ~1 pack of cigarettes/day. His father, who was also a smoker, recently died of lung cancer. Marco would like to reduce his risk of cancer and asks you how to best achieve that.

Considering available clinical evidence, what should you tell him?

- Onsider switching to pipe smoking
- Onsider switching to e-cigarette smoking
- Reduce cigarette consumption to a half a pack of cigarettes per day

Industry "harm reduction"/redemption messages sabotage endgame progress

- Nicotine repositioned as benign
- Political interference
- Industry defines PH agenda
- Disagreements disrupt public health solidarity
- No actual end is planned



Tobacco Companies Brag About Cigarette Sales to Investors

PHILIP MORRIS INTERNATIONAL

"We are also seeing good resilience on our combustible business. ... And we continue to see even some emerging markets, like Turkey, with very nice growth on combustible."

PMI CFO Emmanuel Babeau at the 2024 Deutsche Bank Global Consumer Conference

ALTRIA

"We feel very confident in our ability to continue to grow margins within the smokable product segment. And we're really happy with the performance of that segment [like] the performance of Marlboro, where you saw stable share performance and growth in the premium segment of the cigarette category."

Altria Q1 2024 Earnings Call

BRITISH AMERICAN TOBACCO

"We are very pleased with the performance in combustible. ... we see very good traction in very key markets for us."

"Lucky Strike continues its strong growth record, maintaining its position as the fastest growing combustibles brand in the U.S."

BAT H1 2024 Earnings Call



The Horizon



Phased constraint

- Name the industry as the problem
- Strong *tobacco industry denormalization* messaging and activities
- Constrict the space and limit the time for industry to introduce and sell addictive products, with a set end date
- Tobacco users supported with free cessation aids plus an environment in which commercial tobacco products are no longer ubiquitous
- Retailers offered help with transition



Integrating endgame perspectives into cessation services: enhance synergies

- Be skeptical of industry-favorable product positioning
- Speak up/show up to support policies that advance true endgame
- Position quitting as a form of resistance, of power
- Incorporate industry denormalization into cessation
- Partner with groups with broader aims beyond cessation

Evidence for industry denormalisation as tobacco control intervention

Reviews

Tobacco industry denormalisation as a tobacco control intervention: a review

Ruth E Malone, 1 Quinn Grundy, 1 Lisa A Bero2

"Department of Social and Berkevicrol Sciences, School of Hursing, University of California, San Francisca, CA, USA "Department of Ciricial Phermacy, School of Phermacy, and Institute for Health Policy Studies, School of Medicine, University of California, San Francisca, CA, USA

Correspondence to Prof Ruth E Malona, Department of Social and Behavioral Sciences, School of Nursing, University of California, San Francisco, 3333 California St, Suige 455, San Francisco, California 94118, USA; ruth, malone@puzif.adu

Received 20 April 2011 Accepted 24 August 2011

ABSTRACT

Objective To conduct a review of research examining the effects of tabecco industry denormalisation (TID) on smoking-related and attitude-related outcomes.

Methods The authors searched Pubmed and Scopus databases for enticles published through December 2010 isse figure 1). We included all peer-reviewed TID studies we could locate that measured smoking-related outcomes and attitudes toward the tobacco industry. Exclusion criteria included; non-English language, focus on tobacco use rather than TID, perceived ad efficacy as sole outcome, complex program interventions without a separately analysable TID component and non peer-reviewed literature. We analysed the literature qualitatively and summarised findings by outcome measured.

Results After excluding articles not meeting the search criteria, the authors reviewed 60 studies examining TID and 9 smoking-related outcomies, including smoking provisiones, amoking initiation, intention to smoke and intention to quit. The authors also reviewed studies of attitudes towards the tobacco industry and its regulation. The majority of studies suggest that TIO is effective in reducing smoking prevalence and initiation and increasing intentions to quit. Evidence is mixed for some other outcomes, but some of the divergent findings may be explained by study designs.

Conclusions A robust body of evidence suggests that TID is an effective tobacco control intervention at the population level that has a clear exposure—response effect. TID may also contribute to other tobacco control outcomes not explored in this review (including efforts to 'directly erode industry power'), and thus may enhance public support and political will for structural reforms to end the tobacco exidemic.

MOUTSHIODETH

Population level interventions have demonstrated

health education and prohibitions on youth tobacco sales. Some TID efforts have met with aggressive tobacco industry responses, occasionally including lowerits aimed at curtailing them. ³⁹ ¹⁵

Mahood12 distinguishes between the denormalisation of tobacco use (which focuses on the addicted individual) and the denormalisation of the industry, arguing that only the latter offen the: prospect of addressing the chief structural cause of the tobacco disease epidemic: industry activity. Inthis paper we use 'tobacco industry denormalisation' to mean themes, campaigns and perspectives: aiming towards 'the reversal of the process of industry normalisation promoted by cigarette manufacturers for decades". The rationale for TID: is captured by the first principle of the Guiddines for implementing Article 5.3 of the FCTC: 'there is: a fundamental and irreconcilable conflict between. the tobacco industry's interests and public health. policy interests'. 18

No previous reviews have specifically examined the effectiveness of TID as a tobacco control strategy. We review evidence on TID and smocingrelated outcomes. We analyse why some findings appear to diverge from the bulk of published literature. The evidence suggests strongly that TID is an effective strategy that should be part of comprehensive tobacco control.

METHODS

Search

We searched the PubMed and Scopus databases for articles published through December 2010 using the following search terms: (Tobacco Industry' (Neish) OR 'tobacco industry') AND (delegitimization OR delegitimation OR denormalisation OR de-normalisation OR de-normalization OR anti-industry OR counter-industry OR viilification OR industry manipulation); 'tobacco industry' AND (deception'

Summary: Robust evidence that...

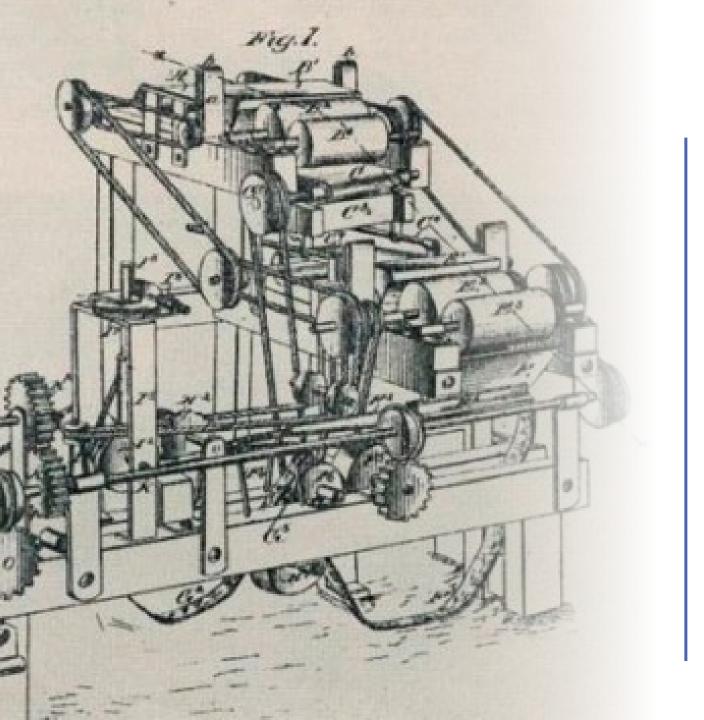
- Industry denormalisation associated with:
 - --reduced smoking prevalence
 - --reduced initiation risk
 - --reduced intention to smoke
 - --increased intention to quit smoking

How does industry denormalisation advance norm change?

- Builds public support for industry regulation
- Builds public resistance to industry manipulation and interference in policy
- Foregrounds social justice issues
- Alters perceptions of normalcy of industry engaged in promotion of deadly products
- Complements other measures
- Helps reframe cessation as an act of community solidarity



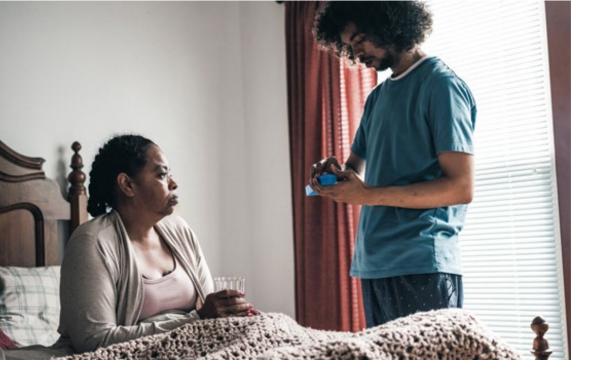
Why is the single most deadly consumer product ever made sold on every street corner?



We made it – we can unmake it

Industrially produced epidemic

Most lethal consumer product in history





We have lost too many loved ones

We are losing our wise elders too soon

Tobacco companies are targeting new generations

Support for Policies to Prohibit the Sale of Menthol Cigarettes and All Tobacco Products Among Adults, 2021

Maeh Al-Shawaf, DrPH, MPH¹; Kya N. Grooms, PhD, MPH²; Margaret Mahoney, JD¹; Natasha Buchanan Lunsford, PhD¹; Deirdre Lawrence Kittner, PhD, MPH¹ (VIEW AUTHOR AFFILIATIONS)

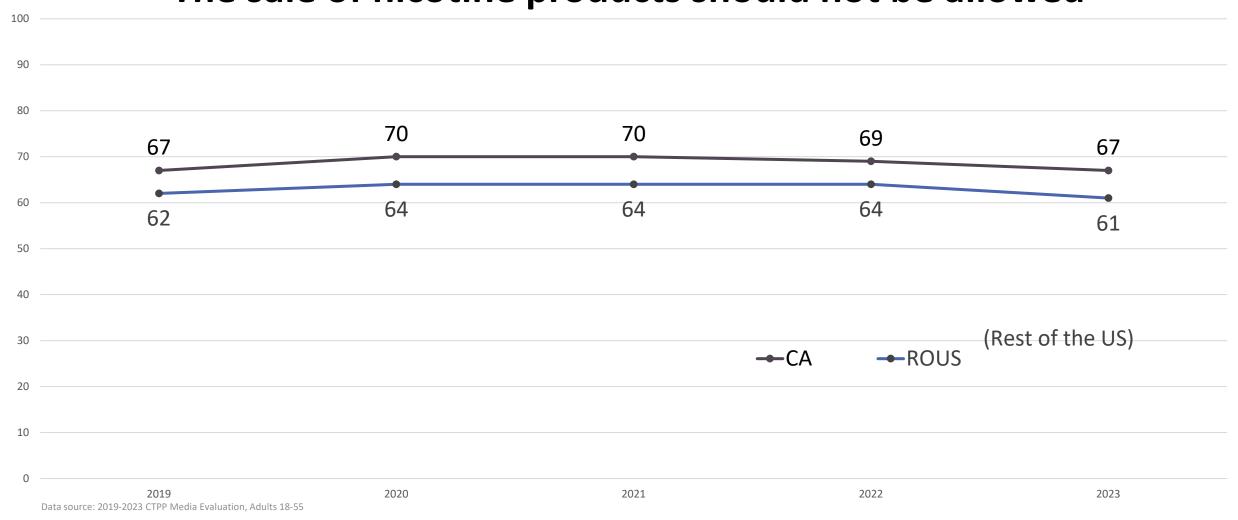
Suggested citation for this article: Al-Shawaf M, Grooms KN, Mahoney M, Buchanan Lunsford N, Lawrence Kittner D. Support for Policies to Prohibit the Sale of Menthol Cigarettes and All Tobacco Products Among Adults, 2021. Prev Chronic Dis 2023;20:220128. DOI: http://dx.doi.org/10.5888/pcd20.220128.

PEER REVIEWED

Policy	Level of Support
Banning sale of menthol cigarettes	62.3%
Banning sale of all tobacco products	57.3%

People are ready to end Big Tobacco's epidemic

The sale of nicotine products should not be allowed



It's too complicated

Prohibition never worked

What about people who are addicted?

Nicotine is part of a

healthy lifestyle

It could threaten our funding

Free market will take care of the problem

It's too hard

It will make us look too radical

People who smoke will riot

Organized criminal gangs will take over

What about freedom of choice?

It will hurt small businesses

Government needs revenue





"You can't..."

Have nonsmoking sections in restaurants

Ban smoking on airplanes

Have smokefree workplaces

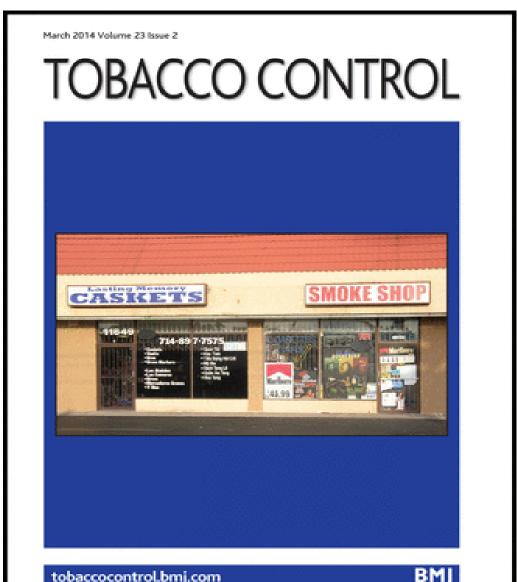
Have smokefree bars

shirt abouring that wonderful you propused begin to hill about 1100 people a day in the wited States - and that describery anything about the real of the young other product hilled even one a cust the whole in beynoch himself, class

Idaho: We wonder how long

we should put up with this national slaughter.

Imagining things otherwise



QQA



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Psychologists: Continuing Education (CE) credits for psychologists are provided through the cosponsorship of the American Psychological Association (APA) Office of Continuing Education in Psychology (CEP). The APA CEP Office maintains responsibility for the content of the programs.

Up to 1.0 CE Credit may be claimed.

Social Workers: As a Jointly Accredited Organization, UCSF Continuing Education is approved to offer social work continuing education by the Association of Social Work Boards (ASWB) Approved Continuing Education (ACE) program. Organizations, not individual courses, are approved under this program. Regulatory boards are the final authority on courses accepted for continuing education credit. Social workers completing this course receive 1.0 general continuing education credit.

Interprofessional Continuing Education Credit (IPCE): This activity was planned by and for the healthcare team, and learners will receive 1.0 Interprofessional Continuing Education (IPCE) credits for learning and change.

California Addiction Professionals: The California Department of Healthcare Services (DCHS) recognizes up to 10 hours of continuing education from a non-accredited provider. If you are a provider outside of California, please check with your state board for your credit policy.



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"Tobacco Cessation Under Siege: Industry Reinvention, Federal Setbacks, and California's Lessons in Resilience"

with Drs. Pamela Ling and Tim McAfee, and April Roeseler

Wednesday, October 29, 2025 | 1:00 – 2:30 pm ET



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