nicotine as the primary pharmacological agent in tobacco. For example, at a 1974 BATCO Group R&D Meeting, it was noted that:

Nicotine (which has been assumed to be the main pharmacologically active component in smoke) may act in a bi-phasic manner, either as a stimulant (CNV increase) or depressant (CNV decrease). 168

In addition, a 1977 report concerning an International Smoking Behavior Conference includes the following statements about nicotine's effects:

Nicotine was the focal point of the conference. In many cases, psychological and physiological changes observed in subjects were shown to be due to nicotine.

Most researchers conclude that the nicotine effect is biphasic and dosage dependent; small doses stimulate and large doses depress. 169

Subsequent BATCO research conferences offer equally revealing statements about the drug effects of nicotine. A BATCO Group R&D Smoking Behaviour-Marketing Conference held in 1984 focused almost entirely on the role of nicotine pharmacology in smoking.

Summaries of the presentations at that conference include numerous references to the pharmacological effects of nicotine and the importance of these effects in maintaining tobacco use. For example, one presentation included the following observation:

Smoking is then seen as a personal tool used by the smoker to refine his behaviour and reactions to the world at large.

It is apparent that <u>nicotine largely underpins these contributions through its</u> role as a generator of central physiological arousal effects which express

¹⁶⁸ BATCO Group R&D. Southampton, England. Interaction of Smoke and the Smoker, Part 3: The Effect of Cigarette Smoking on the Contingent Negative Variation. Report No. RD.1164-R. December 12, 1974. Page 1.

¹⁶⁹ BATCO International Smoking Behavior Conference: Trip Report. Chelwood Vachery, England. November 27-30, 1977. Pages 1-2.