Research & resources referenced in the Research Into Action Webinar: Why Point of Sale Matters

1. Industry marketing spending:
   - 2018 Federal Trade Commission Cigarette Report

2. Youth tobacco use initiation:
   - Convenience store visits by US adolescents: Rationale for healthier retail environments
   - Exposure to Electronic Cigarette Advertising Among Middle and High School Students
   - Impact of Exposure to Electronic Cigarette Advertising on Susceptibility and Trial of Electronic Cigarettes and Cigarettes in US Young Adults
   - Recall of E-cigarette Advertisements and Adolescent E-cigarette Use
   - A Longitudinal Study of Exposure to Retail Cigarette Advertising and Smoking Initiation

3. Quit attempts more difficult:
   - The Association of Exposure to Point-of-Sale Tobacco Marketing with Quit Attempt and Quit Success
   - Does Vaping in E-Cigarette Advertisements Affect Tobacco Smoking Urge, Intentions, and Perceptions in Daily, Intermittent, and Former Smokers?

4. Density & Proximity:
   - The Effect of Tobacco Outlet Density and Proximity on Smoking Cessation
   - Effects of neighbourhood socioeconomic status and convenience store concentration on individual level smoking
   - Tobacco Outlet Density, Retailer Cigarette Sales Without ID Checks and Enforcement of Underage Tobacco Laws: Associations With Youths' Cigarette Smoking and Beliefs
   - Is Adolescent Smoking Related to the Density and Proximity of Tobacco Outlets and Retail Cigarette Advertising Near Schools?
   - The Inequitable Distribution of Tobacco Outlet Density: The Role of Income in Two Black Mid-Atlantic Geopolitical Areas
   - Predictors of Tobacco Outlet Density Nationwide: A Geographic Analysis
   - Inequalities in tobacco outlet density by race, ethnicity and socioeconomic status, 2012, USA: results from the ASPiRE Study
   - Neighbourhood Disparities in the Price of the Cheapest Cigarettes in the USA

Additional resources we recommend on point of sale and related policy strategies

- Point of Sale Report to the Nation
- Regulating Electronic Cigarettes & Similar Devices
- Tobacco Retailer Licensing Playbook
- Policy Strategies: a Tobacco Control Guide
- Point of Sale Strategies: a Tobacco Control Guide
- Electronic Cigarettes: How they are-- and could be-- regulated
You can also check out CounterTobacco.org for a comprehensive source of free resources, evidence-based policy solutions, and advocacy materials for local, state, and federal organizations working to counteract tobacco product sales and marketing at the point of sale.