



ShipsStore Bulletin



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CIGARETTE RETAIL PRICING POLICY

NAVOP 026/92 of October 1992 established the requirement for mandatory selling prices of tobacco products sold in ships stores.

This bulletin provides an updated retail price schedule for *PREMIUM*, *PRICE VALUE*, *KICK*, and *SONOMA* cigarettes sold in Navy Exchanges and Ships Stores. Following are the cigarette brand breakdowns:

PREMIUMS are: Bensen & Hedges, Camel, Kool, Marlboro, Merit, Newport, Salem, and Winston.
PRICE VALUES are: Basic and Pall Mall Box.

This price schedule provides retail selling prices for cigarettes sold in SHIPS STORES –

“EFFECTIVE UPON RECEIPT OF THIS BULLETIN”.

Navy Exchange retail selling prices may be lower than shown below due to coupon “dollar off” promotions that the manufacturers do not provide to Ships Stores. *Ships are allowed to match Navy Exchange coupon pricing.* **Currently there are two manufacturers “Off Invoice Programs” in effect which apply to the Marlboro, Basic, and Kick brands.** The cost prices for Marlboro and Basic brands will be lower by \$4.00 per carton and **Kick brands lower by \$1.50 per carton** from the stated Ships Store Contract prices. Check the vendor EDI Shipment and Billing Notice (857) to ensure you are being charged the lower “Off Invoice Program” cost prices as offered by **these two manufacturers.**

* RETAIL SELLING PRICE *

HOMEPORT/STATE	(PREMIUM)		(MARLBORO)		(PRICE VALUE)		(BASIC)		(KICK)		(SONOMA)	
	CTN	PK	CTN	PK	CTN	PK	CTN	PK	CTN	PK	CTN	PK
CA -----	37.00	3.70	33.00	3.30	34.00	3.40	30.00	3.00	22.50	2.25	24.00	2.40
FL -----	34.00	3.40	31.00	3.10	-----	----	29.50	2.95	16.50	1.65	18.00	1.80
FL-(Exception Pricing)	-----	----	-----	----	-----	----	-----	----	-----	----	-----	----
BENSEN & HEDGES	32.95	3.30	-----	----	-----	----	-----	----	-----	----	-----	----
CAMEL -----	31.00	3.10	-----	----	-----	----	-----	----	-----	----	-----	----
KOOL -----	31.50	3.15	-----	----	-----	----	-----	----	-----	----	-----	----
MERIT -----	30.00	3.00	-----	----	-----	----	-----	----	-----	----	-----	----
NEWPORT -----	30.50	3.05	-----	----	-----	----	-----	----	-----	----	-----	----
PALL MALL BOX	-----	----	-----	----	29.00	2.90	-----	----	-----	----	-----	----
SALEM -----	31.50	3.15	-----	----	-----	----	-----	----	-----	----	-----	----
WINSTON -----	31.00	3.10	-----	----	-----	----	-----	----	-----	----	-----	----
HI -----	44.00	4.40	40.00	4.00	41.00	4.10	37.00	3.70	25.50	2.55	27.00	2.70
LA -----	34.00	3.40	30.00	3.00	30.00	3.00	26.00	2.60	20.50	2.05	22.00	2.20
ME -----	44.00	4.40	40.00	4.00	37.00	3.70	33.00	3.30	21.50	2.15	23.00	2.30
MS -----	32.00	3.20	28.00	2.80	28.00	2.80	24.00	2.40	16.50	1.65	18.00	1.80
NJ -----	48.00	4.80	44.00	4.40	40.00	4.00	36.00	3.60	25.50	2.55	27.00	2.70
VA -----	35.00	3.50	31.00	3.10	32.00	3.20	28.00	2.80	20.50	2.05	22.00	2.20
WA -----	49.00	4.90	45.00	4.50	42.00	4.20	38.00	3.80	28.50	2.85	30.00	3.00
EUROPE -----	32.55	3.25	28.55	2.85	23.00	2.30	19.00	1.90	14.50	1.45	16.00	1.60
JAPAN -----	32.55	3.25	28.55	2.85	23.00	2.30	19.00	1.90	14.50	1.45	16.00	1.60

*** AFFECTED CHANGES FOR THIS BULLETIN ARE HIGHLIGHTED IN BOLD!**