



Ships Store 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 *SUPER PREMIUM*, *PREMIUM*, *PRICE VALUE*, and *KICK* cigarettes sold in Navy Exchanges and Ships Stores. Following are the cigarette brand breakdowns:

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

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 and sales of tax free products that the manufacturers do not provide to Ships Stores. Ships are allowed to match Navy Exchange coupon pricing. For ships homeported overseas where the Navy Exchanges sell tax free tobacco, ships may set the tax paid retail selling prices at 15% above receipt cost prices. 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 \$3.50 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	(SUPER) (PREMIUM)		(PREMIUM) (MARLBORO)		(PRICE VALUE) (BASIC)		(KICK)	
	CTN	PK	CTN	PK	CTN	PK	CTN	PK
CA -----	41.00	4.10	35.50	3.55	31.50	3.15	22.50	2.25
FL -----	-----	-----	-----	-----	-----	-----	16.50	1.65
FL-(Exception Pricing)	-----	-----	-----	-----	-----	-----	-----	-----
BASIC -----	-----	-----	-----	-----	31.00	3.10	-----	-----
BENSEN & HEDGES	32.95	3.30	-----	-----	-----	-----	-----	-----
CAMEL -----	33.00	3.30	-----	-----	-----	-----	-----	-----
KOOL -----	33.00	3.30	-----	-----	-----	-----	-----	-----
MARLBORO -----	-----	-----	32.00	3.20	-----	-----	-----	-----
MERIT -----	30.00	3.00	-----	-----	-----	-----	-----	-----
NEWPORT -----	34.00	3.40	-----	-----	-----	-----	-----	-----
PALL MALL -----	31.00	3.10	-----	-----	-----	-----	-----	-----
SALEM -----	31.50	3.15	-----	-----	-----	-----	-----	-----
WINSTON -----	36.00	3.60	-----	-----	-----	-----	-----	-----
HI -----	47.00	4.70	41.50	4.15	39.50	3.95	31.50	3.15
LA -----	36.00	3.60	30.50	3.05	25.50	2.55	20.50	2.05
ME-----	46.00	4.60	40.50	4.05	34.50	3.45	22.50	2.25
MS-----	36.00	3.60	30.50	3.05	26.50	2.65	19.50	1.95
NJ -----	52.00	5.20	46.50	4.65	37.50	3.75	28.50	2.85
VA -----	37.00	3.70	31.50	3.15	28.50	2.85	20.50	2.05
WA-----	51.00	5.10	45.50	4.55	40.50	4.05	30.50	3.05

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