



# **CIGARETTE PRICE INCREASE**

S E P T E M B E R 2 0 1 5



**Independents**

## CIGARETTE PRICE INCREASE

Please find attached price lists from British American, Imperial and Philip Morris for the recent price increase on Cigarettes. Also attached is a Recommended Retail Price List detailing all Cigarettes and RYO Tobacco on one page.

All cost and recommended retail prices were downloaded with your last Host File, W/C 31st August, 2015.

Imperial Tobacco provide a deal on selected products, so recommended retails are downloaded with price reduced, reflecting deal. This deal is available OFF INVOICE, (Alternate Wholesale price), when you order these products from Statewide Wholesalers. Please refer below for these products that have been reduced.

### INCREASED WHOLESALE PRICES WILL BE INCREASED BY STATEWIDE WHOLESALERS FROM TUESDAY 1ST SEPTEMBER, 2015.

| PROD # | DESCRIPTION                       | DEAL PER OUTER<br>INC GST | ALT WSALE EXC<br>GST, S/FEE | RRP      | REDUCED<br>RETAIL |
|--------|-----------------------------------|---------------------------|-----------------------------|----------|-------------------|
| 420726 | JOHN PLAYER SPEC RED 26S X 8      | \$3.08                    | \$144.56                    | \$182.40 | \$179.60          |
| 420734 | JOHN PLAYER SPEC BLUE 26S X 8     | \$3.08                    | \$144.56                    | \$182.40 | \$179.60          |
| 420849 | JOHN PLAYER SPEC GOLD 26S X 8     | \$3.08                    | \$144.56                    | \$182.40 | \$179.60          |
| 144901 | JOHN PLAYER SPEC SKY BLUE 26S X 8 | \$3.08                    | \$144.56                    | \$182.40 | \$179.60          |
| 442167 | JOHN PLAYER SPEC SILVER 26S X 8   | \$3.08                    | \$144.56                    | \$182.40 | \$179.60          |
| 444461 | JOHN PLAYER SPEC MENTHOL 26S X 8  | \$3.08                    | \$144.56                    | \$182.40 | \$179.60          |
| 429974 | JOHN PLAYER SPECIAL RED PKT 26S   | \$0.39                    |                             | \$22.80  | \$22.45           |
| 429982 | JOHN PLAYER SPECIAL BLUE PKT 26S  | \$0.39                    |                             | \$22.80  | \$22.45           |
| 430203 | JOHN PLAYER SPECIAL GOLD PKT 26S  | \$0.39                    |                             | \$22.80  | \$22.45           |
| 560366 | JOHN PLAYER SPEC SKY BLUE PKT 26S | \$0.39                    |                             | \$22.80  | \$22.45           |
| 790022 | JOHN PLAYER SILVER PKT            | \$0.39                    |                             | \$22.80  | \$22.45           |
| 790049 | JOHN PLAYER MENTHOL PKT           | \$0.39                    |                             | \$22.80  | \$22.45           |
|        |                                   |                           |                             |          |                   |
| 481326 | JPS RED 25GM x 10                 | \$5.50                    | \$183.79                    | \$23.95  | \$23.45           |
| 481334 | JPS BLUE 25GM x 10                | \$5.50                    | \$183.79                    | \$23.95  | \$23.45           |
| 481342 | JPS GOLD 25GM x 10                | \$5.50                    | \$183.79                    | \$23.95  | \$23.45           |

# TASMANIAN INDEPENDENT RETAILERS RECOMMENDED RETAIL PRICES AS AT 01/09/2015 - CIGARETTES - RYO

| 20'S                            | SIZE     | PKT     | CTN      |
|---------------------------------|----------|---------|----------|
| BENSON & HEDGES (Decrease)      | 20s x 10 | \$22.30 | \$223.00 |
| BOND STREET                     | 20s x 10 | \$16.90 | \$169.00 |
| CHOICE (No Change)              | 20s x 10 | \$17.40 | \$174.00 |
| JOHN PLAYER SPECIAL             | 20s x 10 | \$16.75 | \$167.50 |
| JOHN PLAYER SUPERKINGS          | 20s x 10 | \$18.50 | \$185.00 |
| KENT                            | 20s x 10 | \$25.75 | \$257.50 |
| LONGBEACH                       | 20s x 10 | \$19.45 | \$194.50 |
| MARLBORO                        | 20s x 10 | \$23.65 | \$236.50 |
| PETER JACKSON                   | 20s x 10 | \$20.55 | \$205.50 |
| PETER STUYVESANT                | 20s x 10 | \$22.95 | \$229.50 |
| ROTHMANS (No Change)            | 20s x 10 | \$15.75 | \$157.50 |
| ROTHMANS SUPER KINGS            | 20s x 10 | \$17.05 | \$170.50 |
| WINFIELD (No Change)            | 20s x 10 | \$20.80 | \$208.00 |
| 21'S                            | SIZE     | PKT     | CTN      |
| HORIZON                         | 21s x 10 | \$18.95 | \$189.50 |
| 22'S                            | SIZE     | PKT     | CTN      |
| HOLIDAY KINGS                   | 22s x 8  | \$21.45 | \$171.60 |
| 23'S                            | SIZE     | PKT     | CTN      |
| PALL MALL SLIMS                 | 23s x 6  | \$25.50 | \$153.00 |
| WINFIELD JETS                   | 23s x 6  | \$18.35 | \$110.10 |
| 25'S                            | SIZE     | PKT     | CTN      |
| BOND STREET                     | 25s x 8  | \$21.25 | \$170.00 |
| ALPINE                          | 25s x 8  | \$28.45 | \$227.60 |
| BENSON & HEDGES                 | 25s x 8  | \$27.35 | \$218.80 |
| CAMEL                           | 25s x 8  | \$28.10 | \$224.80 |
| CHOICE                          | 25s x 8  | \$22.00 | \$176.00 |
| DUNHILL                         | 25s x 8  | \$27.65 | \$221.20 |
| MARLBORO                        | 25s x 8  | \$29.00 | \$232.00 |
| PALL MALL                       | 25s x 8  | \$23.60 | \$188.80 |
| PETER JACKSON HYBRID            | 25s x 8  | \$23.85 | \$190.80 |
| ROTHMANS                        | 25s x 8  | \$20.30 | \$162.40 |
| WINFIELD                        | 25s x 8  | \$25.55 | \$204.40 |
| WINFIELD OPTIMUM                | 25s x 8  | \$23.55 | \$188.40 |
| 26'S                            | SIZE     | PKT     | CTN      |
| ESCORT                          | 26s x 8  | \$23.75 | \$190.00 |
| JOHN PLAYER SPECIAL (SEE BELOW) | 26s x 8  | \$22.80 | \$182.40 |
| JOHN PLAYER SPECIAL PLAYERS     | 26s x 8  | \$20.95 | \$167.60 |
| PETER STUYVESANT                | 26s x 8  | \$28.80 | \$230.40 |
| 30'S                            | SIZE     | PKT     | CTN      |
| HOLIDAY KINGS (No Change)       | 30s x 6  | \$33.10 | \$198.60 |
| HORIZON                         | 30s x 6  | \$27.20 | \$163.20 |
| JOHN PLAYER SPECIAL             | 30s x 6  | \$25.50 | \$153.00 |
| JUST SMOKES                     | 30s x 6  | \$27.25 | \$163.50 |
| LONGBEACH                       | 30s x 6  | \$28.75 | \$172.50 |
| PETER JACKSON                   | 30s x 6  | \$29.55 | \$177.30 |
| WINFIELD                        | 30s x 6  | \$29.00 | \$174.00 |
| 40'S                            | SIZE     | PKT     | CTN      |
| BOND STREET                     | 40s x 4  | \$32.20 | \$128.80 |
| CHOICE                          | 40s x 4  | \$34.00 | \$136.00 |
| HORIZON                         | 40s x 4  | \$36.60 | \$146.40 |
| JOHN PLAYER SPECIAL             | 40s x 4  | \$34.65 | \$138.60 |

| LONGBEACH                | 40s x 4 | \$37.70 | \$150.80 |
|--------------------------|---------|---------|----------|
| ROTHMANS                 | 40s x 5 | \$30.35 | \$151.75 |
| STRADBROKE               | 40s x 5 | \$45.35 | \$226.75 |
| 44'S                     | SIZE    | PKT     | CTN      |
| HOLIDAY KINGS 22S TWIN   | 44s x 4 | \$30.30 | \$121.20 |
| 50'S                     | SIZE    | PKT     | CTN      |
| BOND STREET              | 50s x 4 | \$42.50 | \$170.00 |
| BENSON & HEDGES 25S TWIN | 50s x 4 | \$54.70 | \$218.80 |
| DUNHILL 25S TWIN         | 50s x 4 | \$55.30 | \$221.20 |
| HOLIDAY KINGS            | 50s x 4 | \$41.85 | \$167.40 |
| HORIZON                  | 50s x 4 | \$42.60 | \$170.40 |
| WINFIELD 25S TWIN        | 50s x 2 | \$51.10 | \$102.20 |
| 60'S                     | SIZE    | PKT     | CTN      |
| PETER JACKSON 30S TWIN   | 60s x 3 | \$59.10 | \$177.30 |
| 80'S                     | SIZE    | PKT     | CTN      |
| LONGBEACH 40S TWIN       | 80s x 4 | \$75.40 | \$301.60 |

| DEALS OFF INVOICE   | DOWNLOADED REDUCED RETAILS |         |          |
|---------------------|----------------------------|---------|----------|
|                     | SIZE                       | PKT     | CTN      |
| JOHN PLAYER SPECIAL | 26s x 8                    | \$22.45 | \$179.60 |

| RYO TOBACCO - CIGARS            | SIZE | POUCH   |
|---------------------------------|------|---------|
| BANK AROMA                      | 50g  | \$61.60 |
| BOND STREET RYO                 | 25g  | \$21.80 |
| CHAMPION RM/LEGENDARY           | 25g  | \$28.35 |
| CHAMPION RM                     | 40g  | \$44.75 |
| CHAMPION RUBY                   | 50g  | \$56.30 |
| CHOICE RYO                      | 25g  | \$21.80 |
| CHOICE RYO                      | 50g  | \$43.60 |
| DR PAT IRISH MIX PIPE           | 50g  | \$61.75 |
| DR PAT RR PP                    | 50g  | \$61.20 |
| DRUM                            | 30g  | \$33.50 |
| DRUM                            | 50g  | \$55.50 |
| HOLIDAY                         | 30g  | \$32.80 |
| HOLIDAY                         | 50g  | \$53.95 |
| HORIZON                         | 25g  | \$26.70 |
| HORIZON                         | 50g  | \$52.75 |
| JOHN PLAYER SPECIAL (SEE BELOW) | 25g  | \$23.95 |
| LONGBEACH                       | 55g  | \$48.30 |
| PETER STUYVESANT                | 30g  | \$36.85 |
| PORT ROYAL                      | 30g  | \$36.40 |
| PORT ROYAL                      | 50g  | \$59.95 |
| ROTHMANS RYO                    | 20g  | \$19.20 |
| STOCKMANS                       | 50g  | \$55.40 |
| WEE WILLEM CIGARS               | 10s  | \$19.70 |
| WHITE OX                        | 25g  | \$27.75 |
| WHITE OX                        | 50g  | \$55.60 |
| WINFIELD                        | 20g  | \$23.85 |
| WINFIELD                        | 50g  | \$56.45 |

| DEALS OFF INVOICE   | DOWNLOADED REDUCED RETAILS |         |
|---------------------|----------------------------|---------|
| JOHN PLAYER SPECIAL | 25g                        | \$23.45 |

**Account Exclusive Prices - Effective 1st September 2015**

|                                                                                   |                                                                                        |  |  | GST exclusive price |             |          | GST inclusive price |              |          |                |              |              |
|-----------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|--|--|---------------------|-------------|----------|---------------------|--------------|----------|----------------|--------------|--------------|
| Cigarettes                                                                        |                                                                                        |  |  | Pack Size           | Carton Size | WSP 1000 | WSP Per Carton      | WSP Per Pack | WSP 1000 | WSP Per Carton | WSP Per Pack | RRP Per Pack |
|    | BENSON & HEDGES DEMI 23/138 - Classic, Smooth †                                        |  |  | 23                  | 138         | 584.20   | 80.62               | 13.44        | 642.61   | 88.68          | 14.78        | 16.65        |
|    | BENSON & HEDGES 30/180 - Classic (Red), Smooth (Dark Blue), Fine (Grey), Rich (Purple) |  |  | 30                  | 180         | 794.56   | 143.02              | 23.84        | 874.00   | 157.32         | 26.22        | 29.50        |
|    | BENSON & HEDGES 50/100 - Classic (Red), Smooth (Dark Blue), Fine (Grey)                |  |  | 50                  | 100         | 883.70   | 88.37               | 44.19        | 972.10   | 97.21          | 48.61        | 54.70        |
|    | DUNHILL 50/200 - Premier Red, Distinct Blue, Refined Grey, Infinite White              |  |  | 50                  | 200         | 889.25   | 177.85              | 44.46        | 978.20   | 195.64         | 48.91        | 55.30        |
|    | HOLIDAY 44/176 - Rich Red, Bright Blue, Sun Gold, Dawn Grey, Sea Green Menthol †       |  |  | 44                  | 176         | 550.85   | 96.95               | 24.24        | 605.97   | 106.65         | 26.66        | 30.30        |
|    | JUST SMOKES 50/100 - Red, Blue, Gold                                                   |  |  | 50                  | 100         | 583.90   | 58.39               | 29.20        | 642.30   | 64.23          | 32.12        | 36.50        |
|    | PALL MALL EXTRA KINGS 20/200 - Red, Blue, Menthol                                      |  |  | 20                  | 200         | 602.45   | 120.49              | 12.05        | 662.70   | 132.54         | 13.25        | 15.10        |
|    | PALL MALL 40/200 - Original Red, Rich Blue, Smooth Amber                               |  |  | 40                  | 200         | 576.00   | 115.20              | 23.04        | 633.60   | 126.72         | 25.34        | 28.60        |
|    | PALL MALL 40/200 MENTHOL CAPSULE - Green to Menthol Boost, Fine Green to Menthol Boost |  |  | 40                  | 200         | 576.00   | 115.20              | 23.04        | 633.60   | 126.72         | 25.34        | 28.60        |
|    | PALL MALL 40/160 - Original Red, Rich Blue, Smooth Amber †                             |  |  | 40                  | 160         | 576.00   | 92.16               | 23.04        | 633.60   | 101.38         | 25.34        | 28.60        |
|    | PALL MALL 80/160 - Original Red, Rich Blue, Smooth Amber †                             |  |  | 80                  | 160         | 576.00   | 92.16               | 46.08        | 633.60   | 101.38         | 50.69        | 57.15        |
|    | ROTHMANS 20/200 - Red, Blue, Gold                                                      |  |  | 20                  | 200         | 636.05   | 127.21              | 12.72        | 699.65   | 139.93         | 13.99        | 15.75        |
|    | SHUANG XI 20/200 - Original Red                                                        |  |  | 20                  | 200         | 636.05   | 127.21              | 12.72        | 699.65   | 139.93         | 13.99        | 15.90        |
|    | WINFIELD JETS 23/138 - Blue, Gold                                                      |  |  | 23                  | 138         | 644.57   | 88.95               | 14.83        | 709.06   | 97.85          | 16.31        | 18.35        |
|   | WINFIELD OPTIMUM 20/200 - Crush Blue, Crush Gold, Crush Sky                            |  |  | 20                  | 200         | 739.80   | 147.96              | 14.80        | 813.80   | 162.76         | 16.28        | 18.30        |
|  | WINFIELD OPTIMUM 50/100 - Crush Blue, Crush Gold, Crush Sky                            |  |  | 50                  | 100         | 762.20   | 76.22               | 38.11        | 838.40   | 83.84          | 41.92        | 47.10        |
|  | WINFIELD BASELINE 25/200 - Red, Blue, Gold, Sky Blue                                   |  |  | 25                  | 200         | 674.05   | 134.81              | 16.85        | 741.45   | 148.29         | 18.54        | 20.85        |
|  | WINFIELD 50/100 - Red, Blue, Gold, Sky Blue, Grey                                      |  |  | 50                  | 100         | 826.30   | 82.63               | 41.32        | 908.90   | 90.89          | 45.45        | 51.15        |

\* **Recommended Retail Prices:** RRP's are recommended only and retailers retain the right to determine their own retail prices.

† **Delisted Products:** These items have been discontinued.

**NOTE**

All stock delivered on or after **01 September 2015** will be at the new prices. This includes stock delivered on or after **01 September 2015** for which orders were taken prior to **01 September 2015**.

Date of issue: 25th August 2015

## Cigarettes

|                          |                                                                                                      | GST exclusive price |          |        | GST inclusive price |          |        |       |           |
|--------------------------|------------------------------------------------------------------------------------------------------|---------------------|----------|--------|---------------------|----------|--------|-------|-----------|
|                          |                                                                                                      | WSP                 | WSP      | WSP    | WSP                 | WSP      | WSP    | RRP   |           |
|                          |                                                                                                      | Ctn Size            | 1000     | Carton | Pack                | 1000     | Carton | Pack  | RRP Pack* |
| 20's Packing             | BENSON & HEDGES - Classic (Red), Smooth (Dark Blue), Fine (Grey)                                     | 20/200              | 902.25   | 180.45 | 18.05               | 992.50   | 198.50 | 19.85 | 22.30     |
|                          | DUNHILL FINE CUT - Burgundy, Navy, White                                                             | 20/200              | 935.90   | 187.18 | 18.72               | 1,029.50 | 205.90 | 20.59 | 23.30     |
|                          | DUNHILL - Premier Red, Distinct Blue, Refined Grey                                                   | 20/200              | 907.75   | 181.55 | 18.16               | 998.55   | 199.71 | 19.97 | 22.60     |
|                          | KENT - 3-Tek - Futura                                                                                | 20/200              | 993.70   | 198.74 | 19.87               | 1,093.05 | 218.61 | 21.86 | 25.75     |
|                          | ROTHMANS SUPERKINGS - Red, Blue, Menthol Green                                                       | 20/200              | 688.30   | 137.66 | 13.77               | 757.15   | 151.43 | 15.14 | 17.05     |
|                          | VOGUE - Superslim Bleue, Superslim Menthe                                                            | 20/200              | 1,071.05 | 214.21 | 21.42               | 1,178.15 | 235.63 | 23.56 | 27.25     |
|                          | WINFIELD - Red, Blue, Gold, Sky Blue, Grey, White                                                    | 20/200              | 841.20   | 168.24 | 16.82               | 925.30   | 185.06 | 18.51 | 20.80     |
| WINFIELD - Menthol Boost | 20/200                                                                                               | 841.20              | 168.24   | 16.82  | 925.30              | 185.06   | 18.51  | 20.80 |           |
| 22's                     | HOLIDAY - Rich Red, Bright Blue, Sun Gold, Dawn Grey, Sea Green Menthol                              | 22/176              | 778.47   | 137.01 | 17.13               | 856.31   | 150.71 | 18.84 | 21.45     |
| 23's                     | PALL MALL SLIMS - Original Red, Rich Blue, Smooth Amber, Fine Silver, Ultimate Purple, Menthol Green | 23/138              | 873.33   | 120.52 | 20.09               | 960.65   | 132.57 | 22.10 | 25.50     |
| 25's Packing             | BENSON & HEDGES - Classic (Red), Rich (Purple), Smooth (Dark Blue)                                   | 25/200              | 883.70   | 176.74 | 22.09               | 972.05   | 194.41 | 24.30 | 27.35     |
|                          | BENSON & HEDGES - Subtle (Sky Blue), Fine (Grey), Ultimate (White)                                   | 25/200              | 883.70   | 176.74 | 22.09               | 972.05   | 194.41 | 24.30 | 27.35     |
|                          | CRAVEN A - Gold                                                                                      | 25/200              | 1,019.25 | 203.85 | 25.48               | 1,121.20 | 224.24 | 28.03 | 32.30     |
|                          | DUNHILL - Premier Red, Distinct Blue, Refined Grey, Infinite White                                   | 25/200              | 889.25   | 177.85 | 22.23               | 978.20   | 195.64 | 24.46 | 27.65     |
|                          | DUNHILL - Release Chilled Menthol (Dark Green), Release Frosted Menthol (Light Green)                | 25/200              | 889.25   | 177.85 | 22.23               | 978.20   | 195.64 | 24.46 | 27.65     |
|                          | DUNHILL - Switch                                                                                     | 25/200              | 889.25   | 177.85 | 22.23               | 978.20   | 195.64 | 24.46 | 27.65     |
|                          | JUST SMOKES - Red, Blue, Gold †                                                                      | 25/200              | 786.45   | 157.29 | 19.66               | 865.10   | 173.02 | 21.63 | 24.60     |
|                          | PALL MALL - Original Red, Rich Blue, Smooth Amber †                                                  | 25/200              | 760.45   | 152.09 | 19.01               | 836.50   | 167.30 | 20.91 | 23.60     |
|                          | PALL MALL MENTHOL CAPSULE - Green to Menthol Boost, Fine Green to Menthol Boost †                    | 25/200              | 760.45   | 152.09 | 19.01               | 836.50   | 167.30 | 20.91 | 23.60     |
|                          | ROTHMANS - Red, Blue, Gold, Menthol Green                                                            | 25/200              | 655.65   | 131.13 | 16.39               | 721.20   | 144.24 | 18.03 | 20.30     |
|                          | WINFIELD OPTIMUM - Crush Blue, Crush Gold, Crush Sky                                                 | 25/200              | 762.20   | 152.44 | 19.06               | 838.40   | 167.68 | 20.96 | 23.55     |
|                          | WINFIELD - Red, Blue, Gold, Sky Blue, Grey, White                                                    | 25/200              | 826.30   | 165.26 | 20.66               | 908.95   | 181.79 | 22.72 | 25.55     |
| WINFIELD - Menthol Boost | 25/200                                                                                               | 826.30              | 165.26   | 20.66  | 908.95              | 181.79   | 22.72  | 25.55 |           |
| 30's                     | CAMBRIDGE - Full Flavour Blue                                                                        | 30/180              | 1,021.11 | 183.80 | 30.63               | 1,123.22 | 202.18 | 33.70 | 39.00     |
|                          | HOLIDAY - Rich Red, Bright Blue, Sun Gold, Dawn Grey, Warm Purple, Sea Green Menthol                 | 30/180              | 882.39   | 158.83 | 26.47               | 970.61   | 174.71 | 29.12 | 33.10     |
|                          | JUST SMOKES - Red, Blue, Gold                                                                        | 30/180              | 726.17   | 130.71 | 21.79               | 798.78   | 143.78 | 23.96 | 27.25     |
|                          | WINFIELD - Red, Blue, Gold, Sky Blue, Grey                                                           | 30/180              | 781.11   | 140.60 | 23.43               | 859.22   | 154.66 | 25.78 | 29.00     |
| 40's                     | ROTHMANS - Red, Blue, Gold, Menthol Green                                                            | 40/200              | 613.10   | 122.62 | 24.52               | 674.40   | 134.88 | 26.98 | 30.35     |
|                          | STRADBROKE - Smooth Blue, Fine Grey                                                                  | 40/200              | 899.05   | 179.81 | 35.96               | 988.95   | 197.79 | 39.56 | 45.35     |
| 50's                     | HOLIDAY - Rich Red, Bright Blue, Sun Gold, Dawn Grey, Warm Purple, Sea Green Menthol                 | 50/200              | 669.45   | 133.89 | 33.47               | 736.40   | 147.28 | 36.82 | 41.85     |

## Cigars

|        |                                              | GST exclusive price |        |       | GST inclusive price |       |       |
|--------|----------------------------------------------|---------------------|--------|-------|---------------------|-------|-------|
|        |                                              | Cigars              | WSP    | WSP   | WSP                 | WSP   | RRP   |
|        |                                              | Per Pack            | 100    | Pack  | 100                 | Pack  | Pack* |
| Cigars | CAPTAIN BLACK - Classic, Cherise, Dark Crema | 20                  | 107.85 | 21.57 | 118.65              | 23.73 | 30.05 |

## Tobacco

|         |                                                        | WSP    | WSP     | WSP   | WSP      | WSP      | RRP   |
|---------|--------------------------------------------------------|--------|---------|-------|----------|----------|-------|
|         |                                                        | Kg     | Pch/Tin | Kg    | Pch/Tin  | Pch/Tin* |       |
| Tobacco | ROLL YOUR OWN                                          |        |         |       |          |          |       |
|         | CAPSTAN 50g - Captain's Naval Cut                      | 50g PP | 883.80  | 44.19 | 972.20   | 48.61    | 56.20 |
|         | PORT ROYAL 30g - Original Rum & Wine                   | 30g PP | 954.00  | 28.62 | 1,049.33 | 31.48    | 36.40 |
|         | PORT ROYAL 50g - Original Rum & Wine, Kentucky Bourbon | 50g PP | 946.20  | 47.31 | 1,040.80 | 52.04    | 59.95 |
|         | ROTHMANS 20g - Blue ^                                  | 20g PP | 776.50  | 15.53 | 863.20   | 17.08    | 19.20 |
|         | ROTHMANS 25g - Blue                                    | 25g PP | 735.20  | 18.38 | 808.80   | 20.22    | 22.80 |
|         | WINFIELD DARK FIRED 25g                                | 25g PP | 778.80  | 19.47 | 856.80   | 21.42    | 24.70 |
|         | WINFIELD 20g - Red, Blue, Gold ^                       | 20g PP | 941.50  | 18.83 | 828.40   | 20.71    | 23.85 |
|         | WINFIELD 25g - Red, Blue, Gold                         | 25g PP | 897.81  | 22.45 | 987.59   | 24.69    | 28.45 |
|         | WINFIELD 30g - Red, Blue, Gold †                       | 30g PP | 821.71  | 24.65 | 903.88   | 27.12    | 31.25 |
|         | WINFIELD 50g - Red, Blue, Gold                         | 50g PP | 888.60  | 44.43 | 977.40   | 48.87    | 56.45 |
|         | HOLIDAY 30g - Bright Blue                              | 30g PP | 860.33  | 25.81 | 946.33   | 28.39    | 32.80 |
|         | HOLIDAY 50g - Bright Blue, Sun Gold                    | 50g PP | 848.80  | 42.44 | 933.60   | 46.68    | 53.95 |

## Accessories

|  |                            | WSP      | WSP   | WSP | WSP   | RRP   |
|--|----------------------------|----------|-------|-----|-------|-------|
|  |                            | Box      | Box   | Box | Box   | Unit* |
|  | ROLLIES - Cigarette Papers | 100 Pkts | 17.00 |     | 18.70 | 0.32  |



4 - 8 Inglewood Place, Baulkham Hills, NSW 2153

A.B.N. 46 088 148 681

Wholesale & Recommended Retail Price List

Effective 1st September 2015

PHONE 1300 308 208

itapricelist@au.imptob.com

|                                                                      |          | GST Exclusive |              |            | GST Inclusive |              |            | RRP * |
|----------------------------------------------------------------------|----------|---------------|--------------|------------|---------------|--------------|------------|-------|
| CIGARETTES                                                           | CTN SIZE | WSP / 1000    | WSP / Carton | WSP / Unit | WSP / 1000    | WSP / Carton | WSP / Unit |       |
| <b>20s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Davidoff Classic, Gold                                               | 200      | 945.50        | 189.10       | 18.91      | 1040.05       | 208.01       | 20.80      | 23.95 |
| JPS Superkings Red, Blue, Gold, Silver, Menthol                      | 200      | 733.70        | 146.74       | 14.67      | 807.07        | 161.41       | 16.14      | 18.50 |
| JPS Red, Blue, Gold                                                  | 200      | 677.05        | 135.41       | 13.54      | 744.76        | 148.95       | 14.89      | 16.75 |
| JPS Duo Gold                                                         | 200      | 677.05        | 135.41       | 13.54      | 744.76        | 148.95       | 14.89      | 16.75 |
| Peter Stuyvesant Filter Red, Classic Blue, Refined Gold              | 200      | 913.95        | 182.79       | 18.28      | 1005.35       | 201.07       | 20.11      | 22.95 |
| Peter Stuyvesant NY Blend Smooth                                     | 200      | 913.95        | 182.79       | 18.28      | 1005.35       | 201.07       | 20.11      | 22.95 |
| <b>21s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Escort Red, Blue, Gold, Yellow, Silver (SA/NT only)                  | 210      | 716.20        | 150.40       | 15.04      | 787.82        | 165.44       | 16.54      | 19.25 |
| Horizon Red, Purple, Blue, Orange                                    | 210      | 709.95        | 149.09       | 14.91      | 780.95        | 164.00       | 16.40      | 18.95 |
| <b>25s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Camel Filter, Blue                                                   | 200      | 887.05        | 177.41       | 22.18      | 975.76        | 195.15       | 24.40      | 28.10 |
| <b>26s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Escort Red, Blue, Silver (SA/NT only)                                | 208      | 723.25        | 150.44       | 18.80      | 795.58        | 165.48       | 20.68      | 23.75 |
| JPS Red, Blue, Gold, Sky Blue, Silver, Menthol                       | 208      | 708.45        | 147.36       | 18.42      | 779.30        | 162.10       | 20.26      | 22.80 |
| JPS Player's Red, Blue, Gold                                         | 208      | 650.65        | 135.34       | 16.92      | 715.72        | 148.87       | 18.61      | 20.95 |
| Peter Stuyvesant Filter Red, Classic Blue, Refined Gold, Fine Silver | 208      | 878.55        | 182.74       | 22.84      | 966.41        | 201.01       | 25.12      | 28.80 |
| Peter Stuyvesant +Pop Refreshing Crushball                           | 208      | 878.55        | 182.74       | 22.84      | 966.41        | 201.01       | 25.12      | 28.80 |
| <b>30s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Horizon Red, Purple, Blue, Orange, White, Menthol Blue               | 180      | 726.35        | 130.74       | 21.79      | 798.99        | 143.81       | 23.97      | 27.20 |
| JPS Red, Blue, Gold                                                  | 180      | 678.70        | 122.17       | 20.36      | 746.57        | 134.39       | 22.40      | 25.50 |
| <b>35s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Escort Red, Blue, Gold, Sky Blue (SA/NT only)                        | 210      | 731.00        | 153.51       | 25.59      | 804.10        | 168.86       | 28.15      | 32.30 |
| Escort Yellow, Silver (SA/NT only)                                   | 210      | 731.00        | 153.51       | 25.59      | 804.10        | 168.86       | 28.15      | 32.30 |
| <b>40s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Horizon Red, Purple, Blue, Orange, White, Menthol Blue               | 160      | 725.55        | 116.09       | 29.02      | 798.11        | 127.70       | 31.92      | 36.60 |
| JPS Red, Blue, Gold, Silver, Menthol                                 | 160      | 695.30        | 111.25       | 27.81      | 764.83        | 122.38       | 30.59      | 34.65 |
| <b>50s Packing</b>                                                   |          |               |              |            |               |              |            |       |
| Horizon Red, Purple, Blue, Orange, Yellow, White                     | 200      | 676.95        | 135.39       | 33.85      | 744.65        | 148.93       | 37.24      | 42.60 |
| Horizon Menthol Blue, Menthol Yellow                                 | 200      | 676.95        | 135.39       | 33.85      | 744.65        | 148.93       | 37.24      | 42.60 |

|                                       |             | GST Exclusive |             |            | GST Inclusive |             |            | RRP * |
|---------------------------------------|-------------|---------------|-------------|------------|---------------|-------------|------------|-------|
| CIGARETTE TUBING TOBACCO              | SIZE        | WSP / KG      | WSP / Outer | WSP / Unit | WSP / KG      | WSP / Outer | WSP / Unit |       |
| <b>Cigarette Tubing Tobacco (CTT)</b> |             |               |             |            |               |             |            |       |
| JPS Smooth Cigarette Tubing Tobacco   | 25g / 250g  | 754.20        | 188.55      | 18.86      | 829.62        | 207.41      | 20.75      | 24.25 |
| JPS Smooth Cigarette Tubing Tobacco   | 100g / 600g | 748.15        | 448.89      | 74.82      | 822.97        | 493.78      | 82.30      | 95.95 |

Date of issue: 19th August 2015

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\*\* Any stock returns for delisted products after 1st September 2015 will be credited at the price applicable as per price list dated 1st March 2015.



4 - 8 Inglewood Place, Baulkham Hills, NSW 2153

A.B.N. 46 088 148 681

Wholesale & Recommended Retail Price List

Effective 1st September 2015

PHONE 1300 308 208

itapricelist@au.imptob.com

|                                                                       |            | GST Exclusive |             |            | GST Inclusive |             |            |       |
|-----------------------------------------------------------------------|------------|---------------|-------------|------------|---------------|-------------|------------|-------|
| TOBACCO                                                               | SIZE       | WSP / KG      | WSP / Outer | WSP / Unit | WSP / KG      | WSP / Outer | WSP / Unit | RRP * |
| <b>Roll Your Own (RYO)</b>                                            |            |               |             |            |               |             |            |       |
| <b>Bank</b> Smooth Aromatic Blend                                     | 50g / 250g | 964.65        | 241.16      | 48.23      | 1061.12       | 265.28      | 53.05      | 61.60 |
| <b>Champion</b> Legendary Ruby, Legendary Blue, Legendary Gold        | 25g / 125g | 900.30        | 112.54      | 22.51      | 990.33        | 123.79      | 24.76      | 28.35 |
| <b>Champion</b> Legendary Ruby, Legendary Blue, Legendary Gold        | 50g / 250g | 890.95        | 222.74      | 44.55      | 980.05        | 245.01      | 49.01      | 56.30 |
| <b>Champion Round Midnight</b> Smooth Whiskey, Velvet Rum             | 25g / 125g | 900.30        | 112.54      | 22.51      | 990.33        | 123.79      | 24.76      | 28.35 |
| <b>Champion Round Midnight</b> Smooth Whiskey, Velvet Rum             | 40g / 200g | 890.95        | 178.19      | 35.64      | 980.05        | 196.01      | 39.20      | 44.75 |
| <b>Dr Pat</b> Distinctive                                             | 50g / 250g | 964.65        | 241.16      | 48.23      | 1061.12       | 265.28      | 53.05      | 61.20 |
| <b>Drum</b> Classic Blue, Rich Sky Blue, Smooth Yellow                | 30g / 300g | 887.25        | 266.18      | 26.62      | 975.98        | 292.80      | 29.28      | 33.50 |
| <b>Drum</b> Classic Blue, Rich Sky Blue, Smooth Yellow, Fresh Menthol | 50g / 500g | 877.90        | 438.95      | 43.90      | 965.69        | 482.85      | 48.29      | 55.50 |
| <b>Escort RYO</b> Red, Blue (SA only)                                 | 50g / 250g | 897.10        | 224.28      | 44.86      | 986.81        | 246.71      | 49.35      | 57.35 |
| <b>Golden Virginia</b> Premium Blend                                  | 30g / 300g | 961.50        | 288.45      | 28.85      | 1057.65       | 317.30      | 31.74      | 36.40 |
| <b>Horizon RYO</b> Blue, Menthol                                      | 25g / 125g | 846.95        | 105.87      | 21.17      | 931.65        | 116.46      | 23.29      | 26.70 |
| <b>Horizon RYO</b> Blue                                               | 50g / 250g | 839.70        | 209.93      | 41.99      | 923.67        | 230.92      | 46.19      | 52.75 |
| <b>JPS RYO</b> Eternal Red, Endless Blue, Abundant Gold               | 25g / 250g | 755.15        | 188.79      | 18.88      | 830.67        | 207.67      | 20.77      | 23.95 |
| <b>Peter Stuyvesant</b> Classic Blue                                  | 30g / 150g | 972.15        | 145.82      | 29.16      | 1069.37       | 160.40      | 32.08      | 36.85 |
| <b>Stockman's</b> Classic                                             | 50g / 250g | 866.60        | 216.65      | 43.33      | 953.26        | 238.32      | 47.66      | 55.40 |
| <b>White Ox</b> Superior Dark Blend                                   | 25g / 125g | 878.40        | 109.80      | 21.96      | 966.24        | 120.78      | 24.16      | 27.75 |
| <b>White Ox</b> Superior Dark Blend                                   | 50g / 500g | 869.05        | 434.53      | 43.45      | 955.96        | 477.98      | 47.80      | 55.60 |
| <b>Pipe / Fine Cut</b>                                                |            |               |             |            |               |             |            |       |
| <b>Amphora</b> Full Aroma Tin, Mellow Blend Tin                       | 50g / 250g | 988.55        | 247.14      | 49.43      | 1087.41       | 271.85      | 54.37      | 62.75 |
| <b>Dr Pat</b> Irish Mixture Tin                                       | 50g / 250g | 977.25        | 244.31      | 48.86      | 1074.98       | 268.74      | 53.75      | 61.75 |
| <b>Log Cabin</b> Premium Leaf Tin                                     | 50g / 250g | 980.10        | 245.03      | 49.01      | 1078.11       | 269.53      | 53.91      | 62.60 |

|                                                    |               | GST Exclusive |           |            | GST Inclusive |           |            |       |
|----------------------------------------------------|---------------|---------------|-----------|------------|---------------|-----------|------------|-------|
| CIGARETTE PAPERS & ACCESSORIES                     | UNITS PER BOX |               | WSP / Box | WSP / Unit |               | WSP / Box | WSP / Unit | RRP * |
| <b>50 Papers Per Book</b>                          |               |               |           |            |               |           |            |       |
| <b>Tally-Ho</b> 50s 5 Pack                         | 50            |               | 116.85    | 2.34       |               | 128.54    | 2.57       | 3.10  |
| <b>Tally-Ho</b> 50s                                | 100           |               | 48.30     | 0.48       |               | 53.13     | 0.53       | 0.65  |
| <b>60 Papers Per Book</b>                          |               |               |           |            |               |           |            |       |
| <b>Papers</b> 60s                                  | 50            |               | 14.50     | 0.29       |               | 15.95     | 0.32       | 0.40  |
| <b>100 Papers Per Book</b>                         |               |               |           |            |               |           |            |       |
| <b>Rizla</b> Blue Doubles 100s                     | 25            |               | 19.45     | 0.78       |               | 21.40     | 0.86       | 1.00  |
| <b>Filters</b>                                     |               |               |           |            |               |           |            |       |
| <b>Tally-Ho Slim</b> 120 Filter Tips (7mm)         | 10            |               | 8.10      | 0.81       |               | 8.91      | 0.89       | 1.45  |
| <b>Tally-Ho Ultra Slim</b> 150 Filter Tips (6mm)   | 10            |               | 8.10      | 0.81       |               | 8.91      | 0.89       | 1.45  |
| <b>Tally-Ho Micro Slim</b> 120 Filter Tips (5.6mm) | 20            |               | 16.20     | 0.81       |               | 17.82     | 0.89       | 1.45  |
| <b>Tubes</b>                                       |               |               |           |            |               |           |            |       |
| <b>Tally-Ho</b> 100 Cigarette Tubes                | 5             |               | 7.30      | 1.46       |               | 8.03      | 1.61       | 2.10  |
| <b>Machines</b>                                    |               |               |           |            |               |           |            |       |
| <b>Tally-Ho</b> Cigarette Maker                    | 5             |               | 28.85     | 5.77       |               | 31.74     | 6.35       | 10.00 |

Date of issue: 19th August 2015

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\*\* Any stock returns for delisted products after 1st September 2015 will be credited at the price applicable as per price list dated 1st March 2015.





# PHILIP MORRIS LIMITED

A.B.N. 65 004 694 428  
252 Chesterville Road, Moorabbin Victoria 3189 Australia  
Telephone: 61 3 8531 1000 Facsimile: 61 3 8531 1900

## NATIONAL PRICE LIST Effective 31st August 2015

| CIGARETTES           |            |        | WHOLESALE LIST PRICE |         |               |               |         |          | RRP*          |
|----------------------|------------|--------|----------------------|---------|---------------|---------------|---------|----------|---------------|
|                      | PER CARTON |        | GST EXCLUSIVE        |         |               | GST INCLUSIVE |         |          | GST INCLUSIVE |
|                      | PACKS      | STICKS | PER PKT              | PER CTN | PER '000      | PER PKT       | PER CTN | PER '000 | PER PKT       |
| <b>20's PACKING</b>  |            |        |                      |         |               |               |         |          |               |
| BOND STREET          | 10         | 200    | 13.54                | 135.41  | <b>677.05</b> | 14.89         | 148.95  | 744.76   | <b>16.90</b>  |
| CHOICE XL**          | 10         | 200    | 13.97                | 139.65  | <b>698.25</b> | 15.37         | 153.62  | 768.08   | <b>17.40</b>  |
| LONGBEACH            | 10         | 200    | 15.41                | 154.09  | <b>770.45</b> | 16.95         | 169.50  | 847.50   | <b>19.45</b>  |
| PETER JACKSON        | 10         | 200    | 16.18                | 161.75  | <b>808.75</b> | 17.80         | 177.93  | 889.63   | <b>20.55</b>  |
| MARLBORO RED         | 10         | 200    | 18.70                | 187.03  | <b>935.15</b> | 20.57         | 205.73  | 1028.67  | <b>23.65</b>  |
| MARLBORO GOLD        | 10         | 200    | 18.70                | 187.03  | <b>935.15</b> | 20.57         | 205.73  | 1028.67  | <b>23.65</b>  |
| MARLBORO MENTHOL**   | 10         | 200    | 16.29                | 162.87  | <b>814.35</b> | 17.92         | 179.16  | 895.79   | <b>20.60</b>  |
| MARLBORO             | 10         | 200    | 18.70                | 187.03  | <b>935.15</b> | 20.57         | 205.73  | 1028.67  | <b>23.65</b>  |
| <b>25's PACKING</b>  |            |        |                      |         |               |               |         |          |               |
| BOND STREET          | 8          | 200    | 16.93                | 135.41  | <b>677.05</b> | 18.62         | 148.95  | 744.76   | <b>21.25</b>  |
| CHOICE               | 8          | 200    | 17.50                | 140.02  | <b>700.10</b> | 19.25         | 154.02  | 770.11   | <b>22.00</b>  |
| PETER JACKSON HYBRID | 8          | 200    | 18.95                | 151.58  | <b>757.90</b> | 20.85         | 166.74  | 833.69   | <b>23.85</b>  |
| ALPINE               | 8          | 200    | 22.37                | 178.96  | <b>894.80</b> | 24.61         | 196.86  | 984.28   | <b>28.45</b>  |
| MARLBORO RED         | 8          | 200    | 22.80                | 182.41  | <b>912.05</b> | 25.08         | 200.65  | 1003.26  | <b>29.00</b>  |
| MARLBORO GOLD        | 8          | 200    | 22.80                | 182.41  | <b>912.05</b> | 25.08         | 200.65  | 1003.26  | <b>29.00</b>  |
| MARLBORO MENTHOL     | 8          | 200    | 22.80                | 182.41  | <b>912.05</b> | 25.08         | 200.65  | 1003.26  | <b>29.00</b>  |
| MARLBORO             | 8          | 200    | 22.80                | 182.41  | <b>912.05</b> | 25.08         | 200.65  | 1003.26  | <b>29.00</b>  |
| <b>26's PACKING</b>  |            |        |                      |         |               |               |         |          |               |
| BOND STREET**        | 8          | 208    | 16.02                | 128.16  | <b>616.15</b> | 17.62         | 140.98  | 677.77   | <b>20.10</b>  |
| <b>30's PACKING</b>  |            |        |                      |         |               |               |         |          |               |
| LONGBEACH            | 6          | 180    | 23.14                | 138.85  | <b>771.40</b> | 25.45         | 152.74  | 848.54   | <b>28.75</b>  |
| PETER JACKSON        | 6          | 180    | 23.69                | 142.14  | <b>789.65</b> | 26.06         | 156.35  | 868.62   | <b>29.55</b>  |
| <b>40's PACKING</b>  |            |        |                      |         |               |               |         |          |               |
| BOND STREET          | 4          | 160    | 26.44                | 105.74  | <b>660.90</b> | 29.08         | 116.31  | 726.99   | <b>32.20</b>  |
| CHOICE               | 4          | 160    | 27.43                | 109.70  | <b>685.65</b> | 30.17         | 120.67  | 754.22   | <b>34.00</b>  |
| LONGBEACH            | 4          | 160    | 30.38                | 121.51  | <b>759.45</b> | 33.42         | 133.66  | 835.40   | <b>37.70</b>  |

| ROLL YOUR OWN            |           |       | WHOLESALE LIST PRICE |         |               |               |         |        | RRP*          |
|--------------------------|-----------|-------|----------------------|---------|---------------|---------------|---------|--------|---------------|
|                          | PER OUTER |       | GST EXCLUSIVE        |         |               | GST INCLUSIVE |         |        | GST INCLUSIVE |
|                          | POUCHES   | GRAMS | PER PCH              | PER OUT | PER KG        | PER PCH       | PER OUT | PER KG | PER PCH       |
| <b>25 GRAM</b>           |           |       |                      |         |               |               |         |        |               |
| CHOICE                   | 10        | 250   | 17.32                | 173.23  | <b>692.90</b> | 19.05         | 190.55  | 762.19 | <b>21.80</b>  |
| BOND STREET              | 10        | 250   | 17.32                | 173.23  | <b>692.90</b> | 19.05         | 190.55  | 762.19 | <b>21.80</b>  |
| <b>30 GRAM</b>           |           |       |                      |         |               |               |         |        |               |
| BOND STREET KING LEAF**  | 5         | 150   | 18.22                | 91.11   | <b>607.40</b> | 20.04         | 100.22  | 668.14 | <b>22.95</b>  |
| <b>50 GRAM</b>           |           |       |                      |         |               |               |         |        |               |
| CHOICE (2 x 25g pouches) | 5         | 250   | 34.65                | 173.23  | <b>692.90</b> | 38.12         | 190.55  | 762.19 | <b>43.60</b>  |
| <b>55 GRAM</b>           |           |       |                      |         |               |               |         |        |               |
| LONGBEACH                | 5         | 275   | 38.11                | 190.55  | <b>692.90</b> | 41.92         | 209.61  | 762.19 | <b>48.30</b>  |

\* **Recommended Retail Prices**

\*\* **Delisted products - these items have been discontinued.**

The quoted Recommended Retail Price (RRP) is recommendation only and there is no obligation to comply with this recommendation.

Individual retailers should seek their own professional advice in respect of any pricing issues.

If you require additional information please call the Philip Morris Customer Service Department on **1800 135 723**.