

Next yr. Notes —

- * Why should Buffalo have more than B.I. attend
- * New Sign for Cocktails
- * Samples - 12 ctns plenty
- * Golf on Saturday - CLOSE!
- * Go on Thurs vs. Fri.
- * P.M. doesn't sponsor much.

51841 2246

1997

**TRADE DIRECTORY
ANNUAL MEETING JOURNAL**

*NEW YORK STATE
ASSOCIATION OF
WHOLESALE MARKETERS
& DISTRIBUTORS*



ANNUAL MEETING

Bally's Park Place
Atlantic City, New Jersey
August 21-24, 1997

51841 2247



Working
Together
Can Make
All The
Difference.

Partnership in Maximizing Category Profit.

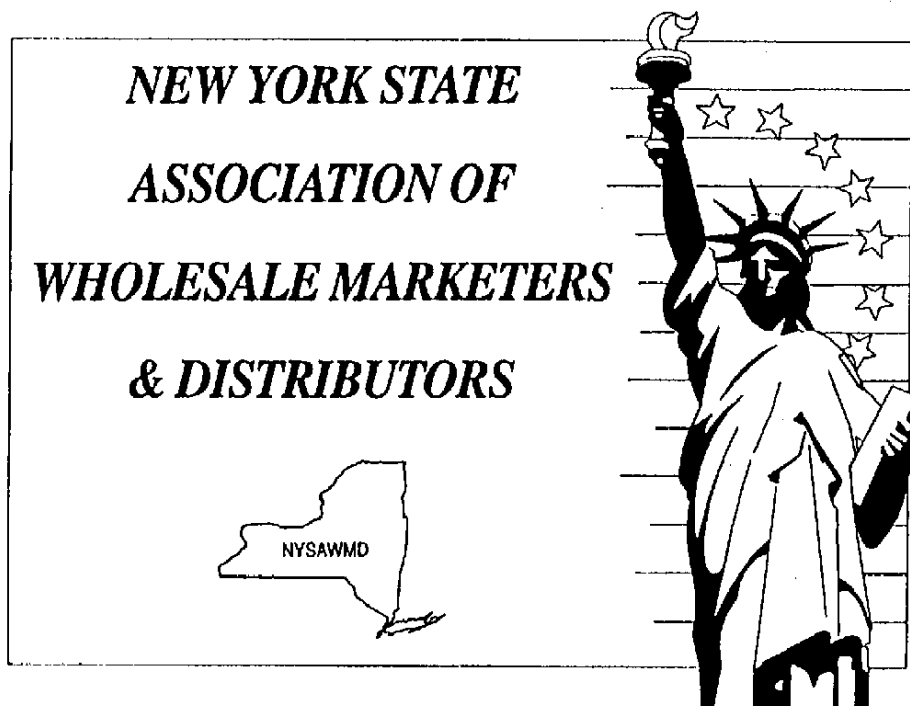
51841 2248

RJReynolds
Tobacco Company

© 1998 RJR Tobacco Company

1997

**TRADE DIRECTORY
ANNUAL MEETING JOURNAL**



ANNUAL MEETING

Bally's Park Place
Atlantic City, New Jersey
August 21-24, 1997

51841 2249

SATURDAY, AUGUST 23

- | | |
|---|---|
| <p>8:00 - BUFFET BREAKFAST - OCEAN B
 10:00 A.M. Omelet Stations sponsored by R. J. Reynolds Tobacco Company</p> | <p>6:30 P.M. RECEPTION - OCEAN B
 Sponsored by Brown & Williamson Tobacco Corp.</p> |
| <p>9:00 - EDUCATION SEMINAR -
 12:00 Noon GARDEN ROOMS
 Open to all attendees
 • Legislative update
 • Panel and delegate discussion
 Drawing for:
 1 Color TV donated by Lane Limited
 (must be present to win).</p> | <p>7:30 P.M. ANNUAL BANQUET AND AWARDS -
 OCEAN BALLROOM
 Wine courtesy of United States Tobacco Company.</p> <p>"Elder Statesman of the Year"
 Lou Gordon, retired Director Trade Development of Lorillard Tobacco Company. Awarded by NYSAWMD for professional achievement and unselfish service. Presentation by Steven Rosenthal, President of NYSAWMD.</p> |
| <p>9:00 A.M. REGISTRATION - 6TH FLOOR
 Late Friday Arrivals Pick up meeting KIT and Gifts.</p> | <p>"Distinguished Friend of the Industry"
 Jack Tarshis, President of Local 805, I.B.T./AFL-CIO. Awarded by NYSAWMD for outstanding leadership and dedicated service. Presentation by Leonard Schwartz, Chairman Emeritus NYSAWMD.</p> |
| <p>11:30 A.M. SPECIAL PRIZE DRAWINGS - 6TH FLOOR
 Tickets must be deposited prior to 11:30 A.M. to be eligible to win. You do not have to be present, winners names will be posted at registration desk. Claim prizes before 10:00 A.M. Sunday.</p> | <p>"Man of the Year Award"
 Nicholas G. (Nick) Brookes, Chairman & CEO of Brown & Williamson Tobacco Corp. Awarded by NYSAWMD for inspiring leadership and faithful service. Presented by Barry Feldman, V.P. NYSAWMD.</p> |
| <p>2:00 - INDIVIDUAL CONFERENCES -
 4:30 P.M. GARDEN ROOMS
 Provision has been made, in a conducive atmosphere in accordance with good business practices, for distributors, suppliers and sales representatives to discuss areas of mutual opportunity.</p> | |
| <p>2:00 - CHILDREN'S PARTY - DENNIS A
 4:00 P.M. Sponsored by M&M MARS. Fun, games, surprises, gifts for children of all registered delegates.</p> | |

SUNDAY, AUGUST 24

- | | |
|--|--|
| <p>8:00 - BREAKFAST - Ocean B
 10:00 A.M. Omelet Stations sponsored by Liggett & Meyers Tobacco Co.</p> | <p>Notes:</p> <ol style="list-style-type: none"> 1. <u>Wear badge to all Association events.</u> 2. Distributor firms eligible for 1 Travel Certificate only. Must be used within 24 months. 3. Badge Color Key:
 Red - Distributor
 Yellow - Broker
 Blue - Manufacturer
 Green - Allied Services |
| <p>9:00 A.M. NYSAWMD BOARD AND GENERAL MEETING - Longwood/Imperial Rooms
 Membership Drawing:
 1 Color TV donated by Lane Limited.
 \$1500 Travel Certificate donated by Hershey Chocolate
 Members must be present to win.</p> | |
| <p>12:00 P.M. DEPART AT LEISURE - Safe Trip Home!</p> | |

51841 2251



Our 1997 Honorees!

Their Recognition is Deserved!



"MAN OF THE YEAR"
NICK BROOKES



"CONFECTIONERY MANUFACTURER
OF THE YEAR"
LARRY ARONSON



"ELDER STATESMAN OF THE YEAR"
LOU GORDAN



"BROWN & WILLIAMSON TOBACCO
NEW YORK ACHIEVER"
JOHN LAGANA, JR.



"DISTINGUISHED FRIEND
OF THE INDUSTRY"
JACK TARSHIS



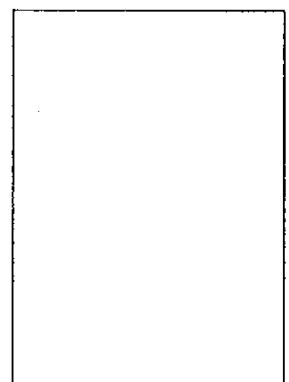
"CIGAR MAN OF THE YEAR"
ANDREW KATZ



"BROWN & WILLIAMSON TOBACCO
FIRST LADY OF THE INDUSTRY"
GAIL POLINO



"AWMA CANDY MERCHANDISER OF THE YEAR"
KLEIN CANDY COMPANY
STEVE DRESSLER



"LORILLARD CITIZENSHIP"
NAME TO BE ANNOUNCED

Sponsorship

RJR -

Cocktails - Fri
Breakfast - SAT

Ladies - Gifts

PM

Cocktails - Th.
~~Wine - Sat~~

WINE

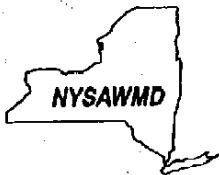
BAT

Golf -

Cocktails - SAT

LOR

PM has the "Light" board -



NEW YORK STATE ASSOCIATION OF WHOLESALE MARKETERS AND DISTRIBUTORS

BUSINESS AND EDUCATION PROGRAM

**GARDEN ROOMS
BALLY'S PARK PLACE, ATLANTIC CITY**

Saturday, August 23, 1997 - 9:00 A.M. - 12:00 NOON

INTRODUCTION:

Arthur H. Katz, Executive Director

WELCOME:

**John Lagana & Anthony Siciliano,
Co-Chairman Convention Committee**

LEGISLATIVE UPDATE:

**Sharon Portnoy, Philip Morris, USA
Michael Shannon,
Brown & Williamson Tobacco Corp.**

**NEW LEGISLATIVE PROPOSAL AND
UPDATE ON INDIAN RESERVATION
CIGARETTE SALES:**

**Thomas Jackson, Esq.
Phillips Nizer Benjamin Krim & Ballon LLP**

COFFEE BREAK

TOBACCO INDUSTRY OVERVIEW:

**Shuanise Washington
Philip Morris, USA**

**NYS DEPARTMENT OF
TAXATION AND FINANCE:**

Panel

PRIZE DRAWING:

**Lane Limited, 1 Color TV (Open to All)
(Must be present to win)**

ADJOURNMENT:

**The New York State Association of
Wholesale Marketers and Distributors, Inc.
1997 ANNUAL DIRECTORY/JOURNAL**

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New York State Association of Wholesale Marketers and Distributors

OFFICERS



ARTHUR KATZ
Executive Director



MICHAEL BUTTON
Herkimer Wholesale Co.
Chairman of the Board



STEVEN ROSENTHAL
Bonanza Too Co. L.L.C.
President



ANTHONY SICILIANO
Empire Candy & Tobacco
1st Vice President



BARRY FELDMAN
Harold Levinson Associates
2nd Vice President



ABE MAYO
Center Candy Co.
Treasurer



LEONARD SCHWARTZ
Globe Wholesale Co.
Chairman of the Board, Emeritus

DAN FINKLE
Finkle Distributors
Secretary

51841 2256

New York State Association of Wholesale Marketers and Distributors

DIRECTORS



STEPHEN ALTMAN
Mountain Candy & Cigar Co., Inc.



ALEX GROSS
Mandel Tobacco Company



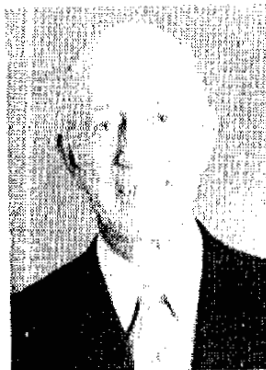
MARTY GUTLOVE
Amsterdam Tobacco Co.



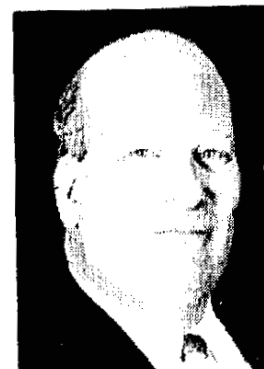
RAYMOND KIRST
E. P. Kirst & Sons



JOHN LAGANA, JR.
South Beach Novelties & Conf.



ED LAGONEGRO
Elmira Tobacco Co.



CLIFF WERTHEIM
Sunrise Candy & Tobacco



ANDREW KATZ
Borough Hall-Oxford Tobacco

(NO PHOTOS)

CARL CAYNE
Queens Tobacco & Candy Co.

PETER DAY
Day Wholesale, Inc.

ERIC NAIGLES
Standard-Rosenbaum, Inc.

51841 2257

Greetings and a Warm Welcome!

It is with great pleasure that once again we welcome you to our annual meeting. By your attendance, you prove that you support the New York State Association of Wholesale Marketers and Distributors.

Our committee has endeavored to host a super convention. Our every thought and effort has been for your comfort and your enjoyment. We are extremely grateful for the extent of your support.

You as our suppliers, and we, your buyers, must work together in harmony to improve our industry, which is our primary goal.

Again, a most grateful thank you.

John Lagana & Anthony Siciliano
Co-Chairman, Convention Committee

Committee Members:
Stephen Altman
Michael Button
Dan Finkle
Eric Naigles

51841 2258



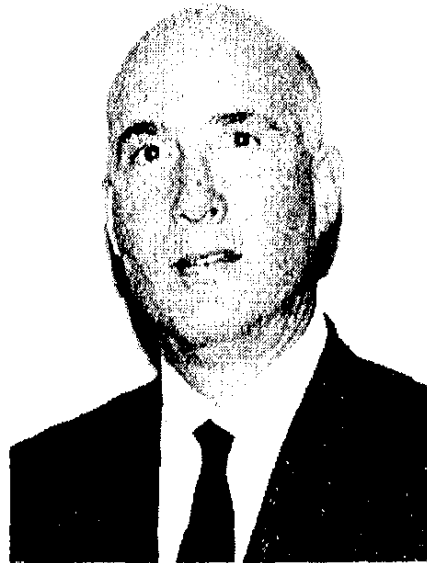
MICHAEL BUTTON
Herkimer Wholesale Company
Chairman of the Board - NYSAWMD

Welcome to Bally's Park Place!

We are continuing our new tradition of new locations for our annual convention. Last years change proved to be a welcome one with good attendance and new faces, hopefully this year will be even more successful.

We have a great weekend planned with informative meetings and social activities for everyone. Have fun, exchange ideas and enjoy the convention.

51841 2259



STEVEN ROSENTHAL

*President
NYSAWMD*

51841 2260

Welcome my fellow distributors, suppliers, and friends of the industry. On behalf of the NYSAWMD, Cindy and myself, please enjoy what promises to be one of the finest conventions that we have ever planned for and organized. A venue change for a complex event is both an interesting and a daunting task. Therefore, our convention committee and especially Arthur, certainly deserve all the credit due to them for their herculean efforts.

As most of you already know, I remain as proud as ever of our Trade Association; its dedicated leadership; the participation of our members; the support and guidance wisely given by our manufacturer/vendors; and most of all, I possess unwavering pride in our Association's agenda. Industry legislation, both offensive and defensive, occupies much of our energies, budget, and a great deal of my own time as well. The internal business environment; new opportunities and directions, and compliance with existing laws both promote and secure the viability of our member firms.

Strong distributors provide their customers, employees, suppliers, and the local community with value! Education and ombudsman services contribute greatly to member business advancement. Analysis and implementation of manufacturer roll-out programs for wholesalers and retailers, public awareness programs, state and city government drives, initiatives and regulations, all add value to our members. This is created through the forum of our office hotline, bulletins, and business meetings.

In short, this Annual Convention is the culmination of a year of effort and success, and a time to relax and mingle with friends. For me it is also a time of change of offices from the role of president to the position of chairman. I therefore take this opportunity to express my deep appreciation to each of you who have helped me to provide this group with so many accomplishments and positive expectations during these past two years. Looking ahead to the next two years as your chairman, I promise intense change - I am sure for the better - brought about partially by the tobacco industry's monumental effort at legal settlement; through technological advancement and in no small measure due to the high level of cooperation that this group fosters.

Once again, have a great stay and may you each bring home the "Jackpot" of your desires.



ARTHUR H. KATZ

Executive Director
NYSAWMD

It's August and the summer is almost over. It's time once again for suppliers and distributors to meet in a convivial business atmosphere to plan for a great year in the candy, tobacco and sundry distribution industry. On behalf of the members of the New York State Association of Wholesale Marketers and Distributors, I would like to thank all our suppliers and brokers for the continued support of this Association. The importance of a healthy New York market cannot be over emphasized. New York is a "Trend Setter" state. The symbiotic relationship between manufacturers and distributors is essential as the best cost, most efficient way to get products to the ultimate consumer. A strong association enhances the distributors ability to function as a collective force to maximize their business opportunities. In union there is success.

Speaking of union I would like to congratulate all our 1997 honorees and especially the President of Local 805, I.B.T.-AFL/CIO Jack Tarshis, our 1997 "Friend of the Industry". Jack is a strong leader with a positive attitude who has helped to maintain a healthy balance between his membership needs and our Association.

51841 2261

SATURDAY, AUGUST 23

8:00 - **BUFFET BREAKFAST** - OCEAN B
 10:00 A.M. Omelet Stations sponsored by R. J. Reynolds Tobacco Company

9:00 - **EDUCATION SEMINAR** -
 12:00 Noon **GARDEN ROOMS**
 Open to all attendees
 • Legislative update
 • Panel and delegate discussion
 Drawing for:
 1 Color TV donated by Lane Limited
 (must be present to win).

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"Distinguished Friend of the Industry"
Jack Tarshis, President of Local 805, I.B.T./AFL-CIO. Awarded by NYSAWMD for outstanding leadership and dedicated service. Presentation by Leonard Schwartz, Chairman Emeritus NYSAWMD.

"Man of the Year Award"
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 Yellow - Broker
 Blue - Manufacturer
 Green - Allied Services

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CONVENTION GUESTS

BRENDA ALICAS
 HARVEY & SAUNDRA ALLEN
 RON & ROSEMARY ALLEY
 STEVE & SUE ALTMAN
 COS AMATO
 DON ANISKIEWICZ
 LARRY ARONSON
 DAVID & DAWN BERG
 MITCHELL & RANDY BERNSTEIN
 JOE & KATHY BLOMBERG
 GORDON BLOOM
 HERB & JOANNE BLUTH
 NICK & VICKI BROOKES
 BILL BUNTE
 MITCH BURKE
 MIKE & SUE BUTTON
 BARRY CALHOON
 LOU & NADINE COHEN
 JIM & LINDA COLUCCI
 CASEY & TERRI COOPER
 JACQUELINE CREDLE
 TOM & JEANNE CUNNINGHAM
 BRENT CURRIER
 PETER & SHERYL DAY
 RICK & ANNE DIDONATO
 ART & JUNE DIVANIAN
 STEVEN DRESSLER
 RENEE M. DUSZYNSKI
 PETER EIRING
 LEN & MARLENE EISNER
 MELVIN EPPS
 JOE & PEGGY GERRERI
 MARIO FERROVECCIO
 FRANK & PEGGY FINA
 DAN FINKLE
 CATHERINE FINN
 DON & MARIANNE FITZGERALD
 STEVE & LYNN GABEL
 FRANCIS GARTHAFNER
 BERN & PEGGY GAWLEY
 JOE GHILONI
 PETER & JOANNE GHILONI
 BERNARD & ROSALYN GOLD
 LEONARD & SHARYN GOLD

JEFF & ERIN GOLDBERG
 SY GOLDSTEIN
 JOHN GORMAN
 PETER GREGORIO
 JOYCE HASTICK
 DENNIS & JULIE HASTINGS
 PETER & JACKIE HATCH
 JOE & LINDA HELEWICZ
 HOWARD & THELMA HENNING
 LARRY HERMAN
 DANIEL & MARY JANE HONAHAN
 RON HUTH
 MARTY & ROBERTA HYMAN
 BOB IBERSON
 JIM & DEBBIE INGEMIE
 THOMAS & BEA JACKSON
 JOHN & MARIA JEROME
 JOHN & RAMONA JOHNSON
 ROBERT JONES & GUEST
 JO JOYCE
 KOICHIRO KAJI
 ANDY KATZ
 ARTHUR & LUCILLE KATZ
 FELICIA KATZ
 THOMAS & LISA KATZ
 MARK & AMY KIRST
 RAY & GERRY KIRST
 RICK & SANDY KIRST
 CARL & CAMILLE KNITTEL
 JEFF & ANN KOELBEL
 TOM & KAREN KOLIBAS
 JAY KRANSON
 ALFRED & ELIZABETH LAGANA
 JOHN LAGANA, JR.
 IRA & DEBBIE LEITNER
 PETER LEON
 JODI LEVINE
 LEONARD & WENDY LEVINE
 MAX & JACKIE LEVINE
 ZIGI & SUSAN LEVINE
 STEVE & BONNIE LEVY
 TOM LITTLETON
 LARRY & CHRISTINE LUPO
 BEN & ANGIE MANNINO

MICHAEL & GINA MASLEN
 JOE & ADELAIDE MATARAZZO
 JEFF & EILEEN MAUSLER
 ABE & ELLEN MAYO
 KIM MAYO
 REBECCA MAYO
 TRACY McCLUSKEY
 BOB & LAURA McNIFF
 SAUNDRA MITCHELL
 STEVEN MITCHELL
 GEORGE & SHARON MOULTON
 ROBERT MOYLAN
 MARTI MULLEN
 J. RICHARD & ELINOR NAIGLES
 PAUL & ELLEN NASH
 HARRY & ELLEN OULUNDSSEN
 JIM & ANNETTE OWENS
 THOMAS & JANE PARKS
 STEVEN & MARYANN PEDERSEN
 ERNEST PEPPLES
 FRANK & MARY PEREZ
 JIM & ANNABELLE PITTARO
 CHRISTINA POLINO
 COS & GAIL POLINO
 BOB PRUETT
 TONY & JANET RAGONE
 FRANK & LYNN RICCARDI
 MITCHELL & RICKI RICE
 IDALIA RIUTORT
 STEVEN & CYNTHIA ROSENTHAL
 BILL & TAMI ROTH
 JOE & CAROL ROWE
 KEN RUSH
 PHIL RUSSELL
 IRWIN RUTTENBERG
 MIKE & SUE SCHAEFER
 DONALD SCHERTZ & GUEST
 CARL & COLLEEN SCHOENBACHLEF
 DAVID & HEATHER SCHWARTZ
 ELYSE SCHWARTZ
 LEONARD & FREDDIE SCHWARTZ
 STEVEN SCHWARTZ
 TONY SCRIMIZZI
 SHERWIN & IRIS SELTZER

51841 2264

MICHAEL SHANNON
MIKE & MARILYN SHERMER
ATSUSHI SHIMIZU
GEORGE SHORT
SAM & BETTY SICILIA
ANTHONY & ROSALJE SICILIANO
MARVIN & LYNDA SILVERSTEIN

MIKE & PAT SIWIK
MARK & MARY SMITHMEYER
JAY & JOSEPHINE SPAGNA
BRUCE STREEM
JACK & EILEEN TARSHIS
JOE TATULLI
AL TUREM

ANGELA VAUTER
ROBERT WALL
LEO & LORA WEBER
CLIFFORD WERTHEIM
FRED WOOGIN
RITA YEUNG
MARK & PATRICE YOUNG

CONVENTION JUNIOR GUESTS

MELISSA ALLEN
MICHAEL ALLEN
JESSIE BERG
LEXIE BERG
TIFFANY CREDLE
COURTNEY DAY

ELLIOT DAY
DENNIS DIVANIAN
KERI DIVANIAN
GABRIELA GOLDBERG
JASIMINE JOHNSON
JOHN JOHNSON

CORINNE LEVINE
HEATHER LEVINE
STEPHANIE LUPO
STACEY MAYO
JASON MICHAEL SCHWARTZ
JOSH SCHWARTZ

51841 2265

(LATE RESERVATIONS NOT INCLUDED)

**DONORS - SPONSORS
GIFTS - PRODUCTS - SPECIAL EVENTS**

AMERICAN CHICLE GROUP	LIGGETT & MEYERS TOBACCO CO.
BIC CORPORATION	LORILLARD TOBACCO COMPANY
BRIOSCHI, INC.	M&M/MARS
BROWN & WILLIAMSON TOBACCO CORP.	NABISCO BISCUIT CO.
C. HOWARD COMPANY	NABISCO, INC.
CABIN FEVER	NESTLÉ FOOD COMPANY
CONSOLIDATED CIGAR CORP.	PHILIP MORRIS, USA
FERRERO USA, INC.	PLANTERS/LIFESAVERS CO.
GENERAL CIGAR COMPANY	R.J. REYNOLDS TOBACCO CO.
GOLDENBERG CANDY CO.	SULTANA CRACKERS, INC.
HERSHEY CHOCOLATE U.S.A.	SWISHER INTERNATIONAL, INC.
JAPAN TOBACCO CO., USA	TOBACCO EXPORTERS INTERNATIONAL
JARET INTERNATIONAL	UNITED STATES TOBACCO COMPANY
LANE LIMITED	WM. WRIGLEY JR. COMPANY
	WORLD CANDIES

51841 2266

(Late Contributors Not Included)

A special note of thanks to the companies who have gratuitously contributed to making our Annual Meeting rewarding to all participants.

BROWN & WILLIAMSON TOBACCO
"FIRST LADY OF THE INDUSTRY"



GAIL W. POLINO

Buffalo Tobacco Products

51841 2267

Gail W. Polino is Treasurer and part owner of Buffalo Tobacco Products Inc. Gail and Cos met in high school and were married in 1967. They have four children and seven grandchildren.

In the early 70's they inherited control of their family business by assuming an enormous debt. Very long hours and hard work followed. There were some lean but very happy years ahead.

Gail joined the company full time, in 1980 when their youngest daughter was three years old. Working in the cash n' carry, the order department and finally in the offices, she kept the business under control while Cos was on the road selling.

Gail is an active member of the AWMA. Gail and Cos have attended the last 10 NYS conventions, and have participated in the last three Days in Albany events, and most recently hosted a successful luncheon in Buffalo bringing together Western New Distributors, Retailers, Petroleum Dealers and Legislators.

Gail is very active in her church (Saint Paul's Episcopal Cathedral of Buffalo). She is Director of the Altar Guild, an Usher and Chaperone for the Girls Choir. She is also a committee head and very active member of the Greater Buffalo Knitters Guild.

**AMERICAN WHOLESALE MARKETERS ASSOCIATION
1997 CANDY DISTRIBUTOR OF THE YEAR**



STEVE DRESSLER

*Accepting for
Klein Candy Company*

51841 2268

The Klein Candy Company has been marketing, selling, and supplying candy, confections and snacks to a growing list of loyal customers for over 80 years. Klein's dedication to customer satisfaction is paramount. The combination of marketing, selling, and customer satisfaction has helped the company grow into one of the largest and most successful candy, tobacco, and grocery distributors in America. Klein Candy distributes about \$75 million in the confectionery category annually, the warehouse boasts a 9,000 square-foot, temperature-controlled room for its chocolate products.

The company was founded in 1915 as a local distributor of candy and tobacco products, and remains a family-owned business. The company has developed into a multi-state leader in the candy and tobacco distribution industry. Klein Candy Company is an active participant in NYSAWMD's many events, programs, and projects.

Klein Candy Company offers an extensive range of products representing the best in national and regional brands.

BROWN & WILLIAMSON TOBACCO NEW YORK ACHIEVER



JOHN LAGANA, JR.

South Beach Novelties & Confectionery

51841 2269

John is past President and Chairman of the Board of New York State Association of Tobacco and Candy Distributors, and previously President and Chairman of the Board of the Wholesale Tobacco Distributors of New York Inc. before the merger of both organizations. He played an integral part in bringing both groups together to have one voice in representing New York State.

Among John's accomplishments was the formation of Gateway State Bank, a New York commercial bank. As one of the founders, John served 17 years on the board, and served as chairman of the trust department. During the last five years with the bank, John was elected as Loan Chairman by the board, and served in that capacity until its merger with Staten Island Savings Bank in 1996.

For the past 8 years John has been involved as a managing partner for Mary-Del Associates, a land developing company with sizable land holdings and sub-division in both Maryland and Delaware. In addition, he oversees management of Mary-Del Standardbred Training Complex in Delaware. John also owns and operates Gateway Stable, a Delaware operation involved in racing trotters and pacers in the eastern area. For a number of years Gateway Stable has been active in the breeding of race horses.

John with his brother are co-owners of South Beach Novelties & Confectionery Co. Inc., a family business which was started by their mother and father over 60 years ago. The family tradition continues today, South Beach Novelties & Confectionery maintains a well deserved respect in our industry.

John holds a bachelors degree in science and a masters degree in business administration, and is a veteran of the United States Navy. John is very active in the political arena, and support and contribute to many charitable causes. John has been the recipient of many industry awards including Lorillard Citizen Award in 1984, Distinguished Service Award in 1988, Candy Distributor of the Year in 1991, and Pillar of the Industry Award in 1997.

John has always felt privileged in having been selected to serve on the Board of Trustees of Local 805 International Brotherhood of Teamsters. He has served in that capacity for more than 20 years.

51841 2270

1997 CIGAR MAN OF THE YEAR



ANDREW KATZ

Borough Hall-Oxford Tobacco Corp.

Andrew Katz is the 3rd generation of the Granoff family involved in the tobacco industry. He has been actively involved in the daily operation of Borough Hall Oxford Tobacco Corp. for the past fifteen years. Additionally, he has been running the complete operation of the business for the past seven years. Andrew is actively involved in the New York State Tobacco Association. He also sits on the Board of two charitable organizations, Tzohar and Girls Town, both Israeli organizations.

Andrew is a graduate of Syracuse University with a Liberal Arts Degree in History. Further, his hobbies include cooking, of which he has taken numerous courses at the French Culinary Institute, golf and all types of water sports.

51841 2271

1997 CONFECTIONERY MANUFACTURER OF THE YEAR



LARRY ARONSON

*V.P. Sales
American Chicle*

51841 2272

Larry began his career with the American Chicle division of Warner-Lambert in January 1996 as Vice President of Sales. He has been instrumental in the significant upturn of Warner-Lambert's confectionery business and the launching of several successful new product lines, including Dentyne Ice, Certs Cool Mint Drops and Certs Powerful Mints.

Prior to joining Warner-Lambert, Larry spent 17 years with Procter & Gamble in a variety of sales management positions cutting across the HABA business, the Rx business and, most recently, the cosmetics and fragrance business.

Larry is a native New Yorker, having grown up in Merrick. He now lives in Mountain Lakes, New Jersey, with his wife Nancy and their eight-year-old twin daughters, Meredith and Lauren. He spends much of his leisure time coaching his daughters' softball and soccer teams.

Larry graduated from the University of Massachusetts at Amherst in 1978 with a bachelor of arts degree in public relations.

American Chicle is a division of Warner-Lambert, a leading provider of health care products to the world. The Warner-Lambert portfolio includes prescription pharmaceuticals, consumer health and personal care products, and confectionery products, including the Halls, Trident, Certs and Dentyne brands.

1997 ELDER STATESMAN OF THE YEAR



LOU GORDON

*V.P. of Trade Development (Ret.)
Lorillard Tobacco Co.*

51841 2273

Lou Gordon joined Lorillard in February, 1949 as a Sales Representative in his native city of Buffalo, New York. In 1950, he was promoted to Assistant Division Manager in Boston, Massachusetts. Promotion to Division Manager in Springfield, Massachusetts followed in 1951 and then Division Manager in New Haven, Connecticut in 1958.

In 1961, He was promoted to Field Manager in Boston in charge of sales in New England and New York State. The call to the "Big Apple" came in 1966, when Lou became the Director of Sales for the East Coast. His assignments later were; Director of Sales Planning, General Sales Manager, Director of Wholesale Accounts, Director of Trade Development and in 1984, he was promoted to Vice President, Trade Development.

The industry has been kind to Lou and has recognized him with these honors: Man of the Year - Anti-Defamation League 1980, Man of the Year - Southern Tobacco & Candy Assoc. 1980, Outstanding Service Award - Michigan 1991, Milton Rothenburg Award - Illinois 1981, Governor's Advisory Council - Michigan 1981, The "Bear Griswold" Award - Florida 1982, Harden E. Goldstein Award 1983, Secretary of E.M.D. 1984, NATD Hall of Fame 1984, Man of the Year - Merchants & Salesman's Club 1984, Allied Dean of the Confectionery Industry - NCWA 1986, Advisory Council of the NATD 1986, New Englander Award 1991, Distinguished Friend of the Industry Award - NY State 1991, UJA-Federation - Man of the Year Award 1993, Catholic

Charity Caritas Award 1994, Brotherhood Award - National Conference of Christians & Jews 1995, The "Leo Marks" Award for outstanding contributions to the state of Colorado 1996, CDA "Giant of the Industry" Award 1996, AWMA "Lifetime Achievement" Award 1997, SAWD "Lifetime Achievement" Award 1997.

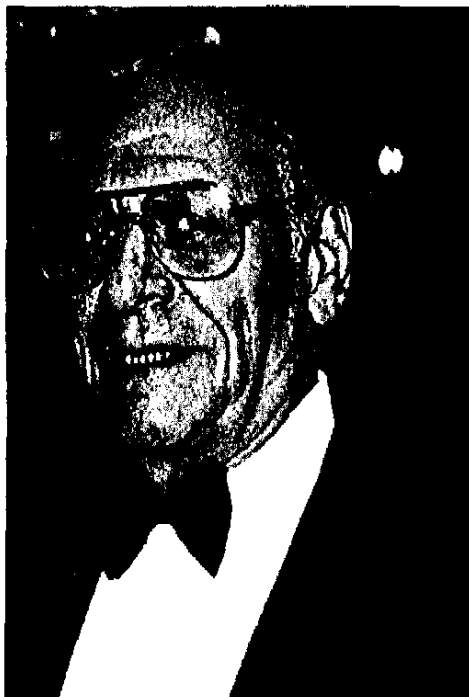
Apparently, when Lou finds someone he loves, he intends to hold on to that person forever. He and Ida will celebrate their 56th year of marriage on November 16, 1997. They have three sons and one daughter-in-law. Neal, a psychologist lives in Chicago. Stephen, an attorney and his wife Monica live in Hartsdale. David, an artist lives in Manhattan.

Lou graduated from the University of Buffalo after his tour of duty in the Pacific, during World War II.

There are many interests that keep Lou busy. In addition to golf, gin rummy, and TV channel surfing, he is deeply involved with many meaningful organizations.

51841 2274

DISTINGUISHED FRIEND OF THE INDUSTRY



JACK TARSHIS

*President
Local 805 I.B.T./AFL-CIO*

51841 2275

At 76, an age when most people have already packed it in, Jack Tarshis, the President of Local 805, International Brotherhood of Teamsters, is still devoting himself to the greatest of all arts - the art of losing oneself in the service of others. For Jack, the reward for serving others is the satisfaction he has found in his own heart.

Jack has brought to his responsibilities over the years those great qualities of heart and mind which have both met and made great occasions. The son of immigrant parents, he was compelled to leave Samuel Gompers Vocational School in the Bronx, when he reached his fifteenth birthday, to help assure that there would be food and shelter for the family. But even at that tender age he learned a basic fact of life - that you won't find many rules for success that will work unless you do.

But just as he was cutting his eye-teeth on odd jobs available for a youngster, World War II came along and Jack was tapped for the Navy where he served aboard a P.T. boat, in the Pacific Theatre. Given an honorable discharge when the war ended, he went into the trucking business with his uncle and at the same time became a Teamster member.

Once involved in business, Jack went on to demonstrate that the gates of economic opportunity swing on four hinges: initiative, insight, industry and integrity. He proceeded to

venture into fields as diverse as an auto repair shop and a plastic plant specializing in gold printing on products as well as producing a movie in Germany ("Escape From Berlin") which won two film awards. What was common to all these endeavors is a demonstration that success is the result of backbone, not wishbone.

Success comes not only from having the right ammunition but also the right aim. For Jack, that aim was service - a character trait which had first emerged when he led a strike at Samuel Gompers against what he deemed unfair to him and his fellow-students and which he continued to develop as a Teamster. In 1972, responding to a call for service, he became a business agent in Local 805. During the next quarter of a century he proceeded, successively and successfully, up the trade union ladder - to Recording Secretary, Secretary-Treasurer and, since 1990, President.

Firm but eminently fair, Jack has used skill and suasion at the collective bargaining table to elevate the earnings and benefits of those he deems it a privilege to represent. But he also appreciates the constructive labor-management relations need not be adversarial and that what is good for the industry is also good for the members of Local 805, and vice versa. He has been a tower of strength in defending the industry against its detractors and enemies, proving by his presence and example that the soundness of the industry is the foundation of his aspiration to make the tomorrow of those he serves better than today.

There are two very difficult things in this world. One is to make a name for one's self and the other is to keep it. Because Jack Tarshis has done both superbly well, and in the process helped all of us, we are proud to present this year's award to him.

51841 2276

1997 MAN OF THE YEAR



NICHOLAS G. (NICK) BROOKES

*Chairman & CEO
Brown & Williamson Tobacco Corp.*

51841 2277

Nick Brookes is Chairman and Chief Executive Officer of Brown & Williamson Tobacco Corporation, a subsidiary of B.A.T Industries. He was appointed May 1, 1995.

Mr. Brookes also is Regional Director of the America-Pacific Region and a member of the Board of Directors of British-American Tobacco Holdings, which is responsible for determining the global strategic direction of B.A.T's tobacco interests.

Prior to his appointment at Brown & Williamson, he served as Director of New Business Development at B.A.T Industries, a post he assumed in 1992. He was responsible for managing a team of senior executives and external advisors to acquire tobacco businesses throughout the world, focusing primarily on opportunities in the former Soviet Union, Eastern and Central Europe and Indochina.

In 1990, Mr. Brookes was appointed Chairman and Managing Director of BAT (UK & Export) Limited, the Group's major United Kingdom export marketing company with sales in some 160 countries worldwide.

He joined B.A.T in 1978 and served in various capacities including Managing Director of Aureol Tobacco Company in Sierra Leone, and Chairman of Monrovia Tobacco Corporation in Liberia, both subsidiaries of British-American Tobacco Company. Mr. Brookes is a lawyer by profession.

Mr. Brookes also serves on the Board of Directors of the Greater Louisville Fund for the Arts and the Cathedral Heritage Foundation.

Congratulations and
Continued Good Health to

OUR GOOD FRIENDS

JACK and EILEEN

TWO DECENT HUMAN BEINGS

From

THE SCHWARTZ FAMILY

51841 2278

Congratulations to

JACK TARSHIS

OUR
"DISTINGUISHED FRIEND OF THE INDUSTRY"

On wisdom, strength and courage
in solving difficult and complex problems.

From

GLOBE WHOLESale

51841 2279

Good Health and
Congratulations to

JACK TARSHIS

From

KATSUMI and SUMI ONEIDA

51841 2280

Congratulations and
Best Wishes to

JACK TARSHIS

From

BEN-HAIM'S and FAMILY

51841 2281

Congratulations and Best Wishes to

OUR LONG TIME GOOD FRIEND

JACK TARSHIS

From

LYNN and LEW PELL

51841 2282

Congratulations and
Best Wishes to

JACK TARSHIS

ON HIS RECEIVING THE 1997
"DISTINGUISHED FRIEND OF THE INDUSTRY AWARD"

Jack,
"A Friend in Need Is a Friend Indeed"
and you are a true friend

From

ARTHUR KATZ

51841 2283



51841 2284

"A NEW ENVIRONMENT"

By Nick Brookes

*Chairman and Chief Executive Officer
Brown & Williamson Tobacco Corporation*

The tobacco industry has been around for close to 400 years, contributing billions of dollars to the economy of this great country. But tobacco can lay claim to a great deal more than its enormous economic contribution. It, quite literally, helped secure the survival of the early settlers and subsequently played a major role in funding the War of Independence against my compatriots, the British. Thomas Jefferson was so persuaded of the importance of tobacco to the very survival of the then fledgling democracy that he insisted that tobacco leaves should be incorporated into the interior design of the Capitol Building in Washington.

Today, in this era of political correctness, we sometime lose sight of the proud history of which we are all part. But I, for one, like to remind people of that history, because it is what gives me the greatest certainty that our industry will continue to prosper in the future, albeit within what I anticipate to be a more highly regulated environment.

Certainly, the proposed legislative solution contains many provisions with which I personally and the industry generally do not agree. In particular, I find it annoying in the extreme to be cast as a wrongdoer being disciplined to do the right thing. If I were asked to characterize a typical Brown & Williamson employee, I would have no hesitation in saying that he or she would be a person of the utmost integrity whose first instinct in any situation would always be to do the right thing. However, we are willing to accept legislation incorporating such provisions in the interest of reaching an overall resolution of the important issues facing the industry and the nation.

A legislative resolution will allow the wounds of constant litigation to begin to heal. It will provide a platform of greater credibility for the industry to remind the public that smoking is an adult custom and that smokers freely choose to smoke cigarettes, knowing that they may be risking health consequences in so doing. And it will also allow us to point out that whilst appropriate regulation and taxation can be justified in pursuit of legitimate health policies, anything more than that will risk infringing personal freedoms in a manner that most Americans still oppose.

As businessmen and women, you will share with me the desire to find greater certainty in a complex business environment whilst recognizing that businesses must always be ready and willing to adapt to change as it occurs. The proposed legislation certainly will impose significant changes in the way we all do business, but it will provide an environment of greater certainty to allow us to invest in our future with confidence.

At Brown & Williamson, we are very proud of the relationships we've built over the years with our many friends in the New York State Association of Wholesale Marketers and Distributors. We respect those relationships and look forward to seeing them grow and prosper in the years ahead.

My very best wishes to all members of the New York State Association of Wholesale Marketers and Distributors.

51841 2285



Samuel D. Chilcote, Jr.
President
The Tobacco Institute

Welcome to the 1997 convention of the New York State Association of Wholesale Marketers and Distributors.

Despite the array of news stories surrounding the comprehensive "settlement" and various developments in the courts, quite a bit continues to happen at the state and local level here with regard to tobacco, particularly in the area of taxes. And although several measures to increase and earmark tobacco taxes remain pending in Albany, there will invariably be other efforts again next year. With this in mind, it may be useful to review several sound reasons for opposing tobacco taxes.

First, tobacco taxes are unfair because they single-out one group of people to carry the tax burden for everyone else. One product, and

SOME REASONS TO OPPOSE TOBACCO TAXES

therefore one segment of the population who uses that product, pays a disproportionate amount of taxes for the good of all taxpayers. Second, taxes on tobacco products are regressive. When the demand declines for a product because of its tax, the revenue gained from the tax also declines thereby reducing the funds for the intended project or service. Third, tobacco taxes are simply bad for business. It is an economic fact that when taxes on a product are increased, those selling that product invariably pass that increase on to the consumer. Not only do these taxes hurt the ability of businesses to compete, but those businesses bordering regions where excise taxes are lower often lose business as customers cross borders to buy the goods with lower taxes.

A final reason to oppose a tobacco tax is tobacco's unreliability as a revenue source. This is especially true when the tax is "earmarked." Earmarking occurs when the revenue from the tax is dedicated for a specific purpose, as opposed to the revenue going into the general fund where competition establishes funding priority. Examples of such initiatives

include educational initiatives, health care, or a public works project.

Earmarking is not only an incredibly unfair tax scheme, it is poor policy because it also encourages a waste of tax dollars. While it is true that earmarked revenue becomes instantly available for a project to begin, it is equally true that these projects often can not be completed because the revenue can not be collected as planned. This leads to yet more taxes to compensate for the original revenue shortfall.

I encourage you to reflect on these arguments as you meet with your colleagues. Also, please accept our sincere thanks and gratitude for continuing to keep abreast of developments and remaining in contact with your elected representatives on matters of concern to our industry. But I encourage you to remain attentive to developments here despite the focus on developments nationally. Be assured of our continued commitment to vigorously protect the right of individual adults to make their own choices, as well as your right to stay in business.

51841 2286

AS CIGAR SALES INCREASE, SO WILL THE ATTACKS ON CIGARS

51841 2287



NORMAN F. SHARP
President
Cigar Association of America

This year the Cigar Association of America celebrates its 60th birthday. When it was formed in 1937, sales of all cigars in the U.S. — large and little — totaled 5.7 billion units. (The peak year was to come in 1973 when 11.1 billion cigars were sold.) Now, following three consecutive years of increases, sales in 1996 totaled an estimated 4.4 billion units — consisting of 3 billion large cigars and 1.4 billion small cigars. Dollar sales at retail reached an estimated \$1.2 billion.

Last year, paced by a 67% increase in sales of premium hand-made cigars, unit sales of all cigars surged 10.8% over 1995. When premium cigars are excluded, cigar sales in 1996 increased 8.4%.

Yes, cigars are back, but with the resurgence of sales and the increased visibility, we are beginning to see the predictable backlash on the part of those militant advocates of a smoke-free society. Regardless of the fact that cigars are smoked by mature adults making a lifestyle choice, the anti-

smoking movement will have you believe that a hapless populace has been duped by a sophisticated marketing program aimed at getting more people to smoke cigars.

Inevitably, cigars will be under increased legislative and regulatory pressure by those who seek to limit and restrict their sales. In the name of "protecting" kids from smoking and "preventing" shoplifting, they will seek such things as a ban on self-service displays of all tobacco products. We urge you to help us fight such proposals.

Cigars are an impulse item. Banning them from self-service displays will curtail the impulse factor, shrink the size of the display, and make it harder to introduce new brands and sizes.

Together let us oppose those forces who, under the guise of protecting kids, would impose their own standards on society and restrict the ability of mature adults to engage in what has become a truly relaxing pleasure.

AMERICAN WHOLESAL MARKETERS ASSOCIATION



DAVID E. STRACHAN
President
American Wholesale Marketers
Association

51841 2288

Today, more than at any time in the histories of the New York State Association of Wholesale Marketers and Distributors and AWMA, we must work together to find ways for our organizations to support each other. I don't need to tell any of you about the dramatic changes occurring daily in the convenience products distribution channel. Just as all channel participants are being driven to create an atmosphere of interdependence which often alters traditional roles, so too must associations look to one another for opportunities to better serve and represent their members.

AWMA has recently concluded its first long range plan in nearly ten years. Frankly, it took us until now to realize that the way we were doing things in the past and the way we, as an organization, were relating to our partners and potential partners no longer adequately addressed the challenges members face today and will face tomorrow. We had spent the past few years concentrating on "doing things right" while sometimes ignoring the true mission which is to "do the

right things" on behalf of the industry. I won't suggest that by simply coming up with a plan we have solved or even addressed all of the challenges facing the association and its members, but for the first time in a long while, we have a direction to take and a good notion as to what needs to be addressed to fulfill our Mission Statement.

"The mission of the AWMA shall be to promote the best interests of the wholesale distributor by providing management resources, services, education and information to unite all the members of the distribution channel in all lawful measures, for its common good."

The Officers, Board of Directors, members and staff of AWMA would welcome the opportunity to work with NYSAWMD to fulfill our responsibilities to the convenience products channel. We welcome any discussion or suggestions as to how your goals can be met through a mutually beneficial alliance.

Best wishes for a successful 1997 convention.

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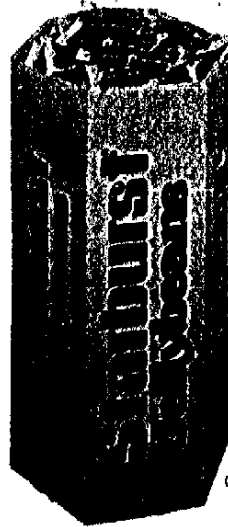
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SUCCESSFUL 1997 CONVENTION

RICK RADATOVICH

VINCENT DENI

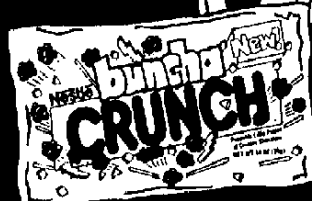
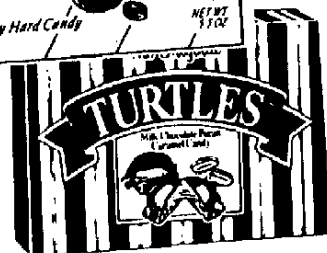
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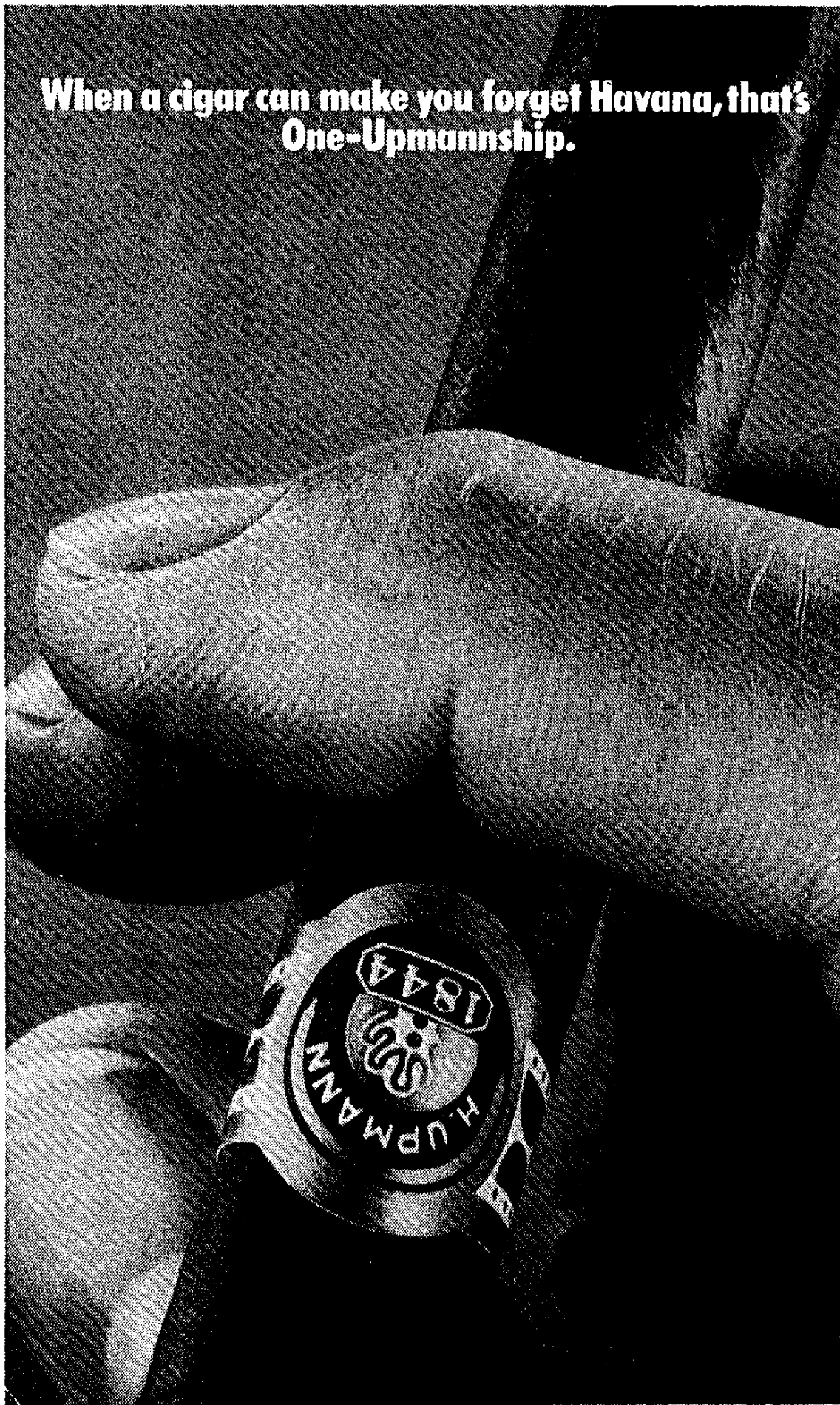
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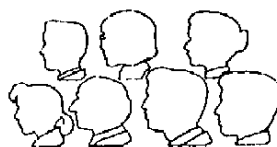
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**JACK TARSHIS
PRESIDENT**

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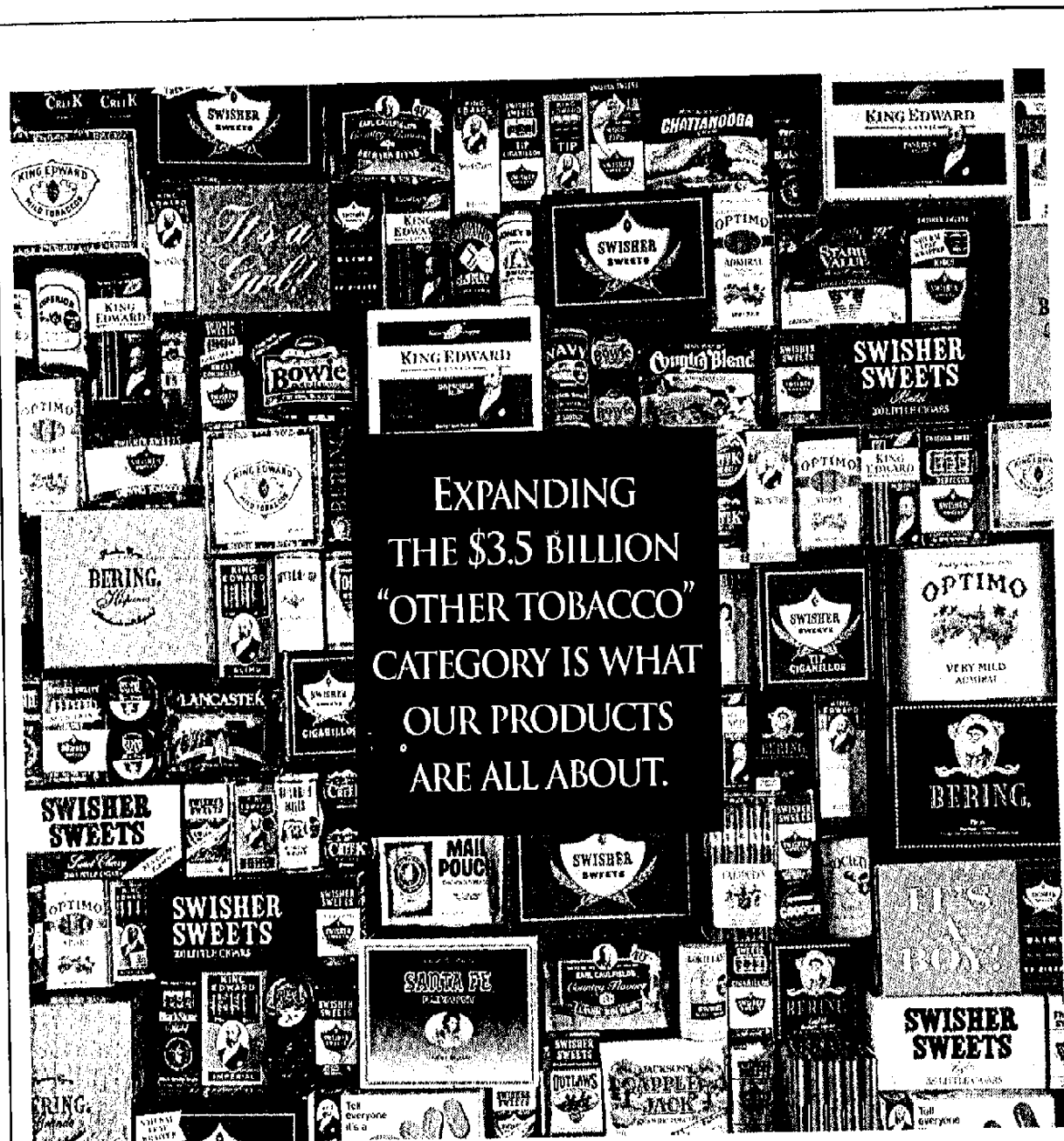
Dunhill

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THE \$3.5 BILLION
"OTHER TOBACCO"
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LEADING IT WITH COMPLETE CATEGORY
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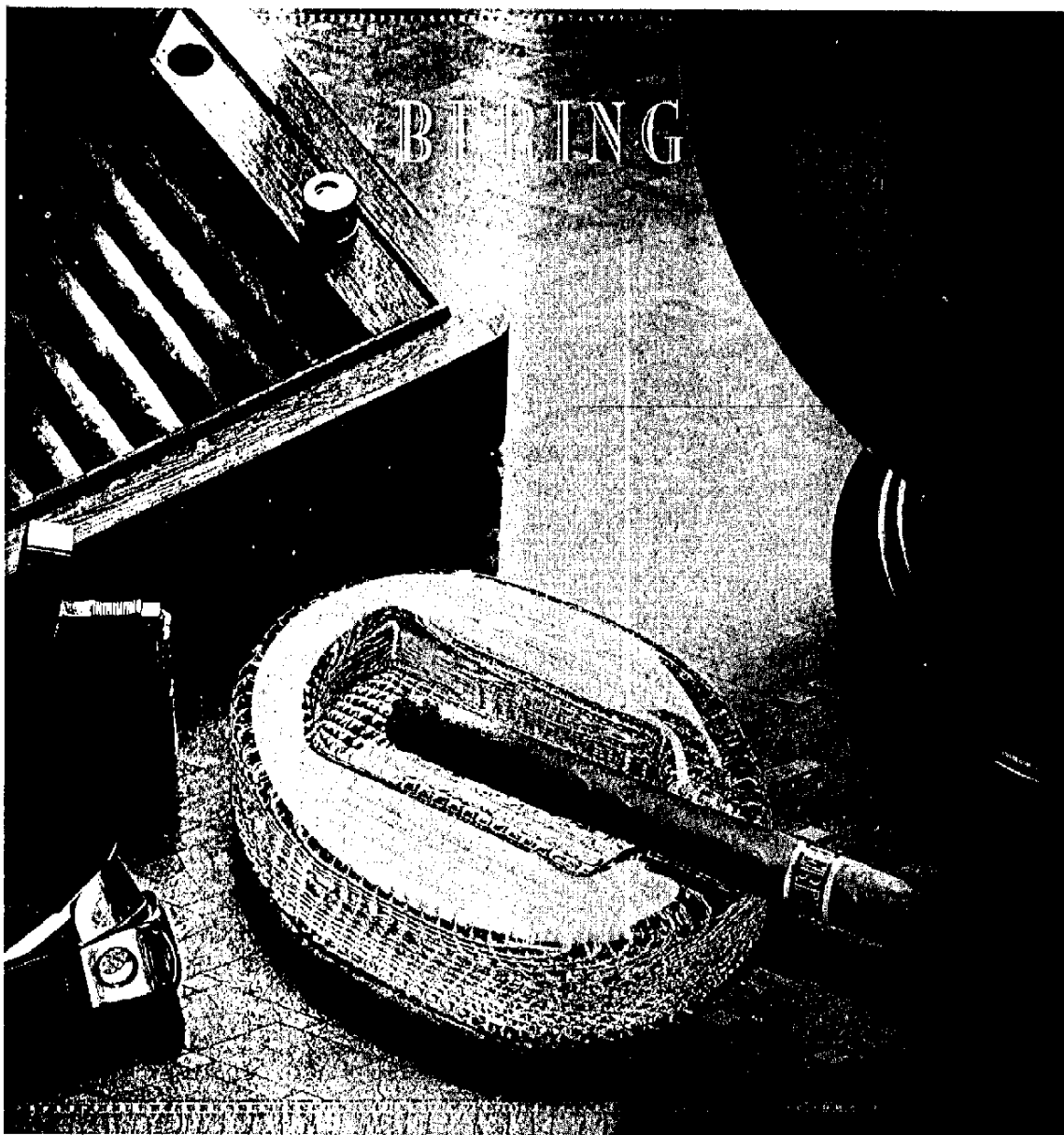
Only Swisher International, the "other tobacco" category management leader, can offer you all of this. Established cigar, snuff and chewing tobacco brands that account for a huge share of the entire category. More than 250 marketing and sales professionals who can help tailor your department and maximize your investment return from "other tobacco" products. Promotions that have been tested in stores just like yours. Point-of-sale materials that save space and

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Larry Herman
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is pleased to announce that

Tom Littleton

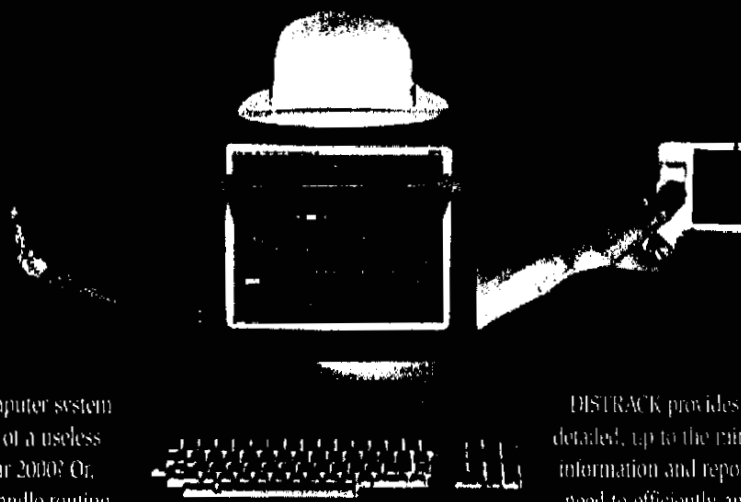
has joined the organization as
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Larry and Tom look forward to meeting
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Software for Candy/Tobacco/Convenience Store Wholesalers

51841 2302

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*Information Resources, Inc., reports through 12/24/95

***NATIONAL TOBACCO**



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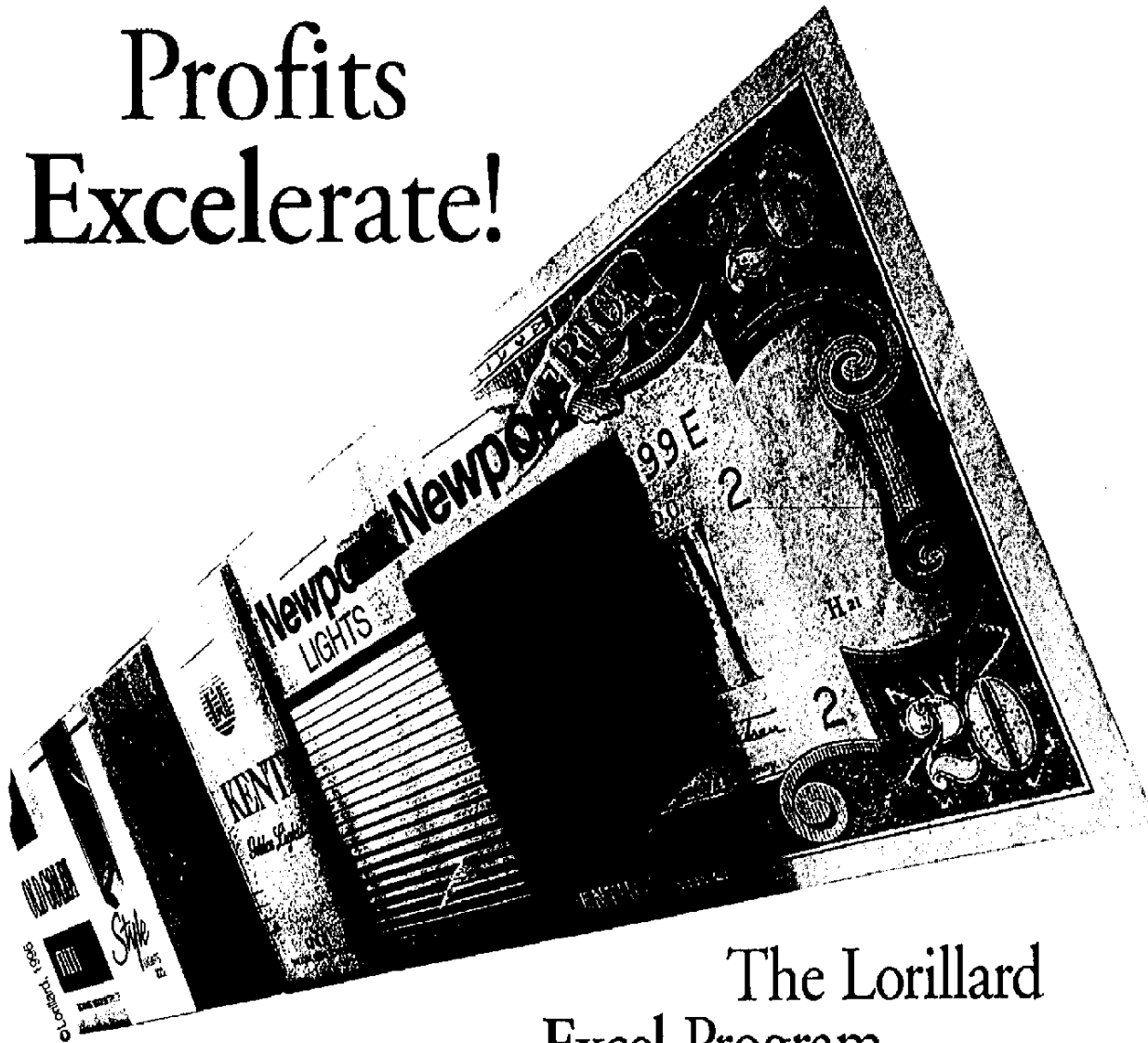
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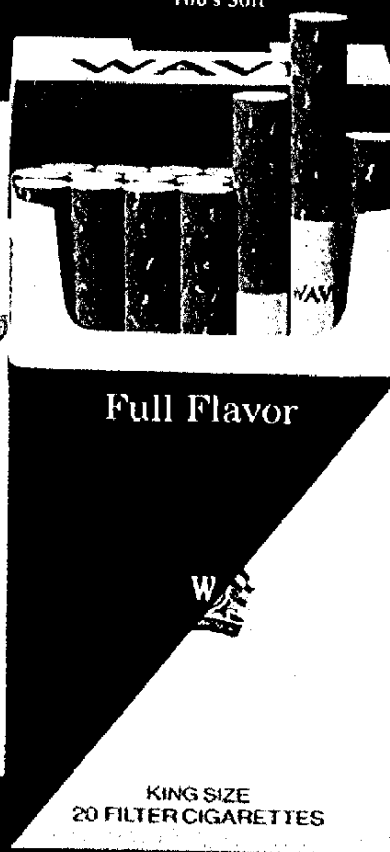
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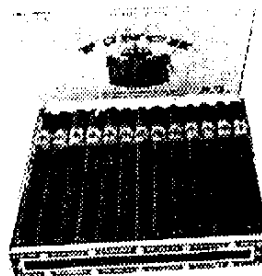
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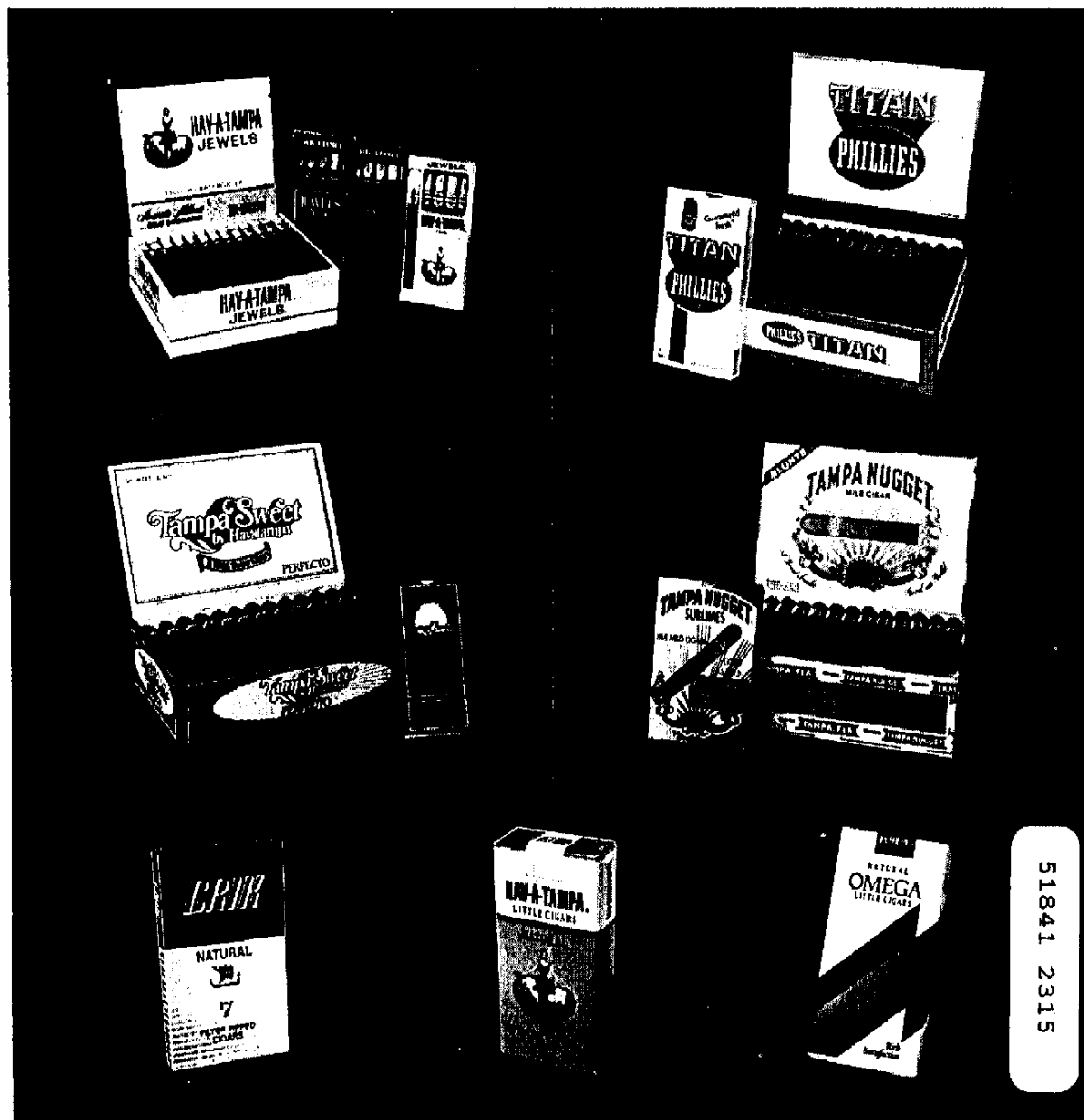
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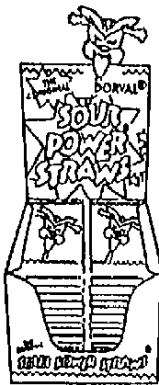
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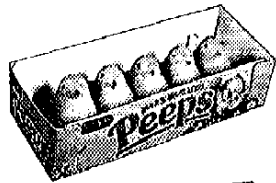
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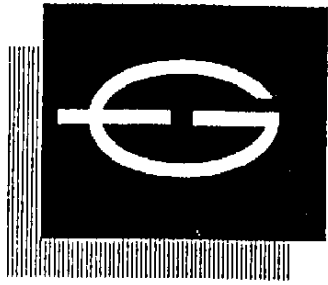
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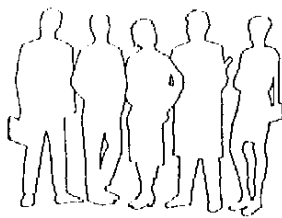
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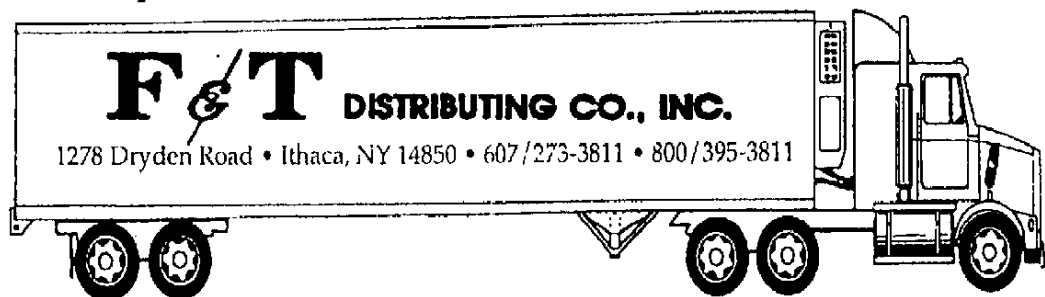
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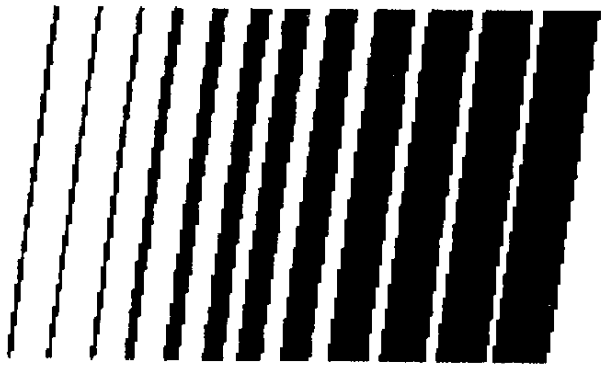
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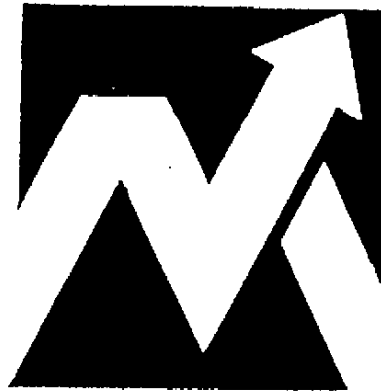
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51841 2369

NEW YORK STATE ASSOCIATION OF WHOLESALE MARKETERS AND DISTRIBUTORS

211 EAST 43rd STREET
New York, NY 10017

There are many benefits in being an active member in a viable Association, dedicated to serving its membership ethically and professionally!

The New York State Association of Wholesale Marketers and Distributors represents over 80% of all direct stamping agents engaged in the wholesale distribution of cigarettes, tobacco, confectionery, allied products and services, to the retailers of New York State!

Detailed below are just a few of the services and benefits the New York State Association of Wholesale Marketers and Distributors has accomplished, and will continue to perform on behalf of its membership and industry segments.

- Responsible for initiating physical changes in the stamping of cigarettes. The primary thrust was to reduce incidents of counterfeit stamps, which caused legitimate sales by the membership to decrease, which the state acknowledged as reduction of its revenues.
- Negotiated, with the assistance of outside sources, reasonable long term fees for rental and service of stamping equipment.
- Assisted, when requested, in amicable settlement of leases during change over in stamping equipment.
- Presented, on behalf of membership, rationale for changes in regulations covering delivery of cigarette stamps and purchases to direct stamping agents:
 - (a) Stamps delivered to agents place of business at no cost to distributor.
(Note: tangible savings to distributors estimated to be from \$672 to \$3,260 per year, depending on stamping volume)
 - (b) Eliminated possible holdups to agents since stamps are treated in the same manner as cash. (Formerly had to pick up stamps)
- Provided materials to the State of New York Department of Taxation and Finance, which assisted in the preparation and approval of workable legislation, entitled "Cigarette Marketing Standards Act". The Act reinforced the important role direct cigarette stamping agents have in the economy of the State. (Note: the Association actively monitors the Act by recommending modification when applicable)
- Analyzed and re-investigated all elements of statute relating to present procedures governing bonding of direct cigarette stamping agents.
- Presented, with expert sources, issues relating to the distribution and sale of confectionery products.
- Counseled with law enforcement agencies relating to security of business establishments, vehicles and products.

51841 2370

- Assisted in the successful adjudication of attempts to overturn provisions of the "Cigarette Marketing Standards Act" of 1985. (Note: considerable effects in both time and monetary assistance by the Association contributed to the State of New York bringing the suit to ultimate favorable conclusion.)
- Developed and provided input to legislation which changed bonding procedures for direct stamping agents. The legislation was required based on changing policies of surety companies.
- Established liaison with outside consulting services, at no cost to the membership, on matters relating to federal tax regulations affecting the industry.
- The Executive Director, in the capacity as a registered lobbyist, provides important testimony on the state and national level, for the benefit of the membership.
 - (a) Excise taxes
 - (b) Confectionery issues
 - (c) Reduction in bootlegging and counterfeiting covering sale of cigarettes, by increased funding
 - (d) Providing information to insure legality of direct stamping agents relative to experience in other states
- Conducts annual Meeting and Convention, judged to be extremely responsive to membership and other agency segments, by providing format for open and frank dialogue.
- Issuance, on a yearly basis, of a comprehensive Trade Directory, detailing all members, manufacturers, representatives, products and services available to and by the industry at all levels. The views of industry statesmen provide an additional benefit as a forum for increasing communication.
- Acts as liaison for the membership, with other state and national Associations, as a means of providing accurate and timely information on:
 - (a) Taxation
 - (b) Legislation
 - (c) Innovation
 - (d) Education
 - (e) Merchandising
- Recognizes achievements of industry leaders as a means of demonstrating association membership supports constructive accomplishments.
- Retained outside services and provided investigation information, which resulted in commendation from the State, for self policing efforts.

Want more information? Contact:

New York State Association of Wholesale Marketers and Distributors
 211 East 43rd Street
 New York, NY 10017
 212-682-3576

At your service! _____ In unity there is strength!

51841 2371

Table 1
Federal, State, and Local Tobacco Taxes
Selected Periods Since 1863
(in thousands of dollars)

	Year Ending June 30, 1996	Year Ending June 30, 1995	Percentage change 1995-1996	1863 through 1996
Federal excises:				
Cigarettes	\$ 5,679,141 †	\$ 5,716,764	- 0.7%	\$ 148,014,135
Other tobacco products	115,901 †	116,669	- 0.7%	8,080,843
Total	5,795,042	5,833,433	- 0.7%	156,094,978
% from cigarettes	98.0	98.0		94.8
State excises:*				
Cigarettes	7,271,679	7,212,088	0.8%	143,051,964
Other tobacco products	337,190	304,366	10.8%	3,172,234
Total	7,608,869	7,516,454	1.2%	146,224,228
% from cigarettes	95.6	96.0		97.8
Local excises:**				
Cigarettes	180,956	181,224	- 0.1%	5,016,864
Other tobacco products	504	465	8.4%	17,199
Total	181,460	181,689	- 0.1%	5,037,492
% from cigarettes	99.7	99.7		99.6
Aggregate:				
Cigarettes	13,131,776	13,110,076	0.2%	302,046,337
Other tobacco products	453,595	421,500	7.6%	11,270,286
Total	13,585,371	13,531,576	0.4%	313,316,623
% from cigarettes	96.7	96.9		96.4

* The first state cigarette tax was imposed in 1921.

** The first municipal cigarette tax was imposed in 1927.

† BATF Preliminary.

51841 2372

Source: The Tobacco Institute

Table 2
Federal Tax Collections on Tobacco Products
for Selected Fiscal Years 1865-1996

Year	All tobacco products (\$000,000)	Cigarettes (\$000,000)	Cigarettes percent of total
1865	11.4	•	0.1%
1870	31.4	••	0.1
1880	38.9	0.7	1.8
1890	34.0	1.1	3.2
1900	59.4	4.0	6.7
1910	58.1	7.9	13.6
1920	295.8	151.3	51.1
1930	450.3	359.8	79.9
1940	608.1	533.0	87.6
1941	697.7	616.7	88.4
1942	780.8	704.9	90.3
1943	923.9	835.2	90.4
1944	988.5	904.0	91.5
1945	932.1	836.1	89.7
1946	1,165.5	1,072.8	92.0
1947	1,237.8	1,145.3	92.5
1948	1,300.3	1,208.2	92.9
1949	1,321.9	1,232.7	93.3
1950	1,328.5	1,242.8	93.5
1951	1,380.4	1,294.0	93.7
1952	1,565.2	1,474.1	94.2
1953	1,654.9	1,586.8	95.9
1954	1,580.2	1,513.7	95.8
1955	1,571.2	1,504.2	95.7
1956	1,613.5	1,549.0	96.0
1957	1,674.1	1,610.9	96.2
1958	1,734.0	1,668.2	96.2
1959	1,839.0	1,771.1	96.3
1960	1,931.5	1,863.6	96.5
1961	1,991.1	1,923.5	96.6
1962	2,027.5	1,956.5	96.6
1963	2,079.2	2,010.5	96.7
1964	2,052.5	1,976.7	96.3
1965	2,148.6	2,069.7	96.3
1966	2,074.0	2,006.5	96.7
1967	2,079.8	2,023.1	97.3
1968	2,122.3	2,066.2	97.4
1969	2,137.6	2,082.1	97.4
1970	2,094.2	2,036.1	97.2
1971	2,206.6	2,149.5	97.4
1972	2,207.3	2,151.2	97.5
1973	2,276.9	2,221.0	97.5
1974	2,437.0	2,383.0	97.8
1975	2,315.1	2,281.1	97.7
1976	2,487.9	2,434.8	97.9
1977	2,321.6	2,279.2	98.2
1978	2,415.9	2,374.1	98.3
1979	2,396.6	2,356.1	98.3
1980	2,648.3	2,604.4	98.3
1981	2,533.1	2,488.2	98.2
1982	2,536.5	2,496.1	98.4
1983	3,463.7	3,424.4	98.9
1984	4,791.9	4,749.2	99.1
1985	4,476.9	4,442.5	99.2
1986	4,468.2	4,430.8	99.2
1987	4,815.9	4,752.3	98.7
1988	4,522.3	4,466.5	98.7
1989	4,290.3	4,237.8	98.7
1990	4,123.4	4,069.8	98.7
1991	4,815.7	4,754.6	98.7
1992	5,109.6	5,043.0	98.7
1993	5,601.8	5,528.0	98.7
1994	5,713.8	5,599.5	98.0
1995	5,833.4	5,716.8	98.0
1996†	5,795.0	5,679.1	98.0

*Only \$15,000.

**Only \$21,000

†USDA Preliminary

Source: The Tobacco Institute

51841 2373

Table 3
Federal Cigarette Tax Collections and Per Capita
Consumption for Selected Years: 1865-1996

Year Ending June 30	Rate per 1,000	Collections (\$000)	Consumption** (million cigarettes)	Cigarettes per capita
1865				
1870	\$1.20	15	20	0.6
1880	1.50	21	14	0.4
1890	1.75	715	408	8
1900	50	1,117	2,234	35
1910	1.50	3,953	2,635	35
1920	1.08*	7,921	7,334	80
1930	3.00	151,262	50,421	477
1940	3.00	359,816	119,939	977
1941	3.00	533,043	177,681	1,349
1942	3.25	616,745	189,768	1,426
1943	3.25	704,933	216,902	1,622
1944	3.50†	835,231	244,220	1,823
1945	3.50	903,958	258,274	1,947
1946	3.50	836,058	238,874	1,808
1947	3.50	1,072,799	306,514	2,191
1948	3.50	1,145,262	327,218	2,282
1949	3.50	1,208,199	345,200	2,364
1950	3.50	1,232,728	352,208	2,371
1951	3.50	1,242,845	355,099	2,390
1952	3.50	1,293,966	369,705	2,434
1953	4.00‡	1,474,060	385,427	2,502
1954	4.00	1,586,782	396,695	2,535
1955	4.00	1,513,740	378,433	2,380
1956	4.00	1,504,196	376,048	2,322
1957	4.00	1,549,045	387,260	2,346
1958	4.00	1,610,908	402,726	2,397
1959	4.00	1,668,208	417,050	2,437
1960	4.00	1,771,125	442,780	2,544
1961	4.00	1,863,561	468,553	2,645
1962	4.00	1,923,540	479,394	2,664
1963	4.00	1,956,527	488,437	2,668
1964	4.00	2,010,524	502,959	2,707
1965	4.00	1,976,674	495,073	2,626
1966	4.00	2,069,695	516,958	2,702
1967	4.00	2,006,499	516,138	2,663
1968	4.00	2,023,090	524,946	2,680
1969	4.00	2,066,159	522,555	2,640
1970	4.00	2,082,106	520,310	2,603
1971	4.00	2,036,101	511,666	2,534
1972	4.00	2,149,527	539,577	2,648
1973	4.00	2,151,158	542,623	2,631
1974	4.00	2,221,019	562,735	2,702
1975	4.00	2,383,038	594,881	2,835
1976	4.00	2,261,116	570,294	2,698
1977	4.00	2,434,831	619,118	2,905
1978	4.00	2,279,246	596,256	2,778
1979	4.00	2,374,085	609,546	2,818
1980	4.00	2,356,110	615,117	2,821
1981	4.00	2,604,364	605,765	2,752
1982	4.00	2,488,221	633,328	2,796
1983	4.00	2,496,112	632,235	2,757
1984	8.00*	3,424,357	599,821	2,591
1985	8.00	4,749,186	596,739	2,550
1986	8.00	4,442,487	595,418	2,501
1987	8.00	4,430,815	581,024	2,434
1988	8.00	4,752,315	579,310	2,404
1989	8.00	4,416,533	555,816	2,263
1990	8.00	4,237,797	529,750	2,156
1991	8.00	4,069,843	508,730	2,060
1992	10.00**	4,754,666	507,530	2,023
1993	10.00	5,043,145	504,314	2,009
1994	12.00***	5,528,187	494,602	1,950
1995	12.00	5,599,534	467,000	1,801
1996	12.00	5,716,764	476,360	1,831
		5,679,141	473,200	1,820

* Rate shown above is based on wholesale price of more than \$2.00 per 1,000. The rate on cigarettes selling wholesale at \$2.00 or less per 1,000 was 54 cents per 1,000, but virtually all cigarettes were taxed under the higher rate of \$1.08 per 1,000.
 ** Figures prior to 1960 are based upon dollar collections; from 1960 on figures shown are "tax paid removals."
 † For the first 4 months of the fiscal year, the rate was \$3.25 per 1,000.
 ‡ For the first 4 months of the fiscal year, the rate was \$3.50 per 1,000.
 ... For the first 6 months of the fiscal year, the rate was \$4.00 per 1,000.
 *** For the first 6 months of the fiscal year, the rate was \$8.00 per 1,000.
 Note: Consumption figures are estimates based on revenue figures from BATF.

Source: The Tobacco Institute

51841 2374

Table 4
Number of States Taxing Tobacco Products
1921-1996

Year	Cigarettes	Other tobacco products
1921-22	1	0
1923	5	2
1924	6	2
1925	8	4
1926	9	5
1927-29	11	6
1930	12	7
1931-32	14	7
1933-34	15	9
1935-36	19	9
1937	20	9
1938-39	21	9
1940-41	26	10
1942-43	28	11
1944-45	30	11
1946-47	31	11
1948	38	11
1949	39	11
1950-51	41	12
1952-55	42	12
1956-58	43	11
1959	45	11
1960	47	17
1961	48	18
1962-63	48	16
1964	48	17
1965	49	17
1966	50	17
1967	50	16
1968	50	17
1969	50	19
1970	51	21
1971-72	51	20
1973-74	51	22
1975	51	21
1976-81	51	20
1982-83	51	21
1984-85	51	22
1986	51	25
1987	51	29
1988	51	32
1989	51	34
1990	51	35
1991	51	36
1992	51	38
1993	51	40
1994	51	43
1995	51	43
1996	51	43

Years prior to 1936 are on calendar year basis; 1936 and later years are ending June 30.
The District of Columbia is included from 1950 on.

51841 2375

Source: The Tobacco Institute

Table 5
 Net State Tobacco Tax Collections
 1921-1996
 (in thousands of dollars)

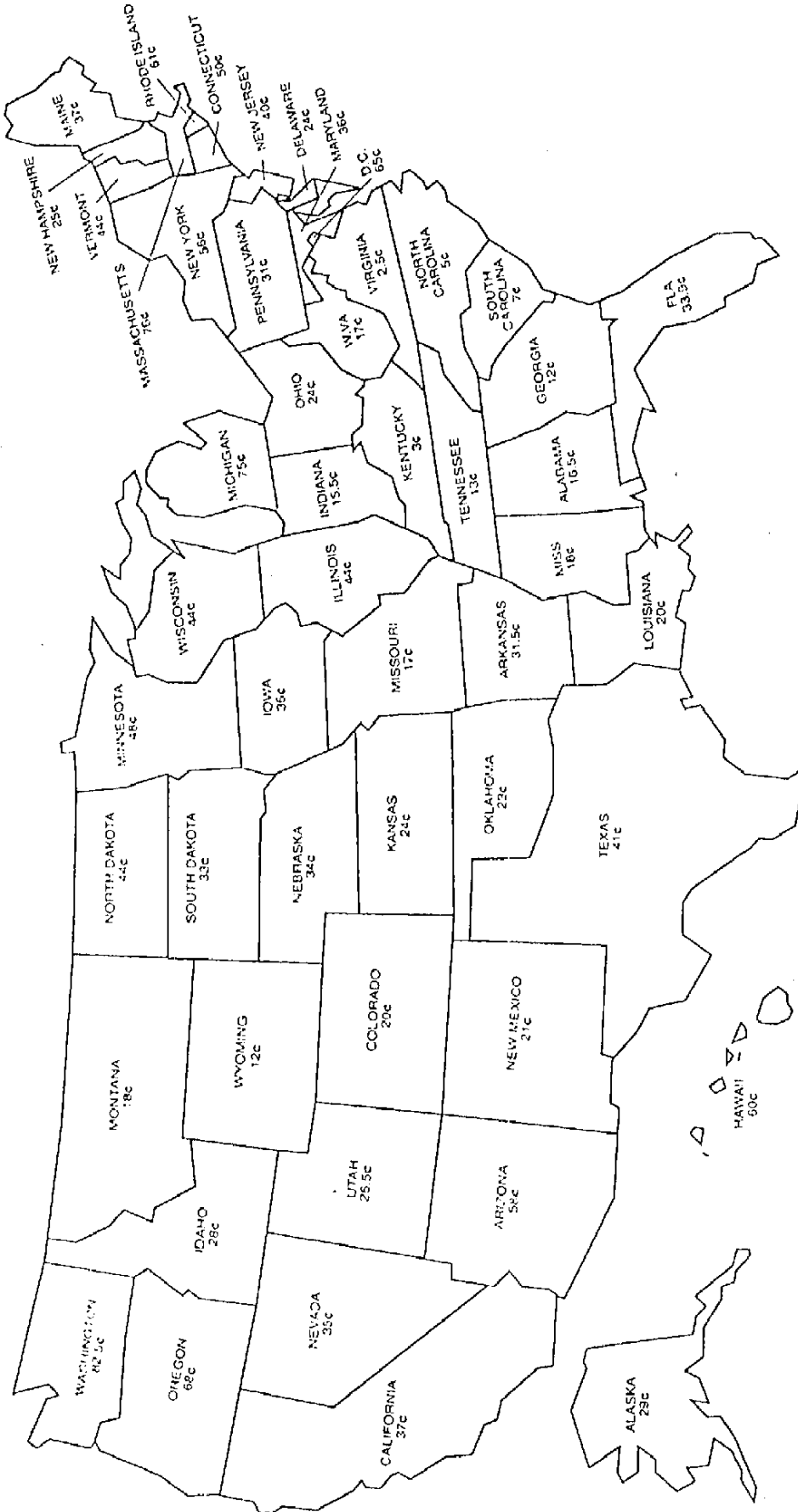
Year	Total tobacco taxes	From cigarette tobacco products	From other cigarettes	Percent
1921	\$ 324	\$ 324	\$ 0	100.0 %
1922	598	598	0	100.0 %
1923	2,115	1,926	189	91.1
1924	3,030	2,730	300	90.1
1925	4,634	4,285	349	92.5
1926	7,376	6,465	911	87.6
1927	9,442	8,252	1,190	87.4
1928	10,707	9,457	1,250	88.3
1929	11,523	10,183	1,340	88.4
1930	13,500	11,992	1,508	88.8
1931	15,947	14,457	1,490	90.7
1932	18,997	17,614	1,383	92.7
1933	20,694	19,112	1,582	92.4
1934	24,215	22,427	1,788	92.6
1935	33,014	31,072	1,942	94.1
1936	49,289	47,017	2,272	95.4
1937	55,590	52,963	2,627	95.1
1938	55,452	52,752	2,700	95.1
1939	58,970	56,140	2,830	95.2
1940	98,157	95,296	2,861	97.1
1941	106,294	103,205	3,089	97.1
1942	130,785	127,533	3,252	97.5
1943	140,761	137,018	3,743	97.3
1944	159,760	155,540	4,220	97.4
1945	145,451	141,490	3,961	97.3
1946	199,392	193,901	5,491	97.2
1947	244,509	238,273	6,236	97.4
1948	338,892	332,656	6,236	98.2
1949	388,292	381,040	7,252	98.1
1950	420,957	413,691	7,266	98.3
1951	451,989	444,409	7,580	98.3
1952	469,329	460,311	9,018	98.1
1953	485,991	477,211	8,780	98.2
1954	477,942	469,650	8,292	98.3
1955	477,817	470,225	7,592	98.4
1956	540,429	532,310	8,110	98.5
1957	589,102	581,107	7,995	98.6
1958	635,235	626,819	8,416	98.7
1959	715,952	706,562	9,390	98.7
1960	956,538	929,936	26,602	97.2
1961	1,027,536	995,144	32,392	96.8
1962	1,106,025	1,085,646	20,379	98.2
1963	1,153,290	1,132,804	20,486	98.2
1964	1,235,069	1,212,320	22,749	98.2
1965	1,351,361	1,327,081	24,280	98.2
1966	1,590,007	1,566,627	23,380	98.5
1967	1,665,709	1,643,039	22,670	98.6
1968	1,939,629	1,915,776	23,853	98.8
1969	2,126,459	2,101,828	24,631	98.8
1970	2,398,470	2,368,077	30,393	98.7
1971	2,624,329	2,594,586	29,743	98.9
1972	2,936,050	2,904,379	31,671	98.9
1973	3,124,916	3,092,844	32,072	99.0
1974	3,257,165	3,225,175	31,990	99.0
1975	3,317,295	3,284,660	32,635	99.0
1976	3,461,653	3,428,902	32,751	99.1
1977	3,517,287	3,483,349	33,938	99.0
1978	3,667,509	3,632,746	34,763	99.1
1979	3,658,240	3,621,625	36,615	99.0
1980	3,752,975	3,714,417	38,558	99.0
1981	3,892,805	3,850,631	42,174	98.9
1982	3,965,566	3,922,180	43,386	98.9
1983	4,165,310	4,117,825	47,485	98.9
1984	4,282,689	4,232,982	49,707	98.8
1985	4,375,554	4,314,268	61,286	98.6
1986	4,503,725	4,422,062	81,663	98.2
1987	4,642,241	4,545,529	96,712	97.9
1988	4,878,642	4,768,674	109,968	97.7
1989	5,114,402	4,995,848	118,554	97.7
1990	5,594,377	5,440,092	154,285	97.2
1991	5,958,312	5,769,306	189,006	96.8
1992	6,131,894	5,924,192	207,702	96.7
1993	6,270,319	6,045,020	225,299	96.4
1994	6,768,437	6,506,277	262,160	96.1
1995	7,351,943	7,051,621	300,322	95.9
1996	7,458,111	7,122,190	335,921	95.5
Total	\$ 142,852,493	\$ 139,732,132	\$ 3,120,361	97.8

NOTE: Net collections represent gross taxes less amounts allowed for affixing tax indicia. Years prior to 1936 are on calendar year basis; 1936 and later years are ending June 30. Adjustment has been made in totals in account for duplication which occurred when the reporting calendar year 1935 overlapped the reporting fiscal year.

Source: The Tobacco Institute

51841 2376

STATE CIGARETTE EXCISE TAX RATES
(As of January 1, 1997)



OR rate goes in effect 2/1/97

51841 2377

Source: The Tobacco Institute

Table 6
State Cigarette Tax Rate Changes Since July 1, 1950
Through January 1, 1997

State	Year first enacted	Rate July 1 1950	Changes	Rate Jan. 1 1996
AL	1927	3¢	3-4¢ 7/1/55, 4-6¢ 10/1/59, 6-7¢ 10/1/65, 7-10¢ 10/1/67, 10-12¢ 9/30/69, 12-16¢ 7/28/80, 16-16.5¢ 7/1/84	16.5¢
AK*	1949	3¢	3-5¢ 1/1/59, 5-8¢ 7/7/61, 8-16¢ 10/1/85, 16-29¢ 9/10/89	29¢
AZ	1933	2¢	2-6.5¢ 7/1/65, 6.5-10¢ 3/22/68, 10-13¢ 7/1/74, 13-15¢ 7/1/84, 15-18¢ 10/1/90, 18-58¢ 11/29/94	58¢
AR	1925	4¢	4-6¢ 3/9/51, 6-8¢ 3/5/65, 8-12.75¢ 4/21/69, 12.25-12.75¢ 7/1/70, 12.75-17.75¢ 3/23/71, 17.75-21¢ 3/1/83, 21-22¢ 7/1/91, 22-34.5¢ 2/1/93, 34.5-31.5¢ 7/1/93	31.5¢
CA	1959	0	3¢ 7/1/59, 3-7¢ 8/1/67, 7-10¢ 10/1/67, 10-35¢ 1/1/89, 35-37¢ 1/1/94	37¢
CO	1964	0	3¢ 7/1/64, 3-5¢ 6/1/65, 5-10¢ 7/1/73, 10-15¢ 7/1/77, 15-10¢ 7/1/78, 10-15¢ 11/1/83, 15-20¢ 7/1/86	20¢
CT	1935	3¢	3-4¢ 2/1/56, 4-3¢ 11/1/56, 3-5¢ 7/1/61, 5-6¢ 7/1/63, 6-8¢ 7/1/65, 8-16¢ 7/1/69, 16-21¢ 8/23/71, 21-26¢ 8/1/83, 26-40¢ 4/1/89, 40-45¢ 10/1/91, 45-47¢ 7/1/93, 47-50¢ 7/1/94	50¢
DE	1949	2¢	2-3¢ 10/1/53, 3-5¢ 11/1/61, 5-7¢ 8/1/65, 7-11¢ 7/1/69, 11-14¢ 8/1/71, 14-19¢ 8/1/90, 19-24¢ 1/1/91	24¢
DC	1949	1¢	1-2¢ 7/1/54, 2-3¢ 11/1/66, 3-4¢ 12/1/69, 4-6¢ 12/1/72, 6-10¢ 12/1/75, 10-13¢ 7/1/76, 13-17¢ 4/1/87, 17-30¢ 7/1/91, 30-50¢ 6/1/92, 50-65¢ 7/1/93	65¢
FL	1943	5¢	5-8¢ 7/1/63, 8-15¢ 4/1/68, 15-17¢ 7/1/71, 17-21¢ 7/1/77, 21-24¢ 7/1/86, 24-33.9¢ 7/1/90	33.9¢
GA	1923	5¢	5-3¢ 7/1/51, 3-5¢ 7/1/55, 5-8¢ 3/1/64, 8-12¢ 4/1/71	12¢
HI*	1939	2.9¢	2.9-3.9¢ 1/1/60, 3.9-8¢ 7/1/65 (Rate is 40% of wholesale price), 60¢ 7/1/93	60¢
ID	1945	3¢	3-4¢ 5/4/55, 4-5¢ 7/1/59, 5-6¢ 7/1/61, 6-7¢ 5/19/63, 7-9.1¢ 7/1/72, 9.1-18¢ 4/1/87, 18-28¢ 7/1/94	28¢
IL	1941	3¢	3-4¢ 8/1/59, 4-3¢ 6/8/60, 3-4¢ 5/1/61, 4-7¢ 8/1/65, 7-9¢ 8/1/67, 9-12¢ 8/1/69, 12-20¢ 12/1/85, 20-30¢ 7/1/89, 30-44¢ 7/1/93	44¢
IN	1947	3¢	3-4¢ 6/1/63, 4-6¢ 5/1/65, 6-10.5¢ 7/1/77, 10.5-15.5¢ 7/1/87	15.5¢
IA	1921	2¢	2-3¢ 7/1/53, 3-4¢ 7/4/59, 4-5¢ 7/4/63, 5-8¢ 7/1/65, 8-10¢ 8/1/67, 10-13¢ 3/13/71, 13-18¢ 7/1/81, 18-26¢ 10/1/85, 26-34¢ 3/1/88, 34-31¢ 6/1/89, 31-38¢ 6/1/91	36¢
KS	1927	3¢	3-4¢ 4/1/57, 4-6¢ 4/1/64, 6-8¢ 5/1/65, 8-11¢ 7/1/70, 11-16¢ 7/1/83, 16-24¢ 10/1/85	24¢
KY	1936	2¢	2-3¢ 7/1/54, 3-2.5¢ 7/1/60, 2.5-3¢ 7/1/70	3¢
LA	1926	8¢	8-11¢ 8/1/70, 11-16¢ 7/1/84, 16-20¢ 8/1/90	20¢
ME	1941	4¢	4-5¢ 7/1/55, 5-6¢ 7/1/61, 6-8¢ 7/1/65, 8-9¢ 7/1/67, 9-10¢ 11/1/67, 10-12¢ 6/1/69, 12-14¢ 7/1/71, 14-16¢ 7/1/74, 16-20¢ 9/22/83, 20-28¢ 10/1/85, 28-31¢ 10/1/89, 31-33¢ 1/1/91, 33-37¢ 7/1/91	37¢
MD	1958	0	3¢ 7/1/58, 3-6¢ 7/1/61, 6-10¢ 6/1/75, 10-13¢ 7/1/80, 13-16¢ 6/1/91, 16-36¢ 5/1/92	36¢
MA	1939	5¢	5-6¢ 7/29/58, 6-8¢ 1/1/65, 8-10¢ 3/3/66, 10-12¢ 6/2/69, 12-16¢ 5/1/71, 16-21¢ 7/1/75, 21-26¢ 7/1/83, 26-51¢ 1/1/93, 51-76¢ 10/1/96	76¢
MI	1947	3¢	3-5¢ 8/1/57, 5-6¢ 2/1/60, 6-5¢ 7/1/61, 5-7¢ 7/1/62, 7-11¢ 4/1/70, 11-21¢ 5/1/82, 21-25¢ 1/1/86, 25-75¢ 5/1/94	75¢
MN	1947	4¢	4-5.5¢ 8/1/59, 5.5-7¢ 7/1/61, 7-8¢ 5/21/63, 8-13¢ 5/30/69, 13-18¢ 10/31/71, 18-23¢ 7/1/85, 23-38¢ 6/1/87, 38-43¢ 6/1/91, 43-48¢ 7/1/92	48¢
MS	1930	4¢	4-5¢ 3/1/55, 5-6¢ 7/1/58, 6-8¢ 7/1/62, 8-9¢ 7/1/64, 9-11¢ 7/1/73, 11-18¢ 6/1/85	18¢
MO	1955	0	2¢ 1/1/56, 2-4¢ 5/1/61, 4-9¢ 7/15/69, 9-13¢ 8/13/82, 13-17¢ 10/1/93	17¢
MT	1947	2¢	2-4¢ 12/7/50, 4-5¢ 2/25/57, 5-8¢ 7/1/57, 8-12¢ 3/5/71, 12-16¢ 7/1/83, 16-18¢ 10/1/89, 18-19.2¢ 8/15/92, 19.26-18¢ 8/15/93	18¢

Source: The Tobacco Institute

51841 2378

Source: The Tobacco Institute

NE	1947	3c	3-4c 9/20/57; 4-6c 6/1/63; 6-8c 4/1/65; 8-13c 4/28/71; 13-14c 8/30/81; 14-18c 5/1/82, 18-23c 3/1/86, 23-27c 7/1/87, 27-34c 7/1/93	34c
NV	1947	3c	3-7c 7/1/61; 7-10c 7/1/69; 10-15c 7/1/83; 15-20c 7/1/87; 20-35c, 7/1/89	35c
NH	1939	2 5c	2 5-3c (15%) 7/1/51; 3 5-4 5c (21%) 7/1/65; 4 5-7c (30%) 7/1/67; 7-8 5c (34%) 7/1/70; 8 5-10 5c (42%) 7/1/71; 42% of retail price to 12c 7/1/75; 12-17c 8/15/83; 17-21c 7/1/89; 21-25c 2/20/90	25c
NJ	1948	3c	3-5c 4/1/56; 5-6c 1/6/61; 6-7c 5/23/61; 7-8c 6/1/63; 8-11c 6/16/66; 11-14c 6/4/68; 14-19c 5/16/72; 19-24c 6/18/82; 24-25c 7/1/83; 25-27c 7/1/87 (surtax escalator); 27-40c 7/1/90	40c
NM	1943	4c	4-5c 7/1/55; 5-8c 7/1/61; 8-12c 7/1/68; 12-15c 7/1/86; 15-21c 7/1/93	21c
NY	1939	3c	3-5c 4/1/59; 5-10c 4/1/65; 10-12c 6/1/68; 12-15c 2/1/72; 15-21c 4/1/83; 21-33c 5/1/89; 33-39c 6/1/90; 39-56c 6/1/93	56c
NC	1969	0	2c 10/1/69; 2-5c 8/1/91	5c
ND	1925	5c	5-6c 7/1/51; 6-7c 7/1/63; 7-8c 7/1/65; 8-11c 7/1/89; 11-12c 7/1/79; 12-18c 4/1/83; 18-27c 7/1/87; 27-30c 7/1/89; 30-29c 7/1/91; 29-44c 7/1/93	44c
OH	1931	2c	2-3c 3/1/56; 3-5c 6/1/59; 5-7c 9/1/67; 7-10c 8/19/69; 10-15c 12/20/71; 15-14c 11/15/81; 14-18c 7/15/87; 18-24c 1/1/93	24c
OK	1933	5c	5-7c 7/1/61; 7-8c 7/1/65; 8-13c 4/1/68; 13-18c 7/1/79; 18-23c 6/1/87	23c
OR	1966	0	4c 7/1/66; 4-9c 2/1/72; 9-16c 12/1/81; 16-19c 6/1/82; 19-27c 10/1/85; 27-28c 11/1/89; 28-33c 11/1/93; 33-38c 1/1/94; 38-68c 2/1/97	68c
PA	1935	4c	4-5c 10/1/55; 5-6c 6/1/59; 6-8c 6/1/63; 8-13c 10/16/67; 13-18c 1/15/70; 18-31c 8/19/91	31c
RI	1939	3c	3-5c 6/1/58; 5-6c 6/1/60; 6-8c 6/1/64; 8-13c 7/1/68; 13-18c 6/1/75; 18-23c 3/15/82; 23-23 4c 7/1/85; 23.4-25c 7/1/86; 25-27c 7/1/88; 27-37c 7/1/89; 37-44c 7/1/93; 44-56c 7/1/94; 56-61c 7/1/95	61c
SC	1923	5c	5-3c 7/1/51; 3-5c 7/1/59; 5-6c 7/1/69; 6-7c 7/1/77	7c
SD	1923	3c	3-3 25c 7/1/55; 3 25-5c 7/1/59; 5-6c 7/1/63; 6-8c 7/1/65; 8-12c 7/1/69; 12-14c 7/1/79; 14-15c 7/1/81; 15-23c 7/1/85; 23-33c 7/1/95	33c
TN	1925	3c	3-5c 4/2/51; 5-7c 6/1/63; 7-8c 6/1/67; 8-13c 6/1/69	13c
TX	1931	4c	4-5c 9/6/55; 5-8c 9/1/59; 8-11c 7/1/65; 11-15 5c 10/1/69; 15 5-18 5c 7/1/71; 18 5-19 5c 10/2/84; 19 5-20 5c 9/1/85; 20 5-26c 10/1/87; 26-41c 7/1/90	41c
UT	1923	2c	2-4c 2/19/54; 4-8c 7/1/63; 8-10c 7/1/79; 10 12c 7/1/82; 12 23c 4/27/87; 23-26 5c 7/1/91	26 5c
VT	1937	4c	4-5c 7/1/57; 5-7c 7/1/59; 7 8c 7/3/63; 8-10c 7/1/65; 10-12c 6/1/69; 12 17c 8/15/83; 17 18c 7/1/91; 18-19c 1/1/92; 19 20c 7/1/92; 20 44c 7/1/95	44c
VA	1960	0	3c 8/1/60; 3-2 5c 9/1/66	2 5c
WA	1935	4c	4-5c 5/1/55; 5-6c 6/1/59; 6-7c 4/15/61; 7-11c 6/1/65; 11-16c 6/1/71; 16-20c 7/1/81; 20-20 8c 5/1/82; 20 8-23c 8/1/82; 23-31c 4/1/86; 31-34c 6/1/89; 34-54c 7/1/93; 54-56 5c 7/1/94; 56 5-81 5c 7/1/95; 81 5-82 5c 7/1/96	82 5c
WV	1947	1c	1-4c 7/1/51; 4-5c 7/1/56; 5-6c 7/1/61; 6-7c 4/1/68; 7-12c 7/1/70; 12-17c 8/1/78	17c
WI	1939	3c	3-4c 7/1/55; 4-5c 7/1/57; 5-6c 9/1/61; 6-8c 8/15/63; 8-10c 8/1/65; 10-14c 9/1/69; 14-16c 11/5/71; 16-20c 8/1/81; 20-25c 5/1/82; 25-30c 9/1/87; 30-38c 5/1/92; 38-44c 9/1/95	44c
WY	1951	0	2c 7/1/51; 2-3c 7/1/57; 3-4c 7/1/59; 4-8c 7/1/67; 8-12c 7/1/69	12c

*Alaska became a state January 3, 1959; Hawaii, July 4, 1960.

Table 7
State Cigarette Tax Rates
(During fiscal years ending June 30)

State	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996**
AL	12¢	16¢*	16¢	16¢	16¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢	16.5¢
AK	8	8	8	8	8	8	16*	16	16	16	29	29	29	29	29	29	29
AZ	13	13	13	13	13	15	15	15	15	15	15	18*	18	18	18	58*	58*
AR	17.75	17.75	17.75	21*	21	21	21	21	21	21	21	21	22	34.5*	31.5	31.5	31.5
CA	10	10	10	10	10	10	10	10	10	35	35	35	35	35	37*	37	37
CO	10	10	10	10	15*	15	15*	20	20	20	20	20	20	20	20	20	20
CT	21	21	21	21	26*	26	26	26	26	40	40	40	45*	45	47	50	50
DE	14	14	14	14	14	14	14	14	14	14	14	24*	24	24	24	24	24
DC	13	13	13	13	13	13	13	17*	17	17	17	17	50*	50	65	65	65
FL	21	21	21	21	21	21	21*	24	24	24	24	33.9	33.9	33.9	33.9	33.9	33.9
GA	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12
HI	14†	15†	17†	21†	23†	24†	28†*	30*	33	33	38	43	48	52	60	60	60
ID	9.1	9.1	9.1	9.1	9.1	9.1	9.1	18*	18	18	18	18	18	18	18	28	28
IL	12	12	12	12	12	12	20*	20	20	20	30	30	30	30	44*	44	44
IN	10.5	10.5	10.5	10.5	10.5	10.5	10.5	10.5	15.5	15.5	15.5	15.5	15.5	15.5	15.5	15.5	15.5
IA	13	13	18	18	18	18	26*	26	34	31	31	36*	36	36	36	36	36
KS	11	11	11	11	16	16	24*	24	24	24	24	24	24	24	24	24	24
KY	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
LA	11	11	11	11	11	16	16	16	16	16	16	20*	20	20	20	20	20
ME	16	16	16	16	20*	20	28*	28	28	28	31	33*	37	37	37	37	37
MD	10	13	13	13	13	13	13	13	13	13	13	16*	36*	36	36	36	36
MA	21	21	21	21	25*	26	26	26	26	26	26	26	26	51*	51	51	51
MI	11	11	21*	21	21	21	21	21	25	25	25	25	25	25	75*	75	75
MN	18	18	18	18	18	18	23	38*	38	38	38	43	43	48	48	48	48
MS	11	11	11	11	11	18*	18	18	18	18	18	18	18	18	18	18	18
MO	9	9	9	13*	13	13	13	13	13	13	13	13	13	13	17*	17	17
MT	12	12	12	12	16	16	16	16	16	16	18	18	18	19.26*	18*	18	18
NE	13	13	18*	18	18	18	23*	23	27	27	27	27	27	27	34	34	34
NV	10	10	10	10	15	15	15	15	20	20	35	35	35	35	35	35	35
NH	17	12	12	12	17*	17	17	17	17	17	21	25	25	25	25	25	25
NJ	19	19	24*	24	25	25	25	25	27	27	27	40	40	40	40	40	40
NM	12	12	12	12	12	12	12*	15	15	15	15	15	15	15	21	21	21
NY	15	15	15	21*	21	21	21	21	21	33	39	39	39	56*	56	56	56
NC	2	2	2	2	2	2	2	2	2	2	2	2	5*	5	5	5	5
ND	12	12	12	18*	18	18	18	18	27	27	30	30	29	29	44	44	44
OH	15	15	14*	14	14	14	14	14	18	18	18	18	18	24*	24	24	24
OK	18	18	18	18	18	18	18	23*	23	23	23	23	23	23	23	23	73
OR	9	9	19*	19	19	19	27*	27	27	27	28	28	28	28	38	38	38
PA	18	18	18	18	18	18	18	18	18	18	18	18	31*	31*	31	31	31
RI	18	18	23	23	23	23	23.4*	25	25	27	37	37	37	37	56	56	61
SC	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
SD	14	14	15	15	15	15	23	23	23	23	23	23	23	23	23	23	33
TN	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13
TX	18.5	18.5	18.5	18.5	18.5	19.5	20.5*	20.5	26	26	26	41	41	41	41	41	41
UT	10	10	10	12*	12	12	12	23*	23	23	23	23	26.5	26.5	26.5	26.5	26.5
VT	12	12	12	12	17*	17	17	17	17	17	17	17	19*	20	20	20	44
VA	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
WA	16	16	20.8*	23*	23	23	31*	31	31	34	34	34	34	34	56.5	56.5	81.5
WV	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17
WI	16	16	25*	25	25	25	25	25	30	30	30	30	38*	38	38	38	44
WY	8	8	8	8	8	8	8	8	8	8	12	12	12	12	12	12	12

* Indicates that the rate change shown became effective after the beginning of the fiscal year.

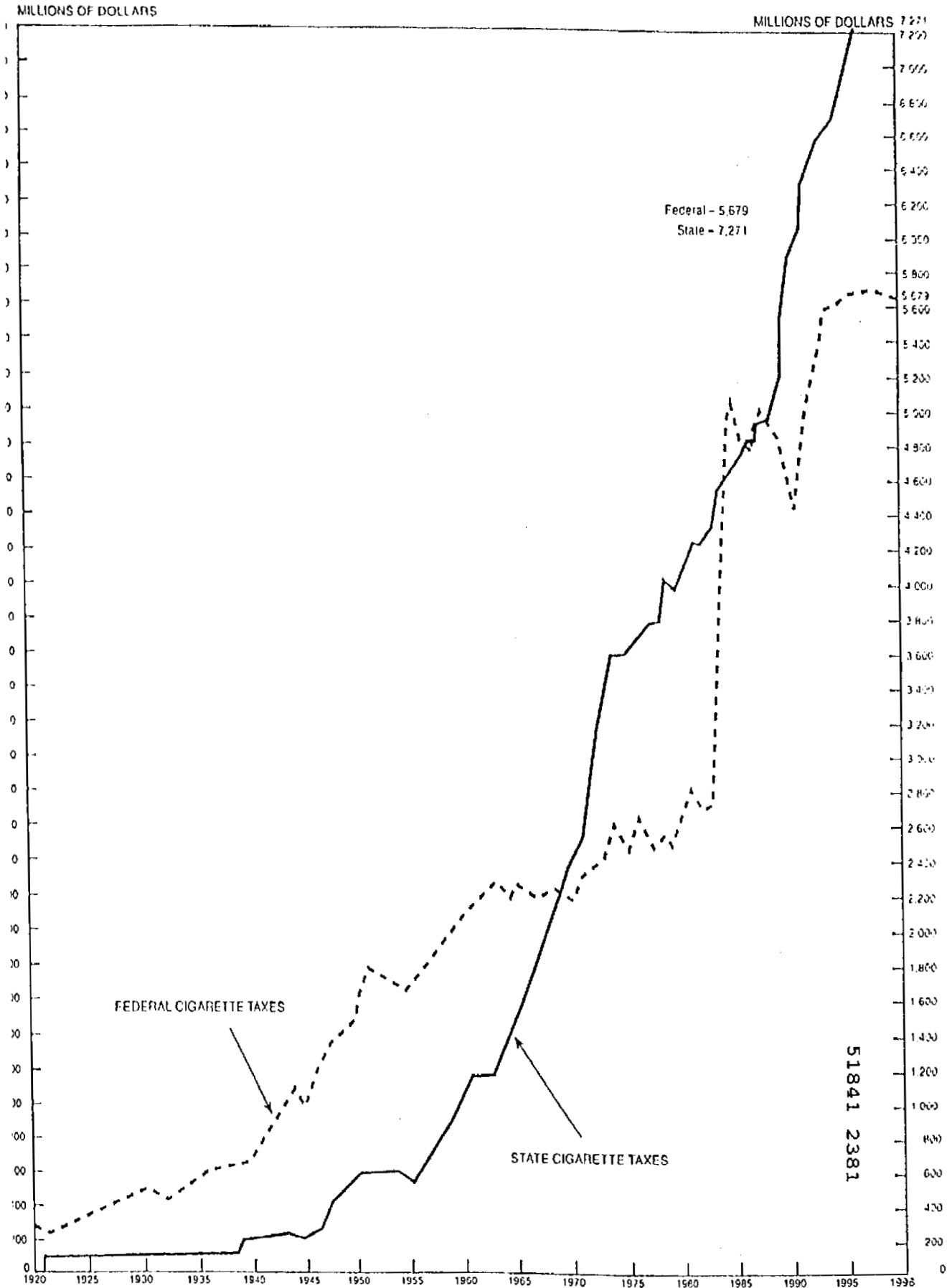
** For rates as of January 1, 1996 see Table 5.

† Hawaii tax was 40% of wholesale price until July 1, 1993. New Hampshire tax was 42% of retail price until July 1, 1975.

51841 2380

Source: The Tobacco Institute

Mounting Burden of Federal and State Cigarette Taxes 1920-1996



Source: The Tobacco Institute

Table 8
Gross State Cigarette Taxes
(in thousands of dollars)
(During fiscal years ending June 30)

State	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
AL	55,701	72,853	74,642	73,371	72,144	76,694	77,175	77,098	76,529	74,959
AK	4,351	4,607	4,888	5,148	5,341	5,395	8,191	9,503	8,865	8,130
AZ	40,388	40,211	41,240	41,323	42,048	49,915	51,272	51,756	52,761	50,497
AR	50,989	52,216	51,931	54,617	60,611	62,734	62,156	61,659	61,768	60,170
CA	272,774	280,626	279,205	273,943	265,535	265,403	261,213	256,877	251,614	503,985
CO	36,311	38,656	38,705	38,157	49,528	54,369	53,052	66,973	63,321	59,822
CT	77,161	75,961	75,483	75,564	90,454	90,922	89,483	90,031	88,352	97,623
DE	12,261	12,714	12,904	12,605	12,278	12,518	12,569	12,442	12,472	12,115
DC	11,007	10,873	10,782	10,260	9,987	9,874	9,500	9,595	10,930	10,717
FL	258,648	271,618	281,771	278,995	283,263	291,172	295,578	351,728	350,160	341,991
GA	81,529	85,550	88,890	86,121	86,490	90,163	91,320	91,905	92,494	89,778
HI	11,447	12,388	12,586	15,803	17,853	17,552	17,704	17,141	19,018	21,837
ID	9,483	9,802	9,731	9,777	9,462	9,320	8,854	10,968	15,764	14,427
IL	181,085	181,080	176,286	175,103	170,458	167,493	201,810	252,288	250,858	244,119
IN	83,311	85,609	84,807	82,149	79,979	78,908	79,546	78,617	115,682	112,344
IA	47,076	50,394	61,227	60,490	59,083	58,018	72,025	77,093	81,689	91,397
KS	33,131	34,323	34,300	33,792	45,064	45,328	58,286	62,375	61,770	57,951
KY	22,777	23,029	23,140	22,127	20,623	20,623	20,115	19,445	19,591	19,426
LA	63,702	66,589	68,166	64,133	63,388	89,978	86,910	84,506	79,800	73,705
ME	24,785	25,000	25,293	24,601	29,456	29,800	38,662	41,130	41,715	41,291
MD	54,574	75,154	72,778	71,076	68,942	69,425	69,874	68,784	68,217	66,114
MA	146,022	148,438	148,323	145,413	173,429	176,875	175,333	173,007	170,898	160,320
MI	142,473	142,017	147,003	245,417	245,818	243,993	241,805	236,118	252,492	272,167
MN	86,084	88,627	87,997	84,999	83,118	85,288	101,057	113,133	153,560	151,765
MS	33,609	34,742	35,020	34,308	33,262	35,094	54,071	52,453	52,498	51,984
MO	62,263	62,180	62,122	80,704	84,351	84,761	84,312	85,255	85,700	83,125
MT	11,504	11,436	11,649	10,930	13,072	13,712	12,943	12,411	11,647	11,398
NE	23,791	23,878	26,594	31,636	31,069	30,639	32,372	37,825	40,487	40,792
NV	12,536	13,794	14,012	14,092	17,606	20,321	20,285	20,932	28,020	29,526
NH	26,373	27,123	26,934	26,583	34,316	33,552	33,639	32,327	32,515	32,082
NJ	173,132	178,888	178,853	216,604	220,420	220,409	218,338	212,502	225,407	216,937
NM	15,288	16,073	15,542	15,700	15,118	15,319	15,317	18,219	17,793	17,172
NY	337,733	342,554	339,178	362,161	446,661	437,593	427,738	411,610	403,093	417,597
NC	21,060	21,069	21,308	20,429	19,661	19,426	19,313	18,972	18,974	18,328
ND	9,687	9,848	10,009	10,593	13,532	12,859	12,309	11,627	17,050	15,624
OH	214,864	215,017	207,814	196,422	191,666	191,793	190,198	188,898	236,811	232,561
OK	73,477	78,232	82,013	80,060	77,128	74,876	71,023	69,662	79,680	74,548
OR	33,324	33,907	46,988	62,693	49,240	60,663	75,012	79,657	80,000	79,269
PA	281,805	267,388	263,486	267,582	247,380	249,415	243,253	240,627	237,862	232,241
RI	24,958	25,779	27,315	29,932	30,046	29,750	30,980	30,137	34,147	34,452
SC	28,389	29,722	30,152	29,392	29,420	29,421	29,522	30,094	30,114	29,861
SD	11,053	11,176	11,615	11,381	11,191	11,167	15,673	15,849	15,261	14,527
TN	74,255	77,076	78,809	78,010	76,742	79,593	79,745	81,358	79,785	79,845
TX	321,154	339,554	358,491	357,380	344,699	360,500	373,507	355,496	399,060	410,282
UT	10,381	11,333	11,176	12,863	13,071	13,412	12,919	14,969	21,656	22,551
VT	9,635	10,047	10,048	9,521	12,568	12,993	11,932	11,726	12,041	11,431
VA	19,350	20,035	20,004	19,613	19,099	19,149	19,370	19,232	19,242	18,516
WA	63,680	74,445	90,552	99,088	95,850	97,277	103,773	125,013	124,502	124,801
WV	39,103	39,947	39,766	38,299	37,546	36,584	36,898	35,963	35,897	33,936
WI	89,273	90,783	110,331	127,739	126,571	128,653	126,913	128,817	147,667	146,000
WY	5,691	6,146	6,208	5,671	5,336	5,178	5,071	4,562	4,577	4,373
Total	3,814,437	3,960,507	4,046,069	4,234,372	4,340,973	4,425,836	4,539,916	4,659,916	4,891,806	5,120,588

Source: The Tobacco Institute

51841 2382

Table 8
Gross State Cigarette Taxes
(in thousands of dollars)
(During fiscal years ending June 30)

State	1990	1991	1992	1993	1994	1995	1996
AL	74,656	73,585	73,149	72,619	72,324	70,450	70,950
AK	13,450	16,378	15,812	15,321	15,548	15,752	15,908
AZ	47,367	52,400	53,152	54,098	54,393	109,614	171,623
AR	57,859	57,851	65,362	72,197	81,346	86,743	85,979
CA	777,806	729,532	717,362	673,194	653,545	662,551	644,499
CO	58,895	59,892	58,654	58,885	60,025	61,736	61,731
CT	119,516	114,506	120,786	117,495	119,272	129,752	124,389
DE	11,701	17,463	19,489	20,004	20,705	21,475	21,924
DC	8,916	8,439	14,272	20,611	21,412	21,623	20,596
FL	330,390	443,173	430,165	427,857	428,232	447,593	439,058
GA	86,697	85,503	85,101	86,596	86,833	82,956	87,808
HI	21,051	25,656	26,477	28,572	30,019	32,379	36,741
ID	16,119	14,696	15,203	15,739	17,131	24,428	24,946
IL	323,697	323,399	323,100	315,010	412,689	430,355	424,160
IN	111,470	114,707	110,491	109,194	111,200	120,669	120,986
IA	84,199	84,143	94,916	92,518	93,475	95,081	96,052
KS	54,911	55,637	53,617	53,792	54,036	54,600	54,477
KY	20,658	18,847	18,538	18,542	18,858	19,968	20,624
LA	72,032	87,348	91,292	89,290	89,130	90,985	93,307
ME	42,774	43,873	52,676	49,749	46,856	46,954	45,978
MD	62,332	62,625	84,839	141,618	141,772	138,113	135,900
MA	152,641	146,850	142,123	189,892	237,548	236,881	230,341
MI	267,058	257,166	251,217	246,198	277,844	590,693	592,743
MN	149,613	146,789	159,105	174,012	173,788	179,311	177,531
MS	48,814	48,919	48,171	48,875	49,447	51,134	51,647
MO	80,659	80,391	82,066	81,556	98,703	111,082	112,492
MT	12,262	11,889	12,453	13,191	12,852	14,227	13,646
NE	39,082	39,469	38,702	38,832	46,309	48,521	47,705
NV	48,131	50,229	47,894	46,349	47,907	49,960	51,189
NH	37,639	40,860	40,608	41,940	43,658	44,765	45,122
NJ	206,978	269,551	269,134	257,518	251,644	256,148	251,487
NM	16,304	16,083	16,441	15,878	22,387	22,995	23,190
NY	562,760	611,041	582,519	561,062	729,191	719,824	674,204
NC	17,856	17,760	39,908	43,394	38,183	44,172	46,226
ND	16,111	16,259	13,509	15,301	21,799	22,544	22,692
OH	226,507	221,408	219,655	247,491	284,469	298,211	287,335
OK	67,464	63,468	62,351	62,438	65,233	66,745	66,891
OR	78,590	80,242	81,759	80,241	95,850	111,256	104,374
PA	222,847	225,826	338,770	352,269	356,174	358,574	351,016
RI	37,350	39,066	37,347	35,129	40,883	50,164	53,122
SC	29,141	29,953	27,846	28,402	27,996	28,994	26,468
SD	14,679	14,724	14,943	14,685	15,303	16,274	22,456
TN	78,338	76,944	77,135	77,029	77,049	84,828	80,885
TX	389,745	552,917	543,222	572,602	563,276	559,696	569,080
UT	21,106	21,395	24,805	25,898	26,167	25,812	27,788
VT	11,769	11,678	13,307	13,274	13,764	14,262	26,267
VA	17,979	17,085	16,947	16,504	16,707	17,392	17,432
WA	131,525	132,644	136,586	133,870	196,442	201,140	257,245
WV	33,910	33,678	29,666	34,588	31,604	35,763	35,120
WI	140,767	140,746	149,382	170,282	177,393	180,498	202,005
WY	5,701	5,878	5,971	5,842	6,033	6,445	6,344
Total	5,559,822	5,910,588	6,047,795	6,177,423	6,674,977	7,212,086	7,271,679

51841 2383

Source: The Tobacco Institute

Table 9
Net State Cigarette Tax Collections
(in thousands of dollars)
(During fiscal years ending June 30)

State	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
AL	51,603	67,460	68,429	68,278	67,297	70,456	71,199	69,365	70,790	69,337
AK	4,307	4,561	4,840	5,096	5,288	5,341	8,109	9,408	8,776	8,049
AZ	39,386	39,246	40,207	40,293	40,953	48,683	50,005	50,470	49,635	49,671
AR	49,051	50,232	49,958	52,541	58,308	60,153	59,788	59,401	59,776	58,403
CA	270,447	278,234	276,821	271,608	263,262	263,133	258,975	254,675	249,414	499,449
CO	34,859	37,110	37,157	36,631	47,546	52,194	50,929	64,294	60,788	57,429
CT	76,390	75,203	74,730	74,812	89,552	90,013	88,588	89,134	87,472	96,647
DE	11,999	12,441	12,628	12,356	12,015	12,251	12,300	12,172	12,206	11,856
DC	10,785	10,654	10,565	10,192	9,802	9,619	9,299	9,438	9,144	8,356
FL	253,475	266,186	276,135	273,415	277,610	285,364	289,692	344,693	343,156	335,151
GA	79,083	82,993	84,284	83,537	83,895	87,448	88,580	89,148	89,719	87,084
HI	11,447	12,388	12,586	15,803	17,853	17,552	17,704	17,141	19,018	21,837
ID	9,016	9,331	9,244	9,289	8,989	8,855	8,412	10,538	12,639	13,706
IL	179,069	179,124	174,390	173,232	168,616	165,704	199,964	248,210	246,778	241,190
IN	79,983	82,189	81,419	78,869	76,784	75,757	76,365	75,476	111,055	107,876
IA	45,665	48,885	60,013	59,283	57,744	57,989	70,540	75,550	80,055	89,569
KS	32,054	33,209	33,122	32,697	43,852	44,152	56,514	60,896	60,264	56,415
KY	21,487	21,726	21,830	20,146	18,748	18,748	18,287	17,678	17,810	17,660
LA	59,880	62,594	64,085	60,359	60,437	79,205	81,696	79,690	75,173	69,283
ME	24,166	24,376	24,601	23,988	28,601	29,158	37,719	40,114	40,673	40,127
MO	52,800	72,711	70,413	68,765	66,701	69,168	67,603	66,548	66,000	63,965
MA	144,173	146,558	146,443	143,570	171,646	174,930	173,263	170,811	168,880	158,423
MI	141,049	140,485	145,533	242,963	243,360	241,553	239,387	233,756	249,967	269,445
MN	84,629	86,198	86,286	83,418	81,688	83,688	97,635	111,511	152,079	150,355
MS	30,629	31,625	31,779	31,242	30,299	34,304	49,540	48,130	49,115	47,199
MO	61,018	60,936	60,879	78,171	81,820	82,219	81,783	82,698	83,129	80,631
MT	11,159	11,093	11,300	10,602	12,652	13,256	12,514	11,999	11,284	10,095
NE	27,601	22,684	25,265	30,054	29,516	29,107	30,872	36,312	38,838	39,405
NV	12,037	13,236	13,454	13,531	16,904	19,345	19,488	20,096	26,898	28,345
NH	25,742	26,481	26,302	25,958	33,528	32,770	32,869	31,597	31,754	31,437
NJ	171,278	175,357	175,732	209,706	218,589	217,680	215,905	210,817	223,517	212,942
NM	14,784	15,559	15,043	15,203	14,624	14,811	14,804	17,647	17,231	16,646
NY	333,620	338,421	335,110	358,206	442,866	430,895	424,096	409,058	399,636	414,438
NC	17,990	17,997	18,201	17,452	16,801	16,603	16,515	16,218	16,223	15,666
ND	9,395	9,483	9,440	10,188	12,855	12,216	11,694	11,046	16,017	14,843
OH	208,197	211,209	201,095	189,899	185,283	185,464	183,849	183,849	228,766	224,654
OK	70,538	75,102	78,733	76,850	74,047	71,881	68,183	66,877	76,491	71,566
OR	32,706	33,278	46,389	62,142	48,607	59,939	74,346	79,003	79,345	78,613
PA	251,542	254,779	253,900	257,680	237,965	244,610	238,100	235,619	235,082	230,322
RI	24,585	25,393	26,730	29,486	29,597	29,305	30,517	29,635	33,635	31,965
SC	26,970	28,264	28,697	28,010	27,989	27,979	28,073	28,607	28,632	28,232
SD	10,418	10,554	10,974	10,634	10,508	10,466	14,738	14,877	14,282	13,598
TN	72,570	75,346	77,051	76,277	75,025	77,819	77,972	79,549	78,940	78,035
TX	310,508	325,392	331,126	341,606	332,109	347,500	358,783	341,207	384,281	399,302
UT	9,823	10,880	10,721	12,689	12,549	12,876	12,403	14,370	20,790	21,649
VT	9,327	9,726	9,727	9,216	12,279	12,701	11,610	11,409	11,716	11,123
VA	17,283	17,866	17,838	17,479	16,995	17,248	17,238	17,112	17,016	16,679
WA	62,945	73,588	89,724	98,288	95,073	96,499	103,011	124,274	122,870	123,223
WV	37,520	38,349	38,175	36,767	36,045	35,120	35,422	34,524	34,449	32,579
WI	87,106	88,219	107,263	124,046	122,762	125,677	121,428	125,082	143,168	141,353
WY	5,323	5,727	5,810	5,300	5,148	4,867	4,766	4,288	4,302	4,111
Total	3,714,417	3,850,631	3,922,180	4,117,825	4,232,982	4,314,268	4,422,062	4,545,529	4,768,674	4,995,848

Source: The Tobacco Institute

51841 2384

Table 9
Net State Cigarette Tax Collections
(in thousands of dollars)
(During fiscal years ending June 30)

State	1990	1991	1992	1993	1994	1995	1996
AL	69,443	67,030	66,090	66,528	66,012	67,837	67,591
AK	13,316	16,214	15,705	15,167	15,462	15,594	15,748
AZ	46,193	51,098	51,802	52,871	52,280	107,457	168,113
AR	56,661	55,652	60,020	69,455	78,256	83,447	82,712
CA	771,215	722,213	711,276	667,479	647,993	656,923	639,030
CO	56,539	57,497	56,308	56,510	57,624	59,267	59,262
CT	118,320	113,362	119,579	116,320	118,080	128,242	123,588
DE	11,451	16,959	19,166	19,772	20,469	21,228	21,733
DC	8,738	8,068	14,101	20,006	20,984	21,191	20,185
FL	323,782	436,906	424,082	419,300	422,155	441,258	430,811
GA	84,095	82,938	82,548	82,843	82,630	77,004	84,376
HI	21,051	25,656	26,477	28,572	30,019	32,379	36,741
ID	14,237	14,680	14,601	14,990	16,275	23,206	23,698
IL	318,506	318,178	318,600	309,944	406,129	423,573	411,742
IN	107,012	108,270	106,072	104,828	106,752	115,844	166,148
IA	82,515	83,067	93,018	90,670	91,607	93,179	94,134
KS	55,437	53,603	52,008	52,663	52,605	53,153	53,034
KY	18,780	17,134	16,789	16,823	17,570	18,155	18,615
LA	67,781	82,430	85,200	83,253	82,703	84,822	86,225
ME	42,061	43,013	52,132	49,103	42,801	43,918	44,989
MD	60,307	60,624	82,681	139,692	139,843	136,234	134,052
MA	150,835	145,120	140,441	188,325	236,112	235,450	228,950
MI	266,387	254,595	248,704	243,737	275,345	584,759	587,408
MN	145,992	133,789	156,718	172,747	172,746	177,036	177,243
MS	45,125	44,171	45,040	45,714	46,233	47,792	48,318
MO	78,244	77,985	79,607	79,111	95,458	107,754	109,135
MT	11,862	11,522	12,068	12,876	12,318	13,847	13,186
NE	37,753	38,127	37,386	37,512	44,734	46,871	46,083
NV	46,205	48,258	46,459	45,410	46,471	48,462	50,336
NH	37,639	40,860	40,608	40,466	42,672	44,765	45,122
NJ	203,285	201,992	268,603	255,942	251,644	252,726	248,336
NM	15,817	14,592	15,939	15,714	21,795	22,345	22,593
NY	551,885	605,466	577,107	556,062	720,515	710,976	666,026
NC	15,263	15,178	37,403	40,869	35,960	42,848	44,377
ND	15,445	15,628	13,375	15,272	21,769	22,517	22,668
OH	218,806	213,840	212,186	238,568	274,228	287,508	276,991
OK	64,775	61,054	59,861	61,696	62,624	64,435	64,725
OR	77,953	79,578	81,092	79,630	95,224	110,062	103,677
PA	223,828	219,721	330,597	349,345	346,979	347,520	346,800
RI	36,800	38,674	36,615	34,690	40,377	49,537	52,458
SC	27,701	28,456	26,454	27,567	26,663	27,613	25,208
SD	13,676	13,742	13,952	13,658	14,547	15,200	21,342
TN	76,380	75,396	75,572	75,520	76,612	83,343	79,259
TX	379,028	542,829	531,947	548,340	534,191	534,117	548,764
UT	20,262	20,539	24,281	23,853	25,120	25,331	25,556
VT	11,451	11,363	12,948	12,969	13,392	13,877	25,558
VA	16,174	15,376	15,151	14,854	15,172	15,811	15,950
WA	129,973	131,217	135,376	132,383	194,993	197,930	255,997
WV	32,554	33,569	28,440	33,024	30,340	34,332	33,668
WI	136,195	136,539	146,394	166,876	173,845	176,888	197,965
WY	5,359	5,525	5,613	5,491	5,671	6,058	5,964
Total	5,440,092	5,769,306	5,924,192	6,045,020	6,522,004	7,051,621	7,122,190

51841 2385

Source: The Tobacco Institute

Table 10
State Tax-Paid Cigarette Sales
(in millions of packs)
(During fiscal years ending June 30)

State	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
AL	464.2	465.2	466.5	458.6	450.9	462.8	467.7	465.2	463.8	440.1
AK	54.4	57.6	61.1	64.3	66.8	67.4	65.2	59.4	43.6	50.8
AZ	310.7	309.3	317.2	317.9	323.4	332.8	341.8	345.0	351.7	343.8
AR	287.3	294.2	292.6	293.2	289.3	299.1	297.7	293.6	294.1	288.1
CA	2,727.7	2,806.3	2,792.0	2,739.4	2,655.3	2,654.0	2,612.1	2,568.8	2,516.1	2,352.5
CO	363.1	386.6	387.1	381.6	381.1	362.5	353.7	334.9	316.6	299.1
CT	367.4	361.7	359.4	359.8	352.4	349.8	344.2	346.3	339.8	328.4
DE	87.6	90.8	92.2	90.0	87.6	88.9	88.4	87.6	88.1	86.1
DC	85.1	84.1	83.3	78.6	77.0	75.5	73.1	70.2	65.7	63.1
FL	1,231.7	1,293.4	1,341.8	1,328.5	1,348.9	1,387.0	1,407.5	1,430.6	1,453.1	1,423.1
GA	685.6	719.8	731.4	725.1	729.7	758.7	770.2	774.8	781.3	754.1
HI	81.8	82.6	76.2	79.5	78.2	73.4	64.5	58.6	60.5	63.4
ID	104.2	107.7	106.9	107.4	104.0	102.4	97.3	97.8	87.4	80.4
IL	1,517.8	1,518.5	1,497.8	1,463.9	1,427.2	1,404.7	1,361.9	1,275.3	1,254.2	1,220.6
IN	793.4	815.3	807.7	782.4	761.7	751.5	757.6	748.7	746.3	741.8
IA	361.8	387.2	336.8	335.7	326.3	321.9	300.9	297.6	286.7	268.8
KS	301.2	312.0	311.8	307.2	295.7	283.3	267.7	259.9	257.6	242.2
KY	759.2	767.6	771.3	737.6	687.4	687.4	670.5	648.2	635.0	647.5
LA	579.1	605.4	619.7	583.0	576.3	562.4	543.2	528.2	501.0	462.9
ME	154.9	156.2	158.1	153.4	156.4	149.0	138.5	146.9	149.0	147.5
MD	545.7	578.1	559.8	546.7	530.3	534.0	535.1	529.1	524.9	508.6
MA	695.3	706.8	706.3	692.4	668.7	680.3	674.4	665.4	657.3	616.6
MI	1,295.2	1,291.1	1,263.7	1,168.7	1,170.6	1,161.9	1,151.5	1,124.4	1,122.0	1,088.6
MN	477.8	492.4	488.9	467.7	461.8	472.5	439.4	459.6	404.1	399.5
MS	305.5	315.8	318.4	311.9	303.3	302.9	295.8	291.3	291.7	288.8
MO	691.8	690.9	690.2	663.8	648.9	652.0	648.6	655.8	659.2	639.3
MT	95.9	95.3	97.1	91.1	90.6	85.7	80.9	76.7	72.5	70.7
NE	183.0	183.7	184.7	175.8	172.6	170.2	165.7	164.4	150.2	151.0
NV	124.8	134.7	139.5	140.2	123.6	135.0	132.6	139.0	145.7	147.5
NH	219.8	226.0	224.5	221.5	209.6	197.4	195.4	195.2	191.3	188.4
NJ	911.2	941.5	934.9	902.5	881.7	881.6	873.4	850.0	833.1	799.5
NM	127.4	133.9	129.5	130.8	126.0	127.7	127.7	121.4	118.5	114.5
NY	2,251.6	2,283.9	2,261.2	2,200.7	2,115.8	2,075.9	2,025.5	1,955.7	1,908.3	1,804.1
NC	1,053.0	1,053.4	1,065.4	1,021.5	983.0	971.3	965.7	948.6	943.6	912.9
ND	81.3	82.1	83.4	80.1	75.2	71.4	68.4	64.6	60.5	57.7
OH	1,432.4	1,433.4	1,444.6	1,403.0	1,369.0	1,369.9	1,358.6	1,350.1	1,326.1	1,292.0
OK	409.4	434.6	455.6	444.8	428.5	416.0	394.6	379.7	346.4	323.3
OR	370.3	376.7	358.7	330.0	315.7	319.3	300.8	295.0	296.3	293.6
PA	1,454.5	1,485.5	1,463.8	1,486.6	1,374.3	1,385.6	1,351.4	1,326.7	1,287.9	1,290.2
RI	138.7	143.2	139.4	130.1	130.6	128.4	132.0	120.6	136.6	120.2
SC	405.6	424.6	430.7	419.9	419.9	420.3	423.7	429.9	430.2	429.8
SD	79.0	79.8	77.5	75.9	74.6	74.4	68.8	68.9	66.3	63.1
TN	571.2	592.9	606.2	600.1	590.3	612.3	612.9	625.8	613.7	617.0
TX	1,736.0	1,835.4	1,937.8	1,931.8	1,863.2	1,873.3	1,845.9	1,734.1	1,630.1	1,598.0
UT	102.3	113.3	111.8	107.2	108.9	111.8	107.7	115.0	94.2	98.0
VT	79.7	83.7	83.7	79.3	76.3	77.0	70.2	69.0	70.8	67.2
VA	774.0	801.4	800.1	794.7	764.0	766.0	774.8	769.3	769.7	740.6
WA	398.0	465.3	449.7	434.6	418.0	423.5	415.4	403.3	401.3	398.5
WV	229.7	235.0	233.9	225.3	220.9	215.2	217.0	211.5	211.2	199.6
WI	555.1	564.3	548.2	506.7	503.5	512.2	503.6	510.6	496.2	488.6
WY	71.1	76.8	77.6	70.9	66.7	64.7	63.4	57.0	57.2	54.6
Total	29,184.3	29,979.9	29,978.1	29,243.4	28,461.7	28,464.2	28,044.2	27,547.3	27,026.7	26,165.9

Source: The Tobacco Institute

51841 2386

Table 10
State Tax-Paid Cigarette Sales
 (in millions of packs)
 (During fiscal years ending June 30)

State	1990	1991	1992	1993	1994	1995	1996
AL	452.4	437.8	442.5	440.1	437.8	430.9	429.9
AK	53.9	56.5	54.7	52.8	53.6	54.3	54.9
AZ	315.7	303.8	295.3	300.5	302.2	309.9	295.9
AR	275.5	275.6	297.1	268.4	258.2	275.4	272.9
CA	2,222.3	2,084.3	2,049.6	1,923.4	1,812.2	1,790.7	1,741.9
CO	294.5	299.4	293.2	294.3	300.1	308.7	308.7
CT	298.7	286.2	275.9	261.1	253.7	259.5	248.8
DE	83.2	79.9	80.7	83.3	86.2	89.4	91.4
DC	52.4	49.6	49.9	41.1	32.3	33.3	31.7
FL	1,376.6	1,297.4	1,268.1	1,279.2	1,263.1	1,320.3	1,295.2
GA	732.9	722.2	719.2	719.4	723.4	700.7	732.6
HI	54.0	61.3	57.5	58.7	50.3*	54.0	61.1
ID	92.4	86.2	85.8	87.4	95.2	87.2	84.6
IL	1,098.9	1,099.8	1,085.3	1,083.4	986.9	989.6	963.6
IN	718.7	707.9	712.6	704.5	717.4	777.6	780.6
IA	271.5	268.9	263.6	256.2	259.4	262.5	266.4
KS	236.8	228.6	224.2	223.9	223.4	229.6	227.2
KY	683.6	628.3	617.9	618.1	630.1	665.6	687.7
LA	453.3	451.0	456.5	446.8	446.2	455.2	462.0
ME	141.5	143.7	142.1	134.3	126.7	126.8	123.7
MD	479.6	472.7	444.2	400.2	397.3	389.2	377.5
MA	587.1	568.8	546.6	508.2	465.8	464.5	451.6
MI	1,058.3	1,028.7	1,003.1	992.9	1,059.2	786.2	788.8
MN	392.5	380.2	369.7	359.9	371.5	382.0	374.8
MS	271.6	271.8	267.6	271.5	274.7	284.1	286.9
MO	620.1	616.6	629.4	625.6	619.2	652.0	657.8
MT	69.5	66.0	69.0	68.5	70.6	75.7	75.4
NE	144.7	145.9	143.1	143.8	136.3	142.7	140.3
NV	146.9	143.6	136.8	134.4	136.9	142.7	150.4
NH	171.7	163.1	162.0	167.8	175.8	179.1	180.6
NJ	763.9	673.6	672.8	644.1	637.4	640.2	627.0
NM	108.8	107.3	109.6	105.9	106.5	108.8	109.9
NY	1,689.9	1,561.3	1,489.1	1,413.5	1,300.9	1,285.4	1,197.6
NC	876.1	880.0	861.9	867.9	763.7**	873.3	924.5
ND	52.9	54.1	47.3	52.8	51.4	51.2	51.6
OH	1,258.3	1,230.0	1,220.3	1,182.8	1,185.3	1,242.5	1,197.2
OK	293.3	275.9	271.1	271.1	331.0***	354.9	362.5
OR	282.4	286.5	290.8	282.5	281.2	289.5	294.3
PA	1,219.8	1,220.6	1,146.0	1,128.5	1,141.4	1,152	1,125.7
RI	101.1	104.5	101.0	94.9	93.0	91.6	87.1
SC	416.3	427.9	397.8	405.7	399.9	399.9	378.1
SD	63.8	64.0	64.8	63.8	66.5	70.8	66.8
TN	602.6	591.8	593.6	592.5	589.3	641.1	621.9
TX	1,449.0	1,363.9	1,324.9	1,396.6	1,373.8	1,365.1	1,387.9
UT	91.7	93.0	95.7	97.7	98.7	97.4	104.4
VT	69.2	68.6	71.9	66.0	68.8	71.3	59.7
VA	719.2	683.4	677.9	660.2	674.3	695.7	689.5
WA	385.9	387.8	399.8	391.5	363.8	355.9	313.1
WV	199.8	198.1	174.4	203.4	185.9	210.4	205.6
WI	453.2	469.1	472.9	448.1	466.8	475.0	471.0
WY	47.5	48.9	49.8	48.7	50.3	53.7	52.9
Total	24,994.3	24,221.2	23,783.2	23,368.5	22,995.6	23,245.2	22,973.1

* Due to conversion to new tax system, FY 1994 OTP sales share was distorted. Figure above estimated on basis of more normal 1994 cigarette share of tobacco revenues.

** North Carolina sales are significantly lower in FY 1994 due to shift to new tax system. Abnormally large refunds and other accounting changes make sales appear smaller.

*** Oklahoma tax reported sales are significantly higher in FY 1994 due to new tax on tribal sales.

51841 2387

Source: The Tobacco Institute

Table 11
Tax-Paid Per Capita Sales
 (in number of packs)
 (During fiscal years ending June 30)

State	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
AL	123.2	119.6	119.1	116.3	113.0	114.5	116.3	114.0	112.1	105.6
AK	134.0	144.0	148.3	146.9	133.6	128.9	126.3	110.4	80.0	94.4
AZ	126.8	113.8	113.5	111.1	107.1	107.1	107.9	106.1	102.2	96.8
AR	131.8	128.7	127.4	128.0	123.1	125.8	126.0	122.3	121.5	118.3
CA	120.2	118.6	115.4	110.8	104.8	102.8	99.7	97.5	90.1	82.4
CO	131.0	133.8	130.5	125.3	119.7	112.4	109.9	102.4	94.6	88.8
CT	118.0	116.4	114.7	114.1	112.5	111.0	109.5	109.0	104.8	100.6
DE	150.5	152.6	154.1	149.6	144.0	144.5	142.4	141.0	137.1	131.7
DC	129.7	131.9	132.0	124.5	124.6	122.1	117.2	113.0	105.4	101.1
FL	139.0	132.8	131.8	127.6	124.7	124.2	124.7	125.1	119.5	113.8
GA	134.0	131.7	131.2	128.6	126.3	128.8	129.0	129.3	124.1	117.1
HI	80.4	85.6	77.7	80.0	75.7	69.8	61.2	54.7	55.6	57.4
ID	115.2	114.1	111.5	111.3	103.6	100.7	96.7	95.0	84.5	78.4
IL	135.2	133.0	130.7	127.9	124.0	121.6	118.2	109.5	107.6	104.6
IN	146.9	148.5	147.7	143.0	137.8	135.3	137.6	134.0	134.0	132.5
IA	124.6	132.9	116.2	115.6	111.2	109.4	104.1	101.1	100.2	94.4
KS	127.1	132.0	130.9	127.6	121.7	115.7	109.4	105.2	103.2	96.5
KY	215.3	209.7	210.6	201.1	183.2	182.4	179.8	171.2	173.2	171.6
LA	143.8	144.0	143.9	133.7	128.9	125.0	121.2	116.5	110.9	103.6
ME	141.2	138.9	139.5	135.4	135.5	127.9	119.0	125.0	125.0	122.4
MD	131.5	137.1	131.3	128.2	122.5	121.9	121.8	119.3	115.0	109.0
MA	120.5	123.2	122.3	119.8	116.0	117.2	115.8	113.8	111.7	104.4
MI	140.7	139.5	137.3	128.3	128.2	126.6	126.5	122.1	121.1	116.6
MN	117.7	120.8	119.4	113.2	110.8	113.0	104.8	108.8	94.1	92.3
MS	127.0	125.3	125.8	122.3	116.4	115.3	113.2	110.0	109.0	108.3
MO	142.1	140.5	139.7	134.1	130.0	129.2	128.8	128.7	127.4	122.8
MT	122.0	121.1	122.4	113.7	110.1	103.6	97.8	91.7	87.1	86.2
NE	116.3	117.0	117.1	110.8	107.7	105.1	103.1	101.3	92.9	93.8
NV	177.7	171.9	165.1	159.2	136.6	146.7	142.6	147.7	141.9	137.9
NH	247.8	245.4	239.8	232.9	215.1	201.1	195.9	195.1	180.4	172.9
NJ	124.3	127.9	126.3	121.3	117.8	116.9	115.5	111.6	107.8	103.0
NM	102.7	103.0	97.5	96.3	88.9	88.0	88.2	82.3	77.7	74.4
NY	127.6	130.1	128.5	124.6	119.3	115.9	114.0	108.9	106.2	100.1
NC	187.8	179.3	179.0	169.7	160.6	155.3	154.4	150.5	146.0	139.3
ND	123.7	125.7	126.8	119.6	109.4	103.2	99.8	92.3	87.1	84.1
OH	133.5	132.8	134.0	130.0	127.1	126.7	126.3	124.6	122.4	118.6
OK	141.6	143.7	147.0	140.0	128.1	124.2	119.9	113.1	103.6	97.5
OR	146.5	143.1	135.3	124.6	118.0	118.6	112.0	108.9	108.2	106.6
PA	124.0	125.2	123.3	125.3	115.3	115.8	113.9	110.6	107.6	107.1
RI	149.3	151.2	146.3	135.8	136.9	133.4	136.3	124.4	138.0	120.8
SC	138.3	136.1	136.0	131.1	127.0	125.4	126.6	126.6	124.4	122.4
SD	114.7	115.7	113.0	109.8	105.7	104.4	97.0	95.8	91.9	87.4
TN	130.4	129.1	131.4	129.0	125.1	128.7	107.9	130.6	125.3	124.7
TX	129.7	129.0	131.2	126.4	117.2	115.9	113.7	105.8	96.5	94.5
UT	74.8	77.6	73.6	69.0	66.3	66.5	64.4	67.7	55.0	57.0
VT	161.6	163.8	162.3	153.8	144.3	144.5	131.2	128.3	128.7	120.9
VA	148.9	149.9	147.4	144.7	136.8	134.6	135.8	133.0	129.5	122.5
WA	101.4	112.7	106.6	102.4	96.2	96.5	94.2	91.3	88.2	86.1
WV	122.3	120.5	119.8	115.7	111.9	109.1	112.1	107.5	109.1	104.0
WI	117.6	119.9	115.6	106.3	105.6	107.0	105.4	106.0	102.6	100.3
WY	158.1	163.1	157.7	141.2	128.9	125.7	124.8	110.4	114.3	111.4
*All taxing states weighted average	132.6	132.4	130.7	128.8	122.7	122.0	119.5	116.8	112.9	108.4
All taxing states (median)	130.4	131.9	130.9	127.0	122.6	121.6	115.8	110.6	108.2	104.4
**National per capita	139.9	139.8	137.9	126.3	121.6	119.6	117.5	114.4	110.0	105.6
***Adult per capita				177.7	170.3	162.1	156.6	152.9	147.9	141.7

* Data for individual states are based on the total number of packages taxed. The population figures used for the states are Census Bureau estimates as of July 1 of the respective fiscal years.
 ** Figures prior to 1960 are based upon federal dollar collections; from 1960 on figures shown are based upon "taxable removals."
 *** Adult per capita based on Census Bureau estimates of population aged 18 and over.

Source: The Tobacco Institute

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Table 11
Tax-Paid Per Capita Sales
 (in number of packs)
 (During fiscal years ending June 30)

State	1990	1991	1992	1993	1994	1995	1996
AL	108.6	107.9	109.1	108.5	107.1	102.6	101.4
AK	100.2	101.8	98.5	95.2	94.1	89.5	89.9
AZ	88.9	81.2	79.0	80.3	79.0	77.3	71.4
AR	113.1	116.8	126.0	113.8	108.8	113.0	110.7
CA	77.8	68.7	67.5	63.4	58.6	56.4	54.5
CO	87.4	90.2	88.3	88.6	89.1	85.4	83.1
CT	91.5	86.7	83.6	79.1	76.6	79.3	76.0
DE	127.2	118.8	120.0	123.8	126.1	127.2	128.3
DC	84.1	82.2	82.6	68.0	54.1	57.9	56.0
FL	110.1	98.2	95.9	96.8	93.6	95.4	91.8
GA	113.8	109.6	109.2	109.2	107.8	100.3	102.7
HI	43.9	54.7	51.3	52.4	44.2	45.7	51.6
ID	90.1	85.4	85.1	86.7	93.0	78.2	73.6
IL	94.1	96.1	94.8	94.6	85.7	84.3	81.8
IN	128.3	127.2	128.2	126.8	128.2	135.4	135.1
IA	95.4	97.1	95.2	92.5	93.4	93.0	94.0
KS	94.3	91.8	90.0	89.9	89.1	90.1	88.7
KY	182.5	170.8	167.6	167.6	170.2	175.3	179.0
LA	101.5	107.2	108.5	106.2	105.3	105.7	106.8
ME	117.5	116.1	114.7	108.5	101.6	102.3	100.0
MD	102.8	97.6	91.7	82.6	80.8	77.1	75.0
MA	99.4	93.5	90.5	84.1	77.0	76.9	74.6
MI	114.4	110.3	107.6	106.5	112.9	82.8	82.9
MN	90.7	86.2	83.8	81.6	83.4	84.1	81.7
MS	101.8	105.6	103.9	105.4	106.0	107.5	106.9
MO	119.1	119.9	122.3	121.6	119.4	124.0	124.1
MT	84.7	82.9	86.6	86.0	88.2	90.5	87.3
NE	89.9	92.4	90.6	91.1	85.9	88.5	86.2
NV	137.3	115.5	110.0	108.1	105.2	100.9	99.0
NH	152.4	144.8	143.7	148.9	153.8	158.5	158.0
NJ	98.6	86.7	86.6	82.9	81.6	81.0	79.1
NM	70.8	69.9	71.4	69.0	68.2	67.0	65.7
NY	93.7	86.4	82.4	78.2	71.6	70.5	65.9
NC	133.7	132.7	128.8	129.7	112.7	124.9	129.7
ND	77.1	85.2	74.4	83.0	81.0	80.6	80.8
OH	115.5	113.2	112.3	108.9	108.6	111.7	107.6
OK	88.4	87.8	86.3	86.2	104.8	109.5	110.8
OR	102.5	100.1	101.6	98.7	96.6	94.6	94.3
PA	101.3	102.5	96.2	94.7	95.4	95.4	93.3
RI	101.4	103.6	100.1	94.1	91.9	90.8	87.5
SC	118.6	121.5	112.9	115.2	112.2	109.2	102.9
SD	88.3	91.8	93.0	91.6	94.8	98.6	92.3
TN	121.8	120.6	121.0	120.8	118.8	125.4	119.2
TX	85.6	79.6	77.2	81.3	78.8	75.2	74.6
UT	53.4	53.5	55.0	56.2	55.8	52.0	54.0
VT	124.3	120.9	126.5	117.2	120.3	123.2	102.5
VA	118.9	109.1	108.2	105.4	106.2	106.7	104.6
WA	83.4	78.7	81.1	79.4	72.6	67.4	58.1
WV	104.1	100.1	98.0	111.0	104.2	115.8	112.7
WI	94.1	95.5	96.2	91.2	91.8	93.5	92.1
WY	96.9	109.1	110.8	108.4	111.2	115.0	110.3
*All taxing states weighted average	104.4	100.4	98.7	97.6	96.0	95.8	93.3
All taxing states (median)	101.3	98.2	97.9	94.7	94.1	93.5	92.3
**National per capita	100.8	96.5	94.8	93.1	90.6	89.5	87.7
***Adult per capita	137.5	129.9	127.9	124.1	122.1	121.0	118.4

* Data for individual states are based on the total number of packages taxed.
 The population figures used for the states are Census Bureau estimates as of July 1 of the respective fiscal year.
 ** Figures prior to 1960 are based upon federal dollar collections; from 1960 on figures shown are based upon tax revenue.
 *** Adult per capita based on Census Bureau estimates of population aged 18 and over.

Source: The Tobacco Institute

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Source: The Tobacco Institute

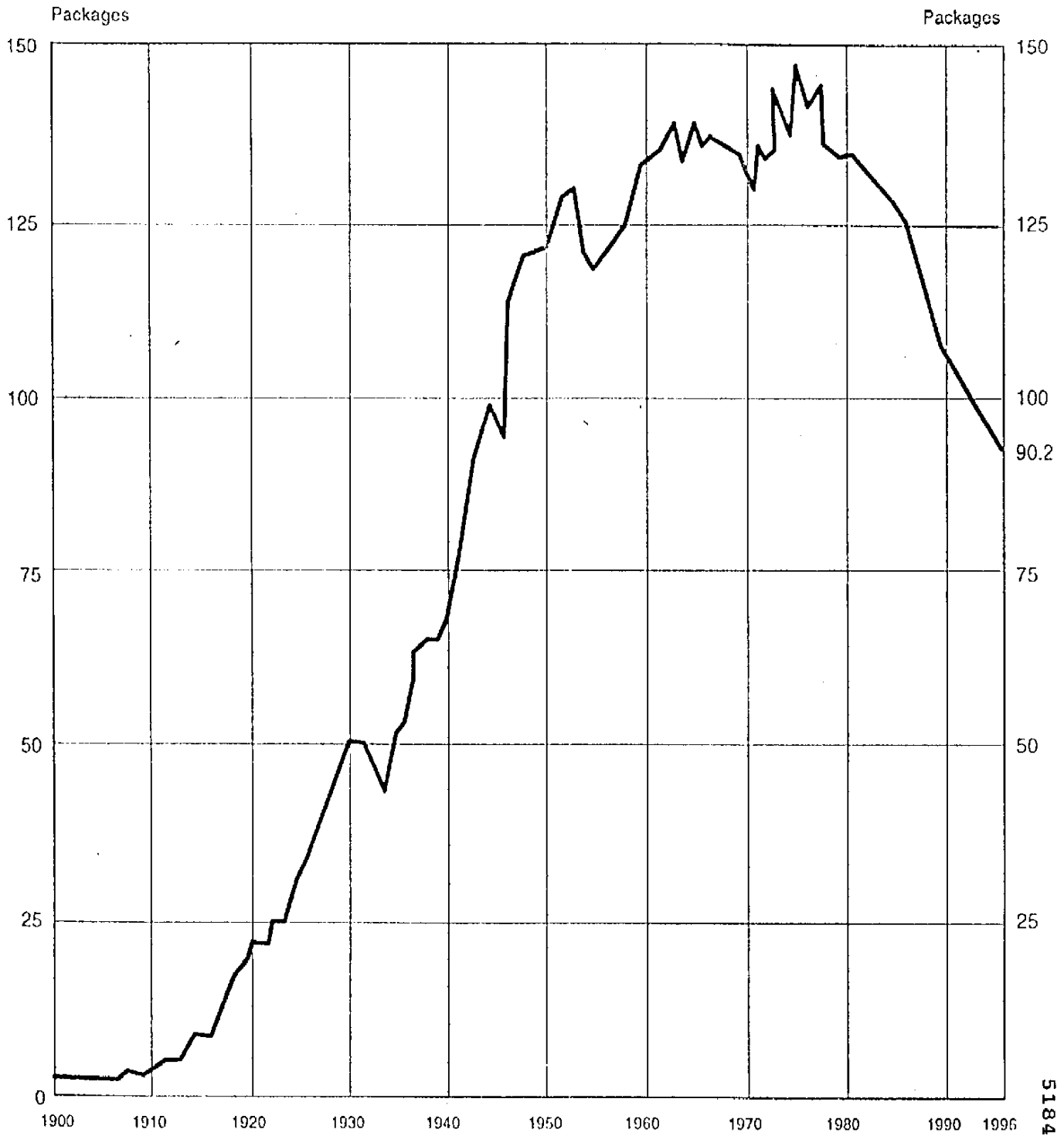
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Table 12 — 1996
States Which Tax Both Cigarettes and Other Tobacco Products
(Fiscal year ending June 30, 1996)

State	Total cigarette and other tobacco taxes		Cigarette taxes		Other tobacco taxes		Percentage of total tobacco taxes from:			
	Gross amount	Net collections	Gross amount	Net collections	Other products taxed*	Gross amount	Net collections	Cigarettes	Other tobacco products	State
AL	72,668,209	69,308,598	70,950,600	67,590,989	CSChSn	1,717,609	1,717,609	97.6%	2.4%	AL
AK	17,632,909	17,473,276	15,907,733	15,748,100	CSChSn	1,725,176	1,725,176	90.2%	9.8%	AK
AZ	174,617,636	171,107,590	171,622,649	168,112,603	CSChSn	2,994,987	2,994,987	98.3%	1.7%	AZ
AR	92,722,877	89,455,638	85,978,675	82,711,486	CSChSn	6,744,152	6,744,152	92.7%	7.3%	AR
CA	678,601,799	673,132,686	644,499,085	639,029,972	CSChSn	34,102,714	34,102,714	95.0%	5.0%	CA
CO	68,819,860	66,114,348	61,731,047	59,261,805	CSChSn	7,088,813	6,852,543	89.7%	10.3%	CO
CT	127,159,263	126,358,679	124,388,937	123,588,353	CSChSn	2,770,326	2,770,326	97.8%	2.2%	CT
DE	22,462,342	22,271,122	21,924,220	21,733,000	CSChSn	538,122	538,122	97.6%	2.4%	DE
FL	458,302,093	450,040,529	439,057,697	430,810,847	SChSn	19,244,396	19,229,682	95.8%	4.2%	FL
GA	89,390,683	85,958,603	87,375,683	84,375,603	C	1,583,000	1,583,000	98.2%	1.8%	GA
HI	39,337,803	39,337,803	36,741,900	36,741,900	CSChSn	2,595,903	2,595,903	93.4%	6.6%	HI
ID	28,766,863	27,519,555	24,946,162	23,698,854	CSChSn	3,820,701	3,820,701	86.7%	13.3%	ID
IL	434,054,392	421,646,666	424,160,000	411,742,274	CSChSn	9,904,392	9,904,392	97.7%	2.3%	IL
IN	130,309,901	125,379,735	120,985,631	166,147,785	CSChSn	9,324,270	9,231,950	92.8%	7.2%	IN
IA	101,361,393	99,443,499	96,051,777	94,133,883	CSChSn	5,309,616	5,309,616	94.8%	5.2%	IA
KS	57,686,890	56,119,797	54,477,448	53,033,795	CSChSn	3,209,442	3,086,002	94.4%	5.6%	KS
LA	95,388,669	88,306,341	93,307,155	86,224,827	CS	2,081,514	2,081,514	97.8%	2.2%	LA
ME	46,591,535	47,602,060	45,978,750	44,969,295	CSChSn	2,612,785	2,612,785	94.6%	5.4%	ME
MA	233,938,560	232,546,779	230,341,241	228,949,460	ChSn	3,597,319	3,597,319	98.5%	1.5%	MA
MI	604,071,202	599,625,072	592,743,600	587,408,100	CSChSn	11,327,602	11,216,972	98.1%	1.9%	MI
MN	188,834,424	188,376,590	177,531,265	177,242,978	CSChSn	11,303,159	11,133,612	94.0%	6.0%	MN
MS	60,353,881	57,025,565	51,646,631	48,318,315	CSChSn	8,707,250	8,707,250	85.6%	14.4%	MS
MO	119,371,923	115,877,371	112,491,631	109,134,704	CSChSn	6,880,272	6,742,667	94.2%	5.8%	MO
MT	15,370,416	14,910,136	13,646,453	13,186,173	CSChSn	1,723,963	1,723,963	88.8%	11.2%	MT
NE	50,017,190	48,364,659	47,705,434	46,083,449	CSChSn	2,311,756	2,281,210	95.4%	4.6%	NE
NV	54,632,775	53,780,147	51,188,921	50,336,293	CSChSn	3,443,854	3,443,854	93.7%	6.3%	NV
NH	45,420,240	45,420,240	45,121,750	45,121,750	ChSn	298,490	298,490	99.3%	0.7%	NH
NJ	257,080,131	253,929,190	251,487,000	248,336,059	CSChSn	5,593,131	5,593,131	97.8%	2.2%	NJ
NM	26,317,814	25,719,984	23,190,321	22,592,491	CSChSn	3,127,493	3,127,493	88.1%	11.9%	NM
NY	687,782,089	679,603,513	674,204,524	666,025,948	CSChSn	13,577,565	13,577,565	98.0%	2.0%	NY
NC	48,795,453	46,945,411	46,226,043	44,377,001	CSChSn	2,569,410	2,569,410	94.7%	5.3%	NC
ND	24,325,856	24,302,266	22,692,162	22,668,014	CSChSn	1,633,694	1,634,212	93.3%	6.7%	ND
OH	304,856,170	294,512,112	287,334,941	276,990,883	CSChSn	17,521,229	17,521,229	94.3%	5.7%	OH
OK	79,112,814	76,956,786	66,891,015	64,724,987	CSChSn	12,231,799	12,231,799	84.5%	15.5%	OK
OR	115,551,105	114,686,284	104,373,950	103,676,786	CSChSn	11,177,155	11,009,498	90.3%	9.7%	OR
RI	53,957,395	53,293,869	53,122,026	52,458,000	CSChSn	835,369	835,869	98.5%	1.5%	RI
SC	28,907,902	27,599,670	26,458,366	25,207,968	CSChSn	2,439,536	2,391,702	91.6%	8.4%	SC
SD	23,310,832	22,197,105	22,456,341	21,342,614	CSChSn	854,491	854,491	96.3%	3.7%	SD
TN	86,134,712	84,404,080	80,884,691	79,259,059	CSChSn	5,250,021	5,145,021	93.9%	6.1%	TN
TX	630,164,652	609,849,143	569,079,842	548,764,333	CSChSn	61,084,810	61,084,810	90.3%	9.7%	TX
UT	31,204,473	28,971,591	27,788,866	25,555,984	CSChSn	3,415,607	3,415,607	89.1%	10.9%	UT
VT	27,985,278	27,241,703	26,267,084	25,557,873	CSChSn	1,718,194	1,683,830	93.9%	6.1%	VT
WA	277,058,569	275,810,958	257,244,781	255,997,170	CSChSn	19,813,788	19,813,788	92.8%	7.2%	WA
WI	209,390,589	205,350,484	202,005,224	197,965,119	CSChSn	7,385,365	7,385,365	96.5%	3.5%	WI
TOTAL	7,021,841,512	6,882,878,213	6,684,651,272	6,546,956,882		337,190,240	335,921,331	95.2%	4.8%	TOTAL

* C — Cigars
S — Smoking tobacco
Ch — Chewing tobacco

U.S. Total Per Capita Cigarette Consumption
1900-1996



51841 2391

Source: The Tobacco Institute

Table 12A
 State Tax Rates on Other Tobacco Products
 January 1, 1996

Product and rate of tax

State

AL Cigars, retailing for

(a) 3 1/2 cents each or less, \$150 per thousand;

(b) More than 3 1/2 and not more than 5 cents each, \$3 00 per thousand;

(c) More than 5 and not more than 8 cents each, \$4 50 per thousand;

(d) More than 8 and not more than 10 cents each, \$7 50 per thousand;

(e) More than 10 and not more than 20 cents each, \$15 per thousand;

(f) More than 20 cents each, \$20 25 per thousand;

Little cigars, 2 cents for each 10 or fraction thereof;

Smoking Tobacco:

(a) 1 1/8 ounces or less, 2 cents;

(b) Over 1/8 ounces, not exceeding 2 ounces, 5 cents;

(c) Over 2 ounces, not exceeding 3 ounces, 8 cents;

(d) Over 3 ounces, not exceeding 4 ounces, 11 cents;

(e) 3 cents additional tax for each ounce or fraction part thereof over 4 ounces

Snuff:

(a) 5/8 ounces or less, 1/2 cent;

(b) Over 5/8 ounce not exceeding 1 5/8 ounces, 1 cent;

(c) Over 1 5/8 ounces, not exceeding 2 1/2 ounces, 2 cents;

(d) Over 2 1/2 ounces, not exceeding 3 ounces, 2 1/2 cents;

(e) Over 3 ounces, not exceeding 5 ounces (cans, packages, quills), 3 cents;

(f) Over 3 ounces, not exceeding 5 ounces (glasses, tumbler, bottles), 3 1/2 cents;

(g) Over 5 ounces, not exceeding 6 ounces, 4 cents;

(h) One cent additional tax for each ounce or fraction part thereof over 6 ounces

AK

25% of wholesale price—all OTP

Cigars relating for

(a) 5 cents each or less, 6 4 cents for each 3 cigars;

(b) More than 5 cents, 6 4 cents each;

Little cigars, 12 9 cents for each 20 or fraction thereof;

Smoking and chewing tobacco and snuff: 6.5 cents per ounce or major fraction thereof;

Plug tobacco, 1 5 cent per ounce or fraction thereof;

AR At other products, 23% of manufacturers' invoice price

CA At other products, 31.2% of wholesale price effective 7/1/85-6/30/86

CO At other products, 20 percent of manufacturers' price

CT 20% of wholesale price—at OTP

DE At other products, 15 percent of wholesale price

FL Smoking tobacco, chewing tobacco, and snuff, 25 percent of wholesale price

GA

Little cigars, weighing not more than 3 pounds per 1,000; 2 mts each

HI At other cigars, 13 percent of wholesale price

At other products, 40 percent of wholesale price

ID At other products, 40 percent of wholesale price

IL At other products, 18 percent of wholesale price

IN At other products, 15 percent of wholesale price

IA At other products, 22 percent effective 6/1/81 or wholesale sales price

At other products, 10 percent of original invoice price from the manufacturer to the wholesaler

KS Cigars with a list price of \$120 per thousand or less, tax is 8% of net invoice price.

Cigars with a list price of over \$120 per thousand, tax is 20% of net invoice price.

Smoking tobacco, 20% of net invoice price

LA

KS

IA

IN

IL

ID

HI

FL

GA

DE

CT

CO

CA

AR

AZ

Source: The Tobacco Institute

51841 2392

MT	Chewing tobacco and snuff 62 percent of wholesale sales price Cigars and smoking tobacco 18 percent of wholesale sales price 75% of wholesale price for smokeless tobacco products, 15% of wholesale price cigars and pipe tobacco
MA	All other products 18 percent of wholesale price.
MN	All other products 35 percent of wholesale price
MS	All other products 15 percent of manufacturers' list price
MO	All other products 10 percent of manufacturers' price
MI	All other products 12.5 percent of wholesale price
NE	All other products 15 percent of wholesale price
NV	All other products 30 percent of wholesale price
NH	Chewing tobacco and snuff 24 1/4 percent of wholesale price
NJ	All other products 24 percent of wholesale price
NM	All other products 25 percent of product value
NY	20% of wholesale price—all O.P.
NC	All other products 2% of wholesale price
ND	All other products 28 percent of wholesale price
OH	All other products 17 percent of wholesale price
OK	Cigars, cheroots, stogies, etc., weighing more than 3 pounds per thousand, relating for: (a) 4 cents each or less, 5 10 per thousand; (b) More than 4 cents each, \$30 per thousand
OR	Chewing tobacco and snuff: 30 percent of factory list price Smoking tobacco 40 percent of factory list price Little cigars 9 mills each All other products 65 percent of wholesale sales price
RI	All other products 20 percent of wholesale price
SC	Cigars, cheroots, stogies, etc., relating for: (a) 5 cents each or less, \$11 per thousand; (b) More than 5 cents, \$20 per thousand
SD	Snuff and chewing tobacco 5 percent of manufacturers' price Smoking tobacco 38 percent of manufacturers' price
TN	All other products 10 percent of wholesale price
TX	For on cigars and tobacco is based on weight per 1,000 and retail selling price (1) Cigars weighing not more than 3 pounds per 1,000, 1 cent for each 10 cigars. (2) Cigars weighing more than 3 pounds per 1,000 and relating for not more than 3 cents each, \$7.50 per 1,000. (3) Cigars of all description weighing more than 3 pounds per 1,000 and relating for over 3 cents each, containing no substantial amount of non-tobacco ingredients, \$11.00 per 1,000. (4) Cigars of all description weighing more than 3 pounds per 1,000 and relating for over 3 cents each, containing a substantial amount of non-tobacco ingredients, \$15.00 per 1,000. (5) Chewing, pipe or smoking tobacco, and snuff, 35.213 percent of the manufacturer's list price exclusive of any trade discount, special discount, or deal
UT	All other products 35 percent of manufacturers' selling price delivered into state
VT	All other products 41 percent of distributors' price
WA	All other products 74.9 percent of wholesale price
WI	All other products 20 percent of wholesale price

The following states tax the cigars the same as cigarettes according to definition CA, CT, IA, ME, OR, and TN
CA rate reset at beginning of each fiscal year. NH rate reset semiannually

Source: The Tobacco Institute

Table 13A — 1996
Cigarette Taxes as a Percentage of Retail Price
Generic Brands Not Included In Average Calculation
(As of November 1, 1996)

State	Weighted average price per package	State and Federal cigarette taxes per package	Taxes as a percentage of average retail price
AL	178.5¢*	40.5¢	22.7%
AK	225.6*	53.0	23.5
AZ	233.8	82.0	35.1
AR	190.4	55.5	29.1
CA	214.0	61.0	28.5
CO	183.5	44.0	24.0
CT	217.5	74.0	34.0
DE	179.2	48.0	26.8
DC	243.0	89.0	36.6
FL	193.0	57.9	30.0
GA	169.7	36.0	21.2
HI	257.4	84.0	32.6
ID	194.5	52.0	26.7
IL	209.6*	68.0	32.4
IN	167.0	39.5	23.7
IA	199.4	60.0	30.1
KS	181.6	48.0	26.4
KY	155.9	27.0	17.3
LA	174.7	44.0	25.2
ME	203.1	61.0	30.0
MD	200.9	60.0	29.9
MA	254.8	100.0	39.2
MI	240.6	99.0	41.1
MN	226.4	72.0	31.8
MS	178.6	42.0	23.5
MO	172.3*	41.0	23.8
MT	175.1	42.0	24.0
NE	195.2	58.0	29.7
NV	211.5	59.0	27.9
NH	186.4	49.0	26.3
NJ	204.4	64.0	31.3
NM	185.0	45.0	24.3
NY	231.5*	80.0	34.6
NC	162.6	29.0	17.8
ND	203.8	68.0	33.4
OH	176.2*	48.0	27.2
OK	184.3	47.0	25.5
OR	210.2	62.0	29.5
PA	187.6	55.0	29.3
RI	225.5	85.0	37.7
SC	163.8	31.0	18.9
SD	192.6	57.0	29.6
TN	170.9*	37.0	21.7
TX	199.5	65.0	32.6
UT	196.5	50.5	25.7
VT	214.7	68.0	31.7
VA	170.6*	26.5	15.5
WA	274.7	106.5	38.8
WV	170.8	41.0	24.0
WI	211.1	68.0	32.2
WY	177.3	36.0	20.3
Average for all states	195.5*	56.7	29.0*

* Average prices here shown do not include all cigarette taxes that are imposed by one or more municipalities in the eight states identified. Average price weighted by market share. Sales taxes are not included.

Source: The Tobacco Institute

51841 2394

Table 13B — 1996
Cigarette Taxes as a Percentage of Retail Price
Generic Brands Included In Average Calculation
(As of November 1, 1996)

State	Weighted average price per package	State and Federal cigarette taxes per package	Taxes as a percentage of average retail price
AL	167.4¢*	40.5¢	24.2
AK	214.4*	53.0	24.7
AZ	222.0	82.0	36.9
AR	181.3	55.5	30.6
CA	200.3	61.0	30.5
CO	174.4	44.0	25.2
CT	208.5	74.0	35.5
DE	171.9	48.0	27.9
DC	230.4	89.0	38.6
FL	182.7	57.9	31.7
GA	158.9	36.0	22.7
HI	242.8	84.0	34.6
ID	184.4	52.0	28.2
IL	198.7*	68.0	34.2
IN	156.3	39.5	25.3
IA	189.3	60.0	31.7
KS	171.3	48.0	28.0
KY	145.6	27.0	18.5
LA	166.9	44.0	26.4
ME	190.2	61.0	32.1
MD	190.7	60.0	31.5
MA	244.6	100.0	40.9
MI	233.8	99.0	42.3
MN	216.8	72.0	33.2
MS	168.6	42.0	24.9
MO	163.4*	41.0	25.1
MT	164.9	42.0	25.5
NE	184.8	58.0	31.4
NV	198.5	59.0	29.7
NH	176.6	49.0	27.7
NJ	194.6	64.0	32.9
NM	176.0	45.0	25.6
NY	222.5*	80.0	36.0
NC	152.0	29.0	19.1
ND	194.1	68.0	35.0
OH	166.8*	48.0	28.8
OK	172.0	47.0	27.3
OR	197.6	62.0	31.4
PA	176.5	55.0	31.2
RI	217.0	85.0	39.2
SC	153.9	31.0	20.1
SD	181.7	57.0	31.4
TN	161.1*	37.0	23.0
TX	189.8	65.0	34.2
UT	186.2	50.5	27.1
VT	201.9	68.0	33.7
VA	159.6*	26.5	16.6
WA	265.1	106.5	40.2
WV	160.9	41.0	25.5
WI	200.7	68.0	33.9
WY	164.1	36.0	21.9
Average for all states	185.4*	56.7	30.5*

* Average prices here shown do not include all cigarette taxes that are imposed by one or more municipalities in the eight states identified. Average price weighted by market share. Sales taxes are not included.

Source: The Tobacco Institute

51841 2395

Table 14 — 1996
Cigarette Taxes as a Percentage of
Weighted Average Price Before Taxes
(As of November 1, 1996)

State	Weighted Average Price per Pack	State Cigarette Tax per Pack	State Sales Tax per Pack	Federal Cigarette Tax per Pack	Total Taxes per Pack*	Taxes as a Percentage of Average Price Before Taxes
AL	167.4¢	16.5¢	7.0¢	24.0¢	47.5¢	37.4%
AK	214.4	29.0	0.0	24.0	53.0	32.8
AZ	222.0	58.0	11.0	24.0	93.0	66.4
AR	181.3	31.5	8.0	24.0	63.5	50.5
CA	200.3	37.0	14.0	24.0	75.0	53.8
CO	174.4	20.0	0.0	24.0	44.0	33.7
CT	208.5	50.0	13.0	24.0	87.0	64.7
DE	171.9	24.0	0.0	24.0	48.0	38.7
DC	230.4	65.0	13.0	24.0	102.0	72.1
FL	182.7	33.9	11.0	24.0	68.9	55.2
GA	158.9	12.0	5.0	24.0	41.0	33.4
HI	242.8	60.0	9.0	24.0	93.0	58.6
ID	184.4	28.0	9.0	24.0	61.0	46.1
IL	198.7	44.0	12.0	24.0	80.0	61.2
IN	156.3	15.5	8.0	24.0	47.5	40.7
IA	189.3	36.0	10.0	24.0	70.0	54.1
KS	171.3	24.0	8.0	24.0	56.0	45.4
KY	145.6	3.0	9.0	24.0	36.0	30.4
LA	166.9	20.0	7.0	24.0	51.0	41.5
ME	190.2	37.0	11.0	24.0	72.0	55.7
MD	190.7	36.0	10.0	24.0	70.0	53.6
MA	244.6	76.0	12.0	24.0	112.0	77.5
MI	233.8	75.0	14.0	24.0	113.0	83.8
MN	216.8	48.0	14.0	24.0	86.0	59.4
MS	168.6	18.0	12.0	24.0	54.0	42.7
MO	163.4	17.0	7.0	24.0	48.0	39.2
MT	164.9	18.0	0.0	24.0	42.0	34.2
NE	184.8	34.0	9.0	24.0	67.0	52.8
NV	198.5	35.0	13.0	24.0	72.0	51.6
NH	176.6	25.0	0.0	24.0	49.0	38.4
NJ	194.6	40.0	12.0	24.0	76.0	58.2
NM	176.0	21.0	9.0	24.0	54.0	41.2
NY	222.5	56.0	9.0	24.0	89.0	62.5
NC	152.0	5.0	6.0	24.0	35.0	28.5
ND	194.1	44.0	12.0	24.0	80.0	63.4
OH	166.8	24.0	8.0	24.0	56.0	47.1
OK	172.0	23.0	8.0	24.0	55.0	44.0
OR	197.6	38.0	0.0	24.0	62.0	45.7
PA	176.5	31.0	11.0	24.0	66.0	54.3
RI	217.0	61.0	15.0	24.0	100.0	75.8
SC	153.9	7.0	8.0	24.0	39.0	31.7
SD	181.7	33.0	7.0	24.0	64.0	51.3
TN	161.1	13.0	13.0	24.0	50.0	40.3
TX	189.8	41.0	12.0	24.0	77.0	61.7
UT	186.2	26.5	9.0	24.0	59.5	43.8
VT	201.9	44.0	10.0	24.0	78.0	58.3
VA	159.6	2.5	7.0	24.0	33.5	25.2
WA	265.1	82.5	17.0	24.0	123.5	77.9
WV	160.9	17.0	10.0	24.0	51.0	42.5
WI	200.7	44.0	10.0	24.0	78.0	58.8
WY	164.1	12.0	0.0	24.0	36.0	28.1

* Does not include local taxes. Generics included in average price calculation.

Source: The Tobacco Institute

51841 2396

Table 15 — 1996
 General Sales or Gross Receipts Tax
 Applied to Cigarettes
 (As of November 1, 1996)

State	Sales tax rate	Applies to cigarettes	Sales tax base value includes excise	Adds to single package sales	Adds to carton lot sales
AL	4%**	x	no	7¢	65¢
AZ	5**	x	yes	11	104
AR	4.5	x	yes	8	78
CA	7.25	x	yes	14	137
CO	3	-	-	-	-
CT	6	x	yes	13	123
DC	5.75	x	yes	13	121
FL	6	x	yes	11	105
GA	3**	x	no	5	45
HI	4	x	yes	9	91
ID	5	x	yes	9	87
IL	6.25*	x	yes	12	115
IN	5	x	yes	8	76
IA	5	x	yes	10	88
KS	4.9**	x	yes	8	77
KY	6	x	yes	9	82
LA	4**	x	yes	7	67
ME	6	x	yes	11	112
MD	5	x	yes	10	91
MA	5	x	yes	12	115
MI	6	x	yes	14	130
MN	6.5**	x	yes	14	131
MS	7	x	yes	12	114
MO	4.225**	x	no	7	65
NE	5**	x	yes	9	88
NV	6.5†	x	yes	13	117
NJ	6	x	yes	12	118
NM	5**	x	yes	9	84
NY	4**	x	yes	9	85
NC	4**	x	yes	6	55
ND	6	x	yes	12	112
OH	5	x	yes	8	83
OK	4.5**	x	yes	8	78
PA	6	x	yes	11	104
RI	7	x	yes	15	144
SC	5	x	yes	8	74
SD	4	x	yes	7	66
TN	8.25*	x	yes	13	125
TX	6.25**	x	yes	12	111
UT	4.875**†	x	yes	9	88
VT	5	x	yes	10	92
VA	4.5*	x	yes	7	75
WA	6.5	x	yes	17	162
WV	6	x	yes	10	94
WI	5**	x	yes	10	95
WY	4**	-	-	-	-

(The states of Alaska, Delaware, Montana, New Hampshire, and Oregon do not have a state general sales tax.)

* Includes state collected local sales tax rates where local rates are uniform and statewide

** Certain cities and/or counties impose general sales and/or excise taxes not here included that are collected by the state.

† Additional local taxes that are not uniform are collected by the state and are not included here.

Source: The Tobacco Institute

51841 2397

Table 16 --- 1996
Gross County and City Tobacco Taxes
For Fiscal Year 1996

	Number of places taxing:		Gross taxes on:		
	Cigarettes	Other tobacco products	Cigarettes	Other tobacco products	Total
Alabama					
Cities	240	49	\$ 8,685,597†	\$247,908	\$ 8,933,505
Counties	46	31	14,459,566	256,900	14,716,466
Alaska*					
Cities	3	3	6,382,058	0	6,382,058
Illinois					
Cities	4	0	23,650,000	0	23,650,000
Counties	1	0	33,900,000	0	33,900,000
Missouri					
Cities	120	0	12,710,904†	0	12,710,904
Counties	2	0	7,656,338	0	7,656,338
New York					
Cities	1	0	34,349,920	0	34,349,920
Ohio					
Cities	1	0	0	0	0
Counties	0	0	5,741,487	0	5,741,487
Tennessee					
Cities	1	0	27,890	0	27,890
Counties	1	0	1,100	0	1,100
Virginia					
Cities	29	1	30,449,358	0	30,449,358
Counties	2	0	2,942,254	0	2,935,442
Total					
Cities & Counties	451	84	\$180,956,472	\$504,808	\$181,454,468

†Preliminary estimate.

* Alaska taxes are for both cigarettes and OTP.

51841 2398

Source: The Tobacco Institute

Table 17
History of Federal Tax Rates on Cigarettes: 1864-1996

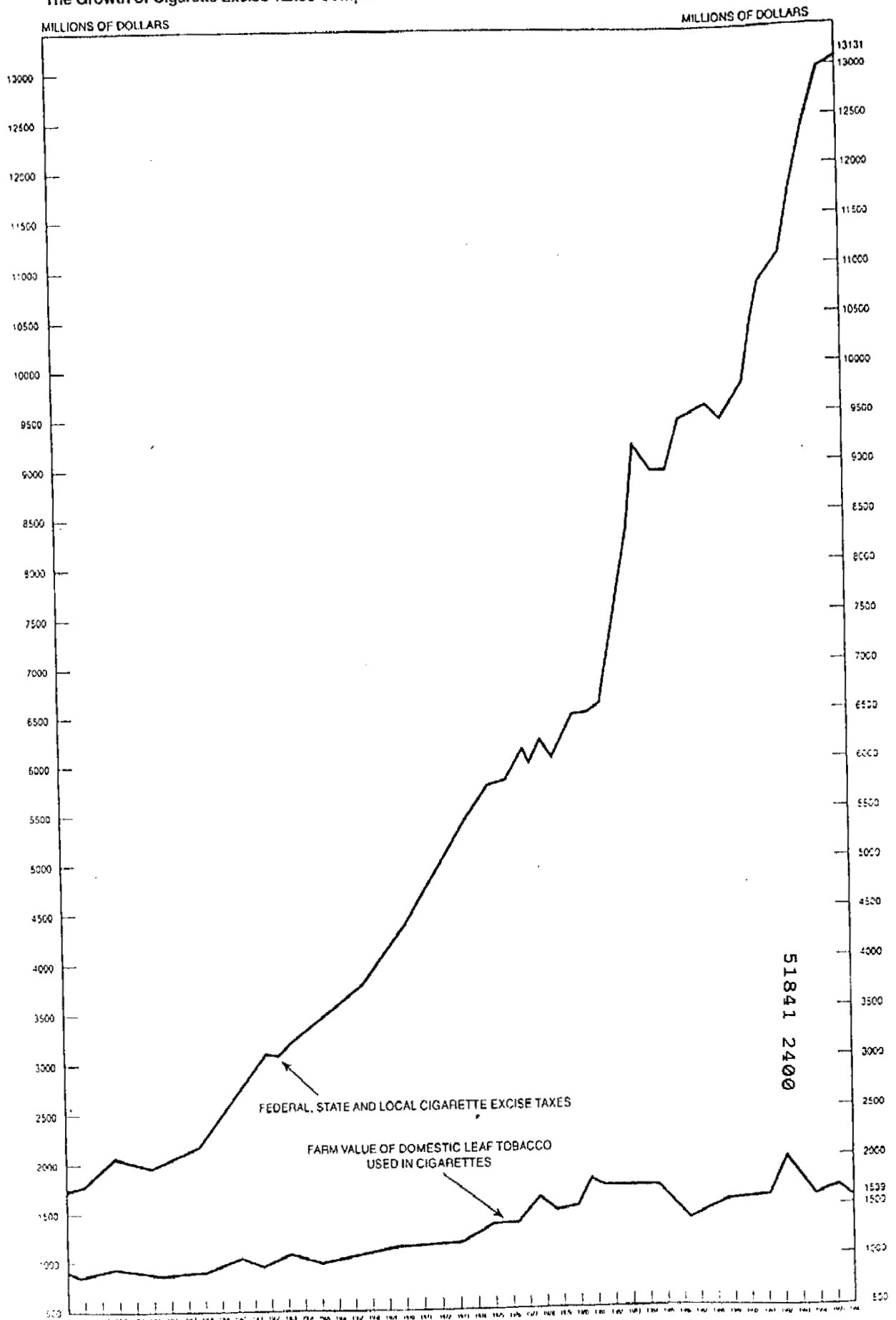
Effective date	Rate per pack of 20 cigarettes	Explanation of legal provisions for years in which differential rates were applicable	Number of months in effect
June 30, 1864	0.8¢	Valued at not over \$6 per 100 packs of 25 each	9
	2.4	Valued at over \$6 per 100 packs of 25 each	9
April 1, 1865	2.4	Valued at over \$5 per 100 packs of 25 each	16
	4.0	Valued at over \$5 per 100 packs of 25 each	16
Aug. 1, 1865	4.0	Valued at not over \$8 per 1,000	7
	8.0	Valued at over \$8 and not over \$12 per 1,000	7
	8.0 + 20%	Valued at over \$12 per 1,000 of value	7
Mar. 2, 1867	10.0	No differential rates	17
July 20, 1868	3.0	No differential rates	79
Mar. 3, 1875	3.5	No differential rates	98
Mar. 3, 1883	1.0	No differential rates	171
Aug. 15, 1897	2.0	No differential rates	10
June 14, 1898	3.0	No differential rates	49
July 1, 1901	1.08	Valued at not over \$2 per 1,000	96
	2.16	Valued at more than \$2 per 1,000	96
July 1, 1910	2.5	No differential rates	87
Oct. 4, 1917	4.1	No differential rates	17
Feb. 25, 1919	6.0	No differential rates	256
July 1, 1940	6.5	No differential rates	28
Nov. 1, 1942	7.0	No differential rates	108
Nov. 1, 1951	8.0	No differential rates	374
Jan. 1, 1983	16.0	No differential rates	96
Jan. 1, 1991	20.0	No differential rates	24
Jan. 1, 1993	24.0	No differential rates	current

Note: This table deals with taxes on small cigarettes only. Large cigarettes have historically represented a negligible part of total production. In order to effect comparability of the different basic laws, we have converted the legal rates into a rate based upon a standard package of 20 cigarettes.

Source: The Tobacco Institute

51841 2399

The Growth of Cigarette Excise Taxes Compared to Farm Value of Domestic Leaf Tobacco Used in Cigarettes



Source: The Tobacco Institute

New York
Historical Cigarette Tax Data for the State of New York Since 1955
First Cigarette Tax Enacted in 1939

Year	Rate (cents)	Date changed	Gross state cigarette taxes (in thousands of dollars)	Net state cigarette tax collections (in thousands of dollars)	State tax-paid cigarette sales (millions of packs)	Per capita sales (packs)	Average retail price	State & Federal cigarette taxes as a percentage of retail price
				58,377	2,026.2	\$129.7	22.6	48.7
1955	3		60,789	60,091	2,089.8	132.5	22.4	49.1
1956	3		62,695	62,051	2,154.0	133.6	22.8	48.3
1957	3		64,520	64,710	2,246.3	138.5	23.6	46.6
1958	3		67,389	81,997	2,346.7	143.1	24.0	45.8
1959	5	4/1/59	84,717					
			120,505	117,279	2,409.6	145.0	25.6	50.8
1960	5		124,173	120,926	2,483.5	147.6	25.8	50.4
1961	5		127,497	123,972	2,549.9	149.7	26.4	49.2
1962	5		127,795	124,687	2,555.9	146.9	26.2	49.6
1963	5		125,020	122,215	2,500.4	141.2	26.9	48.3
1964	5							
			157,922	155,012	2,480.4	138.5	26.5	49.1
1965	10	4/1/65	221,317	218,435	2,212.1	122.4	34.6	52.0
1966	10		224,994	222,142	2,250.0	123.2	34.7	51.9
1967	10		233,157	230,213	2,290.7	124.9	34.5	52.2
1968	12	6/1/68	266,979	263,639	2,212.1	122.4	38.6	51.8
1969	12							
			261,698	258,425	2,180.9	119.0	40.7	49.1
1970	12		270,069	266,694	2,250.6	123.3	41.7	48.0
1971	12		293,877	290,525	2,204.6	119.9	42.7	46.8
1972	15	2/1/72	327,192	323,838	2,179.2	118.7	45.8	50.2
1973	15		333,255	329,832	2,221.7	121.6	47.4	48.5
1974	15							
			336,549	332,492	2,243.7	123.9	51.5	44.7
1975	15		338,668	334,314	2,257.8	124.6	54.2	42.4
1976	15		340,307	336,096	2,268.7	125.5	53.8	42.8
1977	15		339,839	335,600	2,265.6	126.4	59.5	38.7
1978	15		330,650	326,589	2,207.3	124.4	61.1	37.6
1979	15							
			337,733	333,620	2,251.6	127.6	64.4	35.7
1980	15		342,554	338,421	2,283.9	130.1	65.9	34.9
1981	15		339,176	335,110	2,261.2	128.5	72.5	31.7
1982	15		362,161	358,206	2,200.7	124.6	83.1	27.7
1983	21	4/1/83	446,661	442,866	2,115.8	119.3	100.8	36.7
1984	21							
			437,593	430,895	2,075.9	115.9	106.2	34.8
1985	21		427,738	424,096	2,025.5	114.0	111.2	33.3
1986	21		411,610	409,058	1,955.7	108.9	117.0	31.6
1987	21		403,093	399,636	1,908.3	106.2	125.9	29.4
1988	21		417,597	414,438	1,804.1	100.1	136.7	27.1
1989	33	5/1/89						
			562,760	551,885	1,689.9	93.7	167.4	29.2
1990	39	6/1/90	611,041	605,466	1,561.2	86.4	180.4	30.5
1991	39		582,519	577,107	1,489.1	82.4	198.5	29.7
1992	39		561,062	556,062	1,413.5	78.2	203.8	28.9
1993	56	6/1/93	729,191	720,515	1,300.9	71.6	207.7	38.5
1994	56		719,824	710,976	1,285.4	70.5	212.1	37.7
1995	56		674,204	666,026	1,197.6	65.9	214.2	37.3
1996	56							

Note: All figures are for fiscal year ending June 30. The notation NA means not available. Prices shown for 1991 onward include generic brands.

SUPPLIERS BY PRODUCT CATEGORY

The following categories are covered in this index

Beverages	General Merchandise and Sundries
Cigarettes	Groceries, Specialty Foods
Cigars	Health and Beauty Aids
Confectionery and Snacks	Services
Equipment and Vending	Tobacco, Snuff, Pipes, Smokers Accessories

Beverages

Beatrice Foods
Borden Snacks
Cadbury/Schweppes
Chock Full O'Nuts Corp.
Coca-Cola USA
Coco Lopez Sales
Del Monte Corp.
Dr. Pepper-Seven Up
Everfresh Juice Co.
4 C Foods Corp.
H. Fox & Co. Inc.
Grosvenor Mkt. Ltd.
Henry & Henry Inc.
The Jel Sert Co.
Juice Bowl Products Inc.
Thomas J. Lipton Inc.
Shasta Beverages
Slush Puppie Corp.
Veryfine Products, Inc.
White Rock Products

Cigarettes

Brown & Williamson Tobacco Corporation
French Tobaccos Inc.
G & B Tobacco Co. Inc.
Imperial Tobacco
Japan Tobacco International U.S.A., Inc.
Liggett Group Inc.
Lignum 2, Inc.
Lorillard Tobacco Co.
Nat Sherman Inc.
Philip Morris U.S.A.
R. J. Reynolds Tobacco USA
Recentsma International
James B. Russell, Inc.
Tobacco Exporters International
U.S. Tobacco Company

Cigars

Arango Cigar Company
Avanti Cigar Company
Brick-Hanauer Co.
T. E. Brooks & Co.
Consolidated Cigar Corp.
Corral Wodiska Y CA.
R. G. Dun Cigar Corp.
General Cigar Company
HavaTampa, Incorporated

Honduran Cigar Imports Ltd.
Lane Limited
Lignum 2, Inc.
M & N Cigar Manufacturers Inc.
M. Marsh & Son
Nat Sherman Inc.
National Cigar Corporation
H. L. Neff & Co. Inc.
The New Gesty Trading & Manufacturing Corp.
Ology Distribution Co.
A. Oppenheimer & Co.
Red Lion International Ltd.
Reiss Dabney Cigar Co.
James B. Russell, Inc.
Swisher International, Inc.
Villazon-James B. Russell

Confectionery and Snacks

Adams & Brooks, Inc.
R. L. Albert & Son Inc.
Alfa Candy Corp.
American Candy Mfg. Co.
American Chewing Gum Inc.
American Chicle Group
American Licorice
Amurof Confections Co.
Andre Prost Inc.
Annabelle Candy Co. Inc.
Archway Cookies Inc.
Asher Bros.
Astor Chocolate Corp.
Atalanta Corp.
Atkinson Candy Co.
Aunt Angies Candies Inc.
Austin Quality Foods
Bahlsen Inc.
Banner Candy Mfg. Corp.
A. L. Bazzini Co. Inc.
Beacon Sweets, Inc.
Beer Nuts, Inc.
Bloomer Chocolate Co.
Bobs Candies Inc.
Borden Candy Products
Bortz Chocolate Co. Inc.
Boyer Bros. Inc.
Brach & Brock Confections, Inc.
Bradley Candy Mfg. Co.
Brock Candy Co.
Brown & Haley
Cadbury/Schweppes
Calico Cottage Candies Inc.

California Almond Growers Exchange
Callard & Bowser USA Inc.
The Candy Button House Inc.
Carver Bauer Foods
CeDe Candy Inc.
Charms Company
Chipurnoi Inc.
The Chocolate House Inc.
Claeys Candy Inc.
Cocoline Chocolate Co. Inc.
Colombina Candy Co. Inc.
Conusa Corp.
Cornnuts Inc.
Cosmos International
Dae-Julie Inc.
David & Sons
Day Spring Enterprises, Inc.
Dorval Trading Co. Ltd.
Dryden & Palmer Co
Eddyleon Chocolate Co.
Elite-I.A.C., Inc.
Elmer Candy Corp.
The Esteec Corp.
F & F Laboratories
Fair Play Caramels, Inc.
Farley Candy Co.
Ferrara Food Company, Inc.
Ferrara Pan Candy Co.
Ferrero U.S.A., Inc.
Fisherman's Friend
Fleer-Skybox International
Ford Gum & Machine Co. Inc.
The Foreign Candy Co. Inc.
Frankford Cdy. & Choc. Co. Inc.
General Foods
General Mills Inc.
Ghirardelli Chocolate Co.
Gilliam Cdy. Co., Inc.
Go-Lightly Candy
Herman Goelitz Inc.
Goetze's Candy Co., Inc.
Gold Medal Prod. Co.
Goldenberg Candy Co.
William A. Greca Co.
Hawaiian Host Inc.
L.S. Heath & Sons Inc.
Henry Heide Inc.
Helms Candy Mfg. Co. Inc.
Heritage Wafers, Ltd.
Hershey Chocolate U.S.A.
Hershey Import Co., Inc.
Holiday Candy Corp.
Hollywood Brands Inc.
C. Howard Co. Inc.

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SUPPLIERS BY PRODUCT CATEGORY

Hubbs Importing Corp.
I.A.C. Inc.
International Nut Corp.
Intersweet, Inc.
Ion S.A. Cocoa & Chocolate Mfg.
Jaret International, Inc.
Jean's Foods Inc.
Joyva Co.
Judson-Atkinson Candies Inc.
Just Born, Inc.
Katherine Beecher Candies
S. L. Kaye Co. Inc.
Keebler Company
R.R. Keller Foods Inc.
Keppel's Inc.
King B, Inc.
Kopper's Chocolate Spec. Co.
Kraft Inc.
Lance Inc.
Laura Paige Candy Co., Inc.
Leader Candies Inc.
Leaf Inc.
Lehman Sugarfree Conf. Inc.
Lemberer Candy Corp.
Liberty Orchards Co. Inc.
Licker Company
James P. Linette Inc.
Harry London Candies Inc.
M & M Mars Inc.
Madeline Chocolate Novelty Inc.
Mayfield Candy Co.
Meat Snack, Inc.
Mr. Snack Inc.
Ben Myerson Candy Co. Inc.
Nabisco Biscuit Co.
Nabisco, Inc.
Nestle Food Company
New England Confectionery Co.
Nordic International Inc.
Old Dominion Peanut Corp.
Ozone Conf. & Bkrs. Supply Co. Inc.
Palmer Candy Co.
R. M. Palmer Company
Parkside Candy Co.
Pearson Candy Co.
Peerless Conf. Co.
Penbrook Conf.
Pennsylvania Dutch Co. Inc.
Pepperidge Farm Inc.
Perry's Candies
Pez Candy, Inc.
Philadelphia Chewing Gum Corp.
Plantation Baking Co.
Powell's Inc.
H. W. Powers Co., Inc.
Proctor & Gamble
The Promotion in Motion Co., Inc.
The Quaker Oats Co.
Ragold Inc.
Ricola Inc.
E. Rosen Co.
Sara Pauls Old Fash. Cdy.
Sathers Inc.

G. Scaccianoce & Co.
Setton Inter. Fds. Inc.
Shelly Bros. Inc.
Louis Sherry Inc.
Simon Cdy. Co.
Slush Puppie Corp.
Smoke-Craft
Sorbee/Dream Foods
Spangler Candy Co.
Squashooter Candy Co.
Squirrel Brand Co.
Standard Candy Co. Inc.
Stark Candy Company
Sterling Candy, Inc.
Storck USA, L.P.
Sunfield Foods
Sunline Brands
Sunmark Inc.
Superior Confections Inc.
Superior Nut Co.
Swizzels Matlow (USA) Inc.
Tell Choc. Corp.
The Thompson Candy Co.
Tootsie Roll Industries Inc.
The Topps Co. Inc.
Uniconfis Corp.
Universal Sweets Corp.
C. J. Van Houten & Zoon Inc.
Van Melle, Inc.
Gerrit J. Verberg Co.
Warner Lambert/American Chicle Group
F. B. Washburn Candy Corp.
Wilbur Choc. Co. Inc.
Wilkinson-Spitz Ltd.
Willy Wonka Brands
World Candies Inc.
Wm. Wrigley Jr. Company
Yohay Baking Co.
York Candies Inc.
Zachary Conf., Inc.
Zenobia Co.

Equipment and Vending

ADT Securities Systems
All Steel Material Handling Equipment
Automatic Products Co.
Barrett Ind. Trucks
L. M. Becker & Co. Inc.
Brandt, Inc.
The Buschman Co.
Distributor Concepts
Dynamic Displays Inc.
Gold Medal Prod. Co.
International Lease Consultants, Inc.
Shy Kramer & Associates
Local 805, I.B.T. - AFL/CIO
The Meyercood Co.
RTC Industries Inc.
Rapistan Demag Corp.
Rowe International, Inc.

Spartan Packaging & Engineering
Triangle Package Machinery Co.
Turning Point Systems
Unex Systems Inc.

General Merchandise and Sundries

Ajax Comb Company
Amity Leather Prod. Co.
Ansell, Inc.
Bambu Sales Inc.
W. E. Bassett Co.
Bic Corp.
Binney & Smith Inc.
Boss Manufacturing Co.
Bradley Time Div.
Carolina Manufacturing Co. Inc.
Citgo Petroleum Corp.
Colibri
Colonial Knife Co. Inc.
Concord Shear Corp.
Cryovac
Dart Container Corp.
Distributors Buying Service
Dixon Wearerver Inc.
Duracell USA
Empire Pencil Corp.
Eveready Battery Co. Inc.
Fort Howard Paper Products
S.M. Frank & Co. Inc.
The R. T. French Company
Fuji Photo Film U.S.A. Inc.
Garrity Industries Inc.
General Electric Company
Georgia-Pacific Corp.
The Gillette Co.
GTE Sylvania Inc.
Gulf Oil Corp.
Harmon's Grain Products Inc.
Hoyle Products
James River Towel/Tissue Group
S C Johnson Commercial Products
Krazy Glue Inc.
LePage's Incorporated
Lynn Roberts Inter.
Marcal Paper Mills
Mr. Coffee Incorporated
Mobil Oil Corporation
No Nonsense Fashions Inc.
North American Philips Corp.
Panasonic Ind. Co.
Parker Pen Co.
Patriarca Mfg. Co.
Pentel of America Ltd.
The Pilot Pen Corp. of America
Polaroid Corp.
Ray-O-Vac Corp.
Reynolds Metals Co.
A. Rosenblum, Inc.
Solo Cup Co.
Sonoco Products Co.
Specialty Promo. Inc.

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SUPPLIERS BY PRODUCT CATEGORY

The Swingline Company
 Sylvania Residential Lighting
 Texaco USA
 Turtle Wax Inc.
 Union Camp Corporation
 U.S. Plastics Corp.
 United States Playing Card Co.
 WD-40 Company
 Webster Industries, Inc.
 Westelox
 Zippo Mfg. Co.

Groceries, Specialty Foods

Angonoa Breadstick Co.
 Beatrice Foods
 Best Foods U.S.
 Borden Snacks
 Cadbury/Schweppes
 Campbell Sales Co.
 Castleberry's Food Co.
 Dean Foods Co.
 Del Monte Corp.
 4 C Foods Corp.
 General Foods
 Goya Foods, Inc.
 H.J. Heinz
 Jaret International, Inc.
 Kellogg Co.
 Kraft Inc.
 Lance Inc.
 Lea and Perrins Inc.
 Thomas J. Lipton Inc.
 O-Cel-O
 Pepperidge Farm Inc.
 The Perrier Group
 The Pillsbury Co.
 M. Polaner Inc.
 Polfoods Corp.
 Proctor & Gamble
 Rich Products Corp.
 The J. M. Smucker Co.
 Sunshine Biscuits Inc.

Health and Beauty Aids

Alberto Culver Co.
 American Chicle Group
 American Safety Razor Co.
 Ansell, Inc.
 B. C. Remedy Co.
 Beecham Inc.
 Bic Corp.
 Blistex Inc.
 Block Drug Company
 Brioschi Inc.
 Bristol-Myers Products
 Chattem Inc.
 Colgate-Palmolive Co.
 Distributors Buying Service
 The Gillette Co.
 Health-Tech, Inc.
 Kimberly-Clark Corp.
 Leeming/Pacquin
 Lil' Drug Store Products, Inc.
 McNeil Consumer Prod. Co.
 The Mennen Co.
 Playtex
 Plough Inc.
 Ricola Inc.
 Specialty Promo. Inc
 Stanback Co. Ltd.
 Thompson Medical Co., Inc.
 Venturi-Bissell
 W&F Manufacturing Group
 Warner Lambert/American Chicle
 Group

Services

American Wholesale Marketers
 Association
 Babaco Alarm Systems, Inc.
 Candy Buyers Directory
 Candy Industry
 Phillips Nizer Benjamin Krim &
 Ballon LLP
 Shelby Publishing Co.
 Smokeless Tobacco Council
 Sweet News
 The Tobacco Institute
 U.S. Distribution Journal

Tobacco, Snuff, Pipes, Smokers Accessories

Amergon, Inc.
 Atmos Products Co.
 D. D. Bean & Sons Co.
 Bradberry Briar Pipe Corp.
 Brick-Hanauer Co.
 Brown & Williamson Tobacco
 Corporation
 Byfield Snuff Co.
 Chacom of America Inc.
 Colibri
 Consolidated Cigar Corp.
 Conwood Company, L.P.
 Dean Swift Sales
 Dr. Grabow Pre-Smoked Pipes, Inc.
 Alfred Dunhill of London, Inc.
 Frank Cigar Co.
 Hirschl & Bendheim
 John Middleton Inc.
 Lane Limited
 Missouri Meerschaum Co.
 Nat Sherman Inc.
 National Tobacco Co. L.P.
 The New Gesty Trading & Manufac-
 turing Corp.
 A. Oppenheimer & Co.
 Reemtsma International
 Republic Tobacco
 Iwan Ries & Co.
 Ronson Consumer Products Corp.
 Royal Meerschaum Pipe Co.
 James B. Russell, Inc.
 Swedish Match North America Inc.
 U.S. Tobacco Company
 United States Tobacco Sales &
 Marketing Company
 Villazon-James B. Russell
 John Weisert Tobacco Co.
 Zippo Mfg. Co.

51841 2404

SUPPLIERS

- | | | |
|---|--|---|
| <p>Adams & Brooks, Inc.
1915 S. Hoover Street
Los Angeles, CA 90007
John Brooks</p> | <p>American Chicle Group
Div. of Warner Lambert Co.

Larry Aronson, Vice President
Sales
Larry Roche, Manager Trade
Development

182 Tabor Road, Bldg. #2
Morris Plains, NJ 07950
973/540-2574</p> | <p>Ansell, Inc.
446 State Hwy. 35
Eatontown, NJ 07724
800/524-1377</p> |
| <p>ADT Securities Systems
300 Interpace Parkway
Parsippany, NJ 07054
201/316-1000</p> | <p>American Licorice
3701 W. 128th Place
Alsip, IL 60658
312/264-3600</p> | <p>Arango Cigar Company
8030 N. Central Park
Skokie, IL 60076
312/982-0055</p> |
| <p>Ajax Comb Company
800 Second Street
Cresson, PA 16630
800/327-5181</p> | <p>American Safety Razor Co.
Razor Blade Lane
Verona, VA 24482
800/336-4061</p> | <p>Archway Cookies Inc.
5451 W. Dickman Road
Battle Creek, MI 49016
616/962-6205</p> |
| <p>R. L. Albert & Son Inc.
19 W. Elm Street
Greenwich, CT 06830
203/622-8655; FAX: 203/622-7454
Lawrence D. Albert, President
Robert L. Katz, General Manager
Monica Knorr, Assistant
Marketing Manager</p> | <p>American Wholesale Marketers
Association
1128 16th Street, N.W.
Washington, DC 20036-4808
202/463-2124
David Strachan, President
Jackie Cohen, V.P. Govt. Affairs</p> | <p>Asher Bros.
1815 Gilford Avenue
New Hyde Park, NY 11040</p> |
| <p>Alberto Culver Co.
2525 Armitage
Melrose Park, IL 60160</p> | <p>Amity Leather Prod. Co.
West Bend, WI 53095
414/338-6601</p> | <p>Astor Chocolate Corp.
48-25 Metropolitan Avenue
Glendale, NY 11385</p> |
| <p>Alfa Candy Corp.
400 W. 219th Street
New York, NY 10034
212/569-7740
Mel Goldberg</p> | <p>Amurof Confections Co.
2800 North Route 47
Yorkville, IL 60560-9441
708/553-4800; FAX: 708/553-4801
John McCarthy, Reg. Sales Mgr.</p> | <p>Atalanta Corp.
1 Atalanta Plaza
Elizabeth, NJ 07206
908/351-8000
Paul Segermeister, V.P. Sales</p> |
| <p>All Steel Material Handling
Equipment
212 Gates Road
Little Ferry, NJ 07643
201/646-0210</p> | <p>Andre Prost Inc.
P.O. Box AX
Old Saybrook, CT 06475
203/888-0838
Frank Landrey, President
Peter Cumings, Vice President,
Sales</p> | <p>Atkinson Candy Co.
P.O. Box 150220
Lufkin, TX 75915-0220
409/639-2333
Basil Atkinson</p> |
| <p>Amergon, Inc.
2716 N. Habana Avenue
Tampa, FL 33607
813/681-0060</p> | <p>Angonaa Breadstick Co.
115-05 15th Avenue
College Pt., NY 11356
212/762-4466</p> | <p>Atmos Products Co.
39 Central Avenue
Harrison, NJ 07029
201/483-0795</p> |
| <p>American Candy Mfg. Co.
P.O. Box 879
Selma, AL 36702
334/875-1450
Byrd Looper</p> | <p>Annabelle Candy Co. Inc.
27211 Industrial Blvd.
Hayward, CA 94545
415/783-2900</p> | <p>Aunt Angies Candies Inc.
3210 Main Street
Buffalo, NY 14214</p> |
| <p>American Chewing Gum Inc.
Ardmore, PA 19003
215/528-5900</p> | <p>Automatic Products Co.
75 W. Plato Blvd.
St. Paul, MN 55107
612/224-4391</p> | <p>Austin Quality Foods
One Quality Lane
Cary, NC 27513-2004
919/677-3200
Ray Murphy, V.P. Special Accounts</p> |

51841 2405

SUPPLIERS

- | | | |
|---|---|--|
| <p>Avanti Cigar Company
1015 North Main Avenue
Scranton, PA 18508</p> | <p>Beatrice Foods
1645 W. Valencia Drive
Fullerton, CA 92634</p> | <p>Borden Candy Products
134 Cambridge Street
Cambridge, MA 02141
617/498-0505
Art Barbuto, Sales Plant Manager</p> |
| <p>B. C. Remedy Co.
257 Cornelison Avenue
Jersey City, NY 07302
201/434-3000</p> | <p>L. M. Becker & Co. Inc.
Box 1459
Appleton, WI 54913
800/558-8357</p> | <p>Borden Snacks
180 E. Broad Street
Columbus, OH 43215
800/328-8481</p> |
| <p>Babaco Alarm Systems, Inc.
110 West Commercial Avenue
Moonachie, NJ 07024
201/804-6300
Lewis Seide, President
William Seide, Executive V.P.</p> | <p>Beecham Inc
100 Beecham Drive
Pittsburgh, PA 15205</p> | <p>Bortz Chocolate Co. Inc.
P.O. Box 13187
Reading, PA 19612
215/376-6661
R. J. Bortz, President</p> |
| <p>Bahlsen Inc.
1 Quality Lane
Cary, NC 27512</p> | <p>Beer Nuts, Inc.
P.O. Box 1327
Bloomington, IL 61702
309/827-8580; FAX: 309/827-0914</p> | <p>Boss Manufacturing Co.
221 West First Street
Kewanee, IL 61443
309/852-2131</p> |
| <p>Bambu Sales Inc.
200 Hicks Street
Westbury, NY 11590
516/333-4080</p> | <p>Best Foods U.S.
P.O. Box 8000
Englewood Cliffs, NJ 07632
201/894-2958</p> | <p>Boyer Bros. Inc.
821-17th Street
Altoona, PA 16603
814/944-9401</p> |
| <p>Banner Candy Mfg. Corp.
700 Liberty Avenue
Brooklyn, NY 11208
212/647-4747</p> | <p>Bic Corp.
500 Bic Drive
Milford, CT 06460
203/783-2000
Bruno Bich, Chairman
Ray Winter, President/COO</p> | <p>Brach & Brock Confections, Inc.
401 N. Cicero Ave.
Chicago, IL 60644-2097
312/473-7552

790 Turnpike Street
North Andover, MA 01845
508/682-1166
Zone V.P.</p> |
| <p>Barrett Ind. Trucks
240 N. Prospect Street
Marengo, IL 61052</p> | <p>20 Squadron Blvd.
New City, NY 10956
914/638-1933
Rick Radatovich, Regional
Business Manager</p> | <p>Bradberry Briar Pipe Corp.
P.O. Box 367
Merrick, NY 11565
516/623-2165</p> |
| <p>W. E. Bassett Co.
Roosevelt Drive
Derby, CT 06418
203/735-1825</p> | <p>Binney & Smith Inc.
1100 Church Lane
P.O. Box 431
Easton, PA 18042
215/253-6271</p> | <p>Bradley Candy Mfg. Co.
Babb Drive
Lebanon, TN 37087</p> |
| <p>A. L. Bazzini Co. Inc.
339 Greenwich Street
New York, NY 10013
212/334-1280
JoAnn Marino, V.P. Sales</p> | <p>Blistex Inc.
1800 Swift Drive
Oak Brook, IL 60521</p> | <p>Bradley Time Div.
450 7th Ave.
New York, NY 10123</p> |
| <p>Beacon Sweets, Inc.
P.O. Box 329
Moorestville, NC 28115</p> | <p>Block Drug Company
257 Cornelison Avenue
Jersey City, NJ 07302</p> | <p>Brandt, Inc.
705 S. 12th Street
Watertown, WI 53094</p> |
| <p>D. D. Bean & Sons Co.
P.O. Box 348
Jaffrey, NH 03452
603/532-8311; 800/326-8311
Peter Leach, Sales Manager
Iain K. Walton, Public Relations
Manager</p> | <p>Bloomer Chocolate Co.
600 W. Kinzie Street
Chicago, IL 60610
312/226-7700</p> | <p>Brick-Hanauer Co.
190 Felton Street
Waltham, MA 02154
617/899-1002</p> |
| <p>P.O. Box 104, Belden Station
Norwalk, CT 06852
203/847-7887
Phil Greenblatt, Manufacturers
Representative</p> | <p>Bobs Candies Inc.
P.O. Box 3170
Albany, GA 31706
912/430-8300; 800/841-3602</p> | |

51841 2406

SUPPLIERS

- Brioschi Inc.**
19-01 Pollitt Drive
Fairlawn, NJ 07410
201/796-4226; FAX: 201/796-0391
Marco Brizzolara, President
Michael Brizzolara, Vice Pres. &
General Manager
- Brokers:**
Ferolie Group
KLF Krusen Inc.
- Bristol-Myers Products**
345 Park Avenue
New York, NY 10154
212/546-4000
- Brock Candy Co.**
P.O. Box 22427
Chattanooga, TN 37422
615/899-1100
- T. E. Brooks & Co.**
49 S. Pine Street
Red Lion, PA 17355
717/244-3045
- Brown & Haley**
1940 E. 111th Street
Tacoma, WA 98421
800/426-8400
- Brown & Williamson Tobacco Corporation**
P.O. Box 35090
Louisville, KY 40232
502/568-7000
Nicholas Brookes, Chairman &
CEO
Thomas J. Cunningham, Area
Vice President, Northeast
Mark Kovatch, Vice President
Sales
- 5786 Widewaters Pkwy.
DeWitt, NY 13214
315/449-3326
T. J. Parks, Section Sales Mgr.
- 2025 Lincoln Highway
Edison, NJ 08817
908/287-8870
Peter Hatch, Section Sales Mgr.
- 10 North Main Street
Bristol, CT 06010
860/584-1451
Angela K. Mannino, Section
Sales Mgr.
- The Buschman Co.**
10045 International Blvd.
Cincinnati, OH 45246
- Byfield Snuff Co.**
44 Main Street
Byfield, MA 01922
617/465-7531
- Cadbury/Schwepes**
P.O. Box 3800
Stamford, CT 06905
203/968-5600
- Calico Cottage Candies Inc.**
393 Sagamore Avenue
Mineola, NY 11501
516/294-6070
- California Almond Growers Exchange**
P.O. Box 1768
Sacramento, CA 95808
916/442-0771
- Callard & Bowser USA Inc.**
555 Taxter Road
Elmsford, NY 10523
914/345-3311
- Campbell Sales Co.**
Campbell Place
Camden, NJ 08101
609/342-3634
- The Candy Button House Inc.**
401 W. 219th Street
New York, NY 10034
212/567-7060
- Candy Buyers Directory**
175 Rock Road
Glenrock, NJ 07452
- Candy Industry**
7500 Old Oak Blvd.
Cleveland, OH 44130
- Carolina Manufacturing Co. Inc.**
P.O. Box 9138
Greenville, SC 29604
803/299-0600
- Carver Bauer Foods**
3947 Broadway
Kansas City, MO 64111
816/561-9050
- Castleberry's Food Co.**
1621 15th Street
Augusta, GA 30901
404/733-7765
- CeDe Candy Inc.**
1091 Lousons Road
Union, NJ 07083
201/964-0660
Eric H. Ostrow, Vice President
- Chacom of America Inc.**
830 Kendall Avenue
Nashville, TN 37209
615/352-0587
- Charms Company**
7401 South Cicero Ave.
Chicago, IL 60629
312/838-3400
- Chattem Inc.**
1715 W. 38th Street
Chattanooga, TN 37409
615/821-4571
- Chipurnoi Inc.**
Sharon, CT 06069
203/364-0870
- Chock Full O'Nuts Corp.**
370 Lexington Avenue
New York, NY 10017
212/532-0300
- The Chocolate House Inc.**
4121 South 35th Street
Milwaukee, WI 53221
414/281-7800
- Citgo Petroleum Corp.**
555 Butterfield Road
Lombard, IL 60148
- Claeys Candy Inc.**
P.O. Box 1535
South Bend, IN 46634
- Coca-Cola USA**
One Coca-Cola Plaza
Atlanta, GA 30313
404/676-7195
- Coco Lopez Sales**
75 Demarest Drive
Wayne, NJ 07470
- Cocoline Chocolate Co. Inc.**
689 Myrtle Ave.
Brooklyn, NY 11205
- Colgate-Palmolive Co.**
300 Park Avenue
New York, NY 10022
212/751-1200
- Colibri**
50 Park Lane
Providence, RI 02907
401/943-2100
- Colombina Candy Co. Inc.**
1677 Elk Blvd.
Des Plaines, IL 60016
708/294-0440

51841 2407

SUPPLIERS

Colonial Knife Co. Inc.
P.O. Box 3327
Providence, RI 02909
401/421-1600

Concord Shear Corp.
38 Leuning Street
South Hackensack, NJ 07606
201/489-2400

Consolidated Cigar Corp.
5900 North Andrews Avenue
Fort Lauderdale, FL 33309-7098
954/938-7808; FAX: 954/938-7809
Jim Colucci, Sr. Vice President
Sales & Marketing

112 Roberts Street
Canastota, NY 13032
315/697-3940
Sam Sicilia, Regional Sales
Manager

12 Assembly Court
New City, NY 10956
914/634-0626
Lenny Gold, National Product
Manager/Premium Division

Conusa Corp.
6330 Manor Lane, #200
South Miami, FL 33143
312/303-0363

Conwood Company, L.P.
P.O. Box 217
Memphis, TN 38101-0217
901/761-2050; FAX: 901/767-1302
William M. Rosson, President
T. F. McCormack, Vice President
Sales
Floyd Sanders, Credit Manager
Hardy Taylor, National Sales
Manager
Tommy H. Combs, Sr. Product
Manager

Cornnuts Inc.
P.O. Box 6759
Oakland, CA 94603
510/523-3949

Corral Wodiska Y CA.
P.O. Box 376
Tampa, FL 33601
813/248-3125

Cosmos International
14515 E. Don Julian Road
Industry, CA 91746-3104

Cryovac
P.O. Box 464
Duncan, SC 29334

Dae-Julie Inc.
2180 South Wolf Road
Des Plaines, IL 60018-1965
847/296-1800

Dart Container Corp.
500 Hogsback Road
Mason, MI 48854
517/676-3800

David & Sons
P.O. Box 7907
Fresno, CA 93747
209/291-0231

Day Spring Enterprises, Inc.
45 Benbro Drive
Buffalo, NY 14225

Dean Foods Co.
3600 N. River Road
Franklin Park, IL 60131

Dean Swift Sales
P.O. Box 4950
Garden Grove, CA 92642
714/839-3659
Allene Brewer, Owner

Del Monte Corp.
1 Market Plaza
San Francisco, CA 94119

Distributor Concepts
2460 S. Industrial Highway
P.O. Box 1508
Ann Arbor, MI 48104
313/663-4214
Keith Cutter, Director - Flyer
Program
Mark Chapman, Executive
Director - Sales & Marketing
Gary Jarvis, Executive Director -
Product Development

Distributors Buying Service
21 W. Delilah Road
Pleasantville, NJ 08232
609/646-2063
Mel Ostrow, Buyer

Dixon Wearever Inc.
Route 61
Deer Lake, PA 17961

Dorval Trading Co. Ltd.
P.O. Box 620
Nanuet, NY 10954
914/624-3031; FAX: 914/624-8137
Roberta Cappel, President

REPRESENTS:
Dorval
Droste
Katja-Sour Power
King

Dr. Grabow Pre-Smoked Pipes,
Inc.
P.O. Box 849
Sparta, NC 28675
919/372-5521

Dr. Pepper-Seven Up
P.O. Box 225086
Dallas, TX 75265
214/824-0331

Dryden & Palmer Co
16 Business Park
Branford, CT 06405
203/481-3725

R. G. Dun Cigar Corp.
435 North Main
Lima, OH 45802
800/321-4067

Alfred Dunhill of London, Inc.
60 East 56 Street
New York, NY 10020
212/888-4000

Duracell USA
Div. of Duracell, Inc.
44 Old Ridgebury Road
Danbury, CT 06810
800/255-2546; FAX: 203/743-2087
Al Senni, New York District
Manager

Dynamic Displays Inc.
4628 N. Greenview Avenue
Chicago, IL 60640
312/769-3000

Eddyleon Chocolate Co.
Rocky Glen Road
Avoca, PA 18641

Elite-I.A.C., Inc.
940 E. 149 Street
Bronx, NY 10455

Elmer Candy Corp.
P.O. Box 788
Ponchatoula, LA 70454

51841 2408

SUPPLIERS

Empire Pencil Corp.
Pencil Street
Shelbyville, TN 37160
615/684-4133

The Estee Corp.
Foxhill Industrial Park
Parsippany, NJ 07054
201/335-1000

Eveready Battery Co. Inc.
Park 80 W. Plaza II
P.O. Box 8888
Saddle Brook, NJ 07662
800/526-4727
Charles Skerrett, Distribution
Manager

Everfresh Juice Co.
6660 E. Nine Mile Road
Warren, MI 48091

F & F Laboratories
3501 W. 48th Place
Chicago, IL 60632
312/927-3737

Fair Play Caramels, Inc.
P.O. Box 1060
Paducah, KY 42002-1060

Farley Candy Co.
2945 W. 31st Street
Chicago, IL 60623
800/323-4064; 312/254-0900

Ferrara Food Company, Inc.
120 Tices Lane, Suite C
East Brunswick, NJ 08816-2014
908/651-7600; FAX: 908/651-7474

Ferrara Pan Candy Co.
7301 W. Harrison Street
Forest Park, IL 60130
312/366-0500

Ferrero U.S.A., Inc.
600 Cottontail Lane
Somerset, NJ 08873
908/764-9300; FAX: 908/764-2700
G. Acerbi, Chief Executive Officer
Mike Gilmore, COO
Bernie Nadel, Director of Sales
Merchandising

Finck Cigar Co.
P.O. Box 831007
414 Vera Cruz
San Antonio, TX 78283-1007
800/29-CIGAR; FAX: 210/226-2825
Bill Finck, Owner

Fisherman's Friend
Pouch 102
P.O. Box 350
Fairview Village, PA 19409

Fleer-Skybox International
1120 Route 73
Mt. Laurel, NJ 08054
609/231-6232
Nick Kirincic, Region Mgr.

Ford Gum & Machine Co. Inc.
Hoago-Newton Street
Akron, NY 14001
716/542-4561

The Foreign Candy Co. Inc.
451 Black Forest Rd.
Hull, IA 51239
712/439-1496

Fort Howard Paper Products
1919 S. Broadway
Green Bay, WI 54307

4 C Foods Corp.
580 Fountain Avenue
Brooklyn, NY 11208
212/272-4242

H. Fox & Co. Inc.
416 Thatford Ave.
Brooklyn, NY 11212
718/385-4600

Frank Cigar Co.
414 Vera Cruz Street
San Antonio, TX

S.M. Frank & Co. Inc.
1000 N. Division St.
P.O. Box 789
Peekskill, NY 10566
914/739-3100; FAX: 914/739-3105
Bill Feuerbach, Vice President
Sales

Frankford Cdy. & Choc. Co. Inc.
2101 Washington Avenue
Philadelphia, PA 19146
215/735-5200

The R. T. French Company
One Mustard Street, Box 23450
Rochester, NY 14692
716/482-8000

French Tobaccos Inc.
25 Margaret Street
Plattsburgh, NY 12901
518/563-8310

Fuji Photo Film U.S.A. Inc.
555 Taxter Rd.
Elmsford, NY 10523
212/789-8100

G & B Tobacco Co. Inc.
Route 1 Skyline Drive
Gatlinburg, IN 37738
615/436-9177

Garrity Industries Inc.
14 New Road
Madison, CT 06443
203/246-8383

General Cigar Company
320 W. Newberry Road
P.O. Box 480
Bloomfield, CT 06002
860/769-3600; FAX: 860/769-3680
Austin T. McNamara, President
W. Brent Currier, V.P. Sales &
Field Marketing
Pam Gessaro, New Business
Development Analyst

General Electric Company
Nela Park Building 307
Cleveland, OH 44112
216/266-2187

General Foods
250 North Street
White Plains, NY 10625
914/235-5344

General Mills Inc.
P.O. Box 1113
Minneapolis, MN 55440
612/540-7335

Georgia-Pacific Corp.
320 Post Road
Darien, CT 06820
203/655-1100

Ghirardelli Chocolate Co.
1111 139th Avenue
San Leandro, CA 94578

The Gillette Co.
Gillette Park
Boston, MA 02106
617/463-3000

Gilliam Cdy. Co., Inc.
P.O. Box 1060
Paducah, KY 42002
800/445-3000
Sharon Holley, Sales

Brokers:
Don Good Associates
Twin State Sales Ltd.

51841 2409

SUPPLIERS

- Go-Lightly Candy
35 Hillside Avenue
Hillside, NJ 07205
201/926-2300
- Herman Goelitz Inc.
2400 North Watney Way
Fairfield, CA 94533
707/428-2800
- Goetze's Candy Co., Inc.
3900 East Monument Street
Baltimore, MD 21205
301/342-2010
- Gold Medal Prod. Co.
2001 Dalton Avenue
Cincinnati, OH 45214
513/381-1313
- Goldenberg Candy Co.
161 West Wyoming Avenue
Philadelphia, PA 19140
215/455-7505; FAX: 215/455-3017
Mindy Goldenberg, Vice President
Sales & Marketing
- Brokers:*
Ross Empire State Brokers
M. W. Houck, Inc.
- Goya Foods, Inc.
100 Seaview Drive
Secaucus, NJ 07094
- William A. Greca Co.
371 7th Avenue
New York, NY 10001
212/947-6061
- Grosvenor Mkt. Ltd.
East 210 Route 4
Paramus, NJ 07652
- GTE Sylvania Inc.
100 Endicott Street
Danvers, MA 01923
617/777-1900
- Gulf Oil Corp.
1301 McKinney Street
Houston, TX 77010
- Harmon's Grain Products Inc.
208 South 6th Street
McCook, NE 69001
800/445-0658; 308/345-5545
- HavaTampa, Incorporated
Phillies Cigar Co.
3901 Riga Boulevard
Tampa, FL 33601
813/621-3535; FAX: 800/862-0515
Thomas D. Arthur, President
Ruth Bruzel, National Sales
Manager
Irwin Ruttenger, Division Mgr.
914/921-0580
Gordon Bloom, 607/724-5025
- Hawaiian Host Inc.
15601 Avalon Blvd.
Gardenia, CA 90248
213/532-0543
- Health-Tech, Inc.
15 Jackson Road
Totowa, NJ 07512
973/785-8121; FAX: 973/785-8203
Roger Mascall, Vice President
Sales
- L.S. Heath & Sons Inc.
P.O. Box 800
Robinson, IL 62454
618/544-3111
- Henry Heide Inc.
P.O. Box 271
New Brunswick, NJ 08903
908/846-2400
Philip E. Heide, Executive Vice
President
Bill Matthews; Regional Sales
Manager
- Brokers:*
M.W. Houck Inc.
60 Craig Road
Montvale, NJ 07645
- Pezrow Food Brokers
Liverpool, Buffalo & Albany
- H.J. Heinz
1062 Progress St.
Pittsburgh, PA 15212
- Helms Candy Mfg. Co. Inc.
P.O. Box 607
Bristol, VA 24203
703/669-2612
- Henry & Henry Inc.
3765 Walden Avenue
Lancaster, NY 14086
716/685-4000
- Heritage Wafers, Ltd.
P.O. Box 539
Ripon, WI 54971
414/748-7716
Dave Greening, Director of
Marketing
- Hershey Chocolate U.S.A.
14 Chocolate Avenue
Hershey, PA 17033
717/534-4200
Michael Pasquale, President
Milt Matthews, Vice President
Sales
Bob Love, Director Trade
Development
Todd Parker, Manager Credit
Administration
Myron Berkowsky, Manager
Customer Service
Tom Cumpson, Director Conf.
Sales
- 100 Crossways Park West, #111
Woodbury, NY 11787
516/496-3040
Tony Scrimizzi, Metro Region
Manager
- 6255 Sheridan Drive
Bldg. B - Suite 304
Williamsville, NY 14221
716/634-4303
Robert Ibberson, Region Manager,
Upstate
- Hershey Import Co., Inc.
700 East Lincoln Avenue
Rahway, NJ 07065
908/388-9000
Rich Lauritano, Director Sales &
Mktg.
- Hirschl & Bendheim
P.O. Box 226
Washington, MO 63090
- Holiday Candy Corp.
1100 Military Road
Buffalo, NY 14217
716/874-4670
Perry Tzetzto
Steven Tzetzto
- Hollywood Brands Inc.
100 S. Poplar St.
Centralia, IL 62801
618/532-4767

51841 2410

SUPPLIERS

- Honduran Cigar Imports Ltd.
100 W. Putnam Avenue
Greenwich, CT 06830
203/661-1100
- C. Howard Co. Inc.
1007 Station Road
Bellport, NY 11713
516/286-7940
Kenneth Pratz, President
Arthur Pratz, Vice President
- Brokers:*
Ferolie Confectionery Sales
Murphy-Young Inc.
- Hoyle Products
P.O. Box 64377
St. Paul, MN 55164
612/293-7520
- Hubbs Importing Corp.
436 Old Hook Road
Emerson, NJ 07630
201/261-0033
- I.A.C. Inc.
940 E. 149th Street
Bronx, NY 10455
- Imperial Tobacco
75 Park Plaza
Heritage on the Garden - 2nd Fl.
Boston, MA 02116
617/292-0291; FAX: 617/292-0894
Tom Moser, General Manager
- International Lease Consultants,
Inc.
P.O. Box 307
Mamaroneck, NY 10543
914/698-3229; FAX: 914/698-6370
Larry Feldman, Managing
Partner
- International Nut Corp.
P.O. Box 420
Billerica, MA 01821
800/638-NUITS
- Intersweet, Inc.
7321 N. Ridgeway
Skokie, IL 60076
312/982-9595
- Ion S.A. Cocoa & Chocolate Mfg.
599 Colonial Blvd.
Washingtown Township, NJ 07675
- James River Towel/Tissue Group
River Park, P.O. Box 6000
Norwalk, CT 06856
202/584-2365
- Japan Tobacco International
U.S.A., Inc.
2441 205th St., Suite C102
Torrance, CA 90501
310/212-6416; FAX: 310/533-8027
Alan Portnoy, Sales Mgr.
- 910 Sylvan Avenue
Englewood Cliffs, NJ 07632
201/871-1210; FAX: 201/871-1417
Peter M. Gregorio, Director of
Sales
- Jaret International, Inc.
2670 Stillwell Avenue
Brooklyn, NY 11224
718/946-1800
Robert Jaret, Chief Executive
Officer
- Jean's Foods Inc.
1128 E. Washington Street
Syracuse, NY 13210
315/476-5378
Frank Childs, President
Don Milbeck, Salesman
- The Jel Sert Co.
P.O. Box 261
West Chicago, IL 60185
312/231-7590
- John Middleton Inc.
418 W. Church Road
King of Prussia, PA 19406
800/523-1126; FAX: 610/265-1482
John W. Giese, National Sales
Manager
Hugh Hegarty, Territory Area
Mgr.
- S C Johnson Commercial Products
1525 Howe Street
Racine, WI 53403
414/631-2660
- Joyva Co.
53 Varick Avenue
Brooklyn, NY 11237
212/497-0170
- Judson-Atkinson Candies Inc.
831 S. Flores Street
San Antonio, TX 78204
512/227-5201
- Juice Bowl Products Inc.
2090 Bartow Highway
US 98 South
Lakeland, FL 33803
813/665-5515
- Just Born, Inc.
Rodda Candy Co.
1300 Stefko Blvd.
Bethlehem, PA 18017
800/445-5787; FAX: 800/445-4981
Donna Burkit, Customer Service
Manager
- Katherine Beecher Candies
P.O. Box 515
Manchester, PA 17345
717/266-3641
- S. L. Kaye Co. Inc.
230 5th Avenue
New York, NY 10001
212/683-5600
- Kaywoodie/Yello-Bole/Medico
1000 North Division St.
P.O. Box 789
Peekskill, NY 10566
914/739-3100
William F. Feuerbach, Jr.,
President
- Keebler Company
2201 Cabot Blvd.
Langhorne, PA 19047
- R.R. Keller Foods Inc.
455 Braen Avenue
Wyckoff, NJ 07481
- Kellogg Co.
235 Porter Street
Battle Creek, MI 49016
- Keppel's Inc.
323 N. Queen Street
Lancaster, PA 17604
717/397-8214
- Kimberly-Clark Corp.
2100 Winchester Road
Neenah, WI 54956
414/729-1212
- King B, Inc.
P.O. Box 1843
Idaho Falls, ID 83403
800/635-4717
Linda Olsen, Director-Admin.

51841 2411

SUPPLIERS

- Kopper's Chocolate Spec. Co.
39 Clarkson Street
New York, NY 10014
212/243-0220
- Kraft Inc.
Kraft Court
Glenview, IL 60025
312/998-2000
- Shy Kramer & Associates
21 W. Delilah Road
Pleasantville, NJ 08232
- Krazy Glue Inc.
53 W. 23rd Street
New York, NY 10010
212/807-3844
- Lance Inc.
P.O. Box 32368
Charlotte, NC 28232
- Lane Limited
2280 Mountain Industrial Blvd.
Tucker, GA 30084
770/934-8540; FAX: 770/938-9473
J. A. Rowe, National Sales
Director
- Park 80 West Plaza 2
Saddle Brook, NJ 07662
201/843-4290
Mike Shermer, Region Manager
- 1574 Stone Ridge Drive
Stone Mountain, GA 30083
770/934-8540
Farrell Nixdorf, Distribution
Manager
- Laura Paige Candy Co., Inc.
125 S. Main Street
New City, NY 10956
914/634-4266
- Lea and Perrins Inc.
1501 Pollitt Drive
Fairlawn, NJ 07410
- Leader Candies Inc.
132 Harrison Place
Brooklyn, NY 11237
718/366-6900
- Leaf Inc.
500 North Field Drive
Lake Forest, IL 60045
708/735-7500; FAX: 708/735-7587
Larry Vander Heulen, V.P.
Business Development
- 31 Rob Roy Parkway
Grand Island, NY 14072
716/774-1205; FAX: 716/774-1094
Bill Zirnheld, Business
Development Mgr.
- Brokers:*
LBM Sales
Golick Martins
- Leeming/Pacquin
235 E. 42nd Street
New York, NY 10017
212/573-7338
- Lehman Sugarfree Conf. Inc.
4512 Farragut Road
Brooklyn, NY 11203
718/469-3057
- Lemberer Candy Corp.
P.O. Box 1794
Paramus, NJ 07653
- LePage's Incorporated
P.O. Box 111303
Pittsburgh, PA 15238
412/967-0250
James C. Kowieski, Vice President,
Communications Division
- Liberty Orchards Co. Inc.
117 Mission Street
Cashmere, WA 72680
- Licker Company
1600 E. 2nd Street
P.O. Box 21
Winslow, AZ 86047
800/843-2232
- Liggett Group Inc.
700 West Main Street
Durham, NC 27701
(800) 334-1686
- 1317 Rte. 73, Ste. 200
Mount Laurel, NJ 08054
609/234-1650; FAX: 609/234-1651
Harold J. Petch; President
Northern Business Unit
- Lignum 2, Inc.
1420 Harbor Bay Parkway, Suite 190
Alameda, CA 94501
800/LIGNUM2
Henry E. Bass, President
W. R. Bauer, Vice President
Kathy Bascom, Coordinator
- 914/294-2738
Bill Class, New York Area
Representative
- Lil' Drug Store Products, Inc.
Box 1883
Cedar Rapids, IA 52406
319/365-3244
- James P. Linette Inc.
P.O. Box 212
Womelsdorf, PA 19567
215/589-4526
- Thomas J. Lipton Inc.
800 Sylvan Avenue
Englewood Cliffs, NJ 07632
201/894-7878
- Local 805, I.B.T. - AFL/CIO
888 7th Avenue
New York, NY 10019
212/587-1261
Jack Tarshis, President
- Harry London Candies Inc.
1281 S. Main Street
Canton, OH 44720
800/321-0444
- Lorillard Tobacco Co.
714 Green Valley Road
Greensboro, NC 27408
910/335-7000
Randy Spell, Sr. Vice-President
Sales
Leo Weber, General Manager,
Trade Development
Ken Cherry, Director Credit
- 732/583-7117
Rick DiDonato, Director of Sales,
Northeast States
Joe Tatulli, Regional Sales
Manager
Mike Siwik, Regional Sales
Manager
- Lynn Roberts Inter.
4500 S. 76th Circle
Omaha, NE 68127-1849
402/558-5400

51841 2412

SUPPLIERS

- M & M Mars Inc.**
700 High Street
Hackettstown, NJ 07840
908/852-1000; FAX: 908/850-2734
Graham White, President
John Tuffin, Trade Relations
Allan Cascais, National Sales
Credit Manager
Larry Lupo, National Account
Manager
Terry Stephens, Vice President -
Sales
Richard Medwar, Service Trade
Relations Manager
Ken Grace, Eastern Sales Division
Director
Bob Bandel, NY Region Sales
Manager
- 100 International Drive
Mt. Olive, NJ 07828-1808
201/691-3852
- M & N Cigar Manufacturers Inc.**
P.O. Box 2030
Tampa, FL 33601
800/477-1884; FAX: 813/241-8275
Robert C. Newman, Executive
V.P.
- Madelaine Chocolate Novelty Inc.**
96-03 Beach Channel Drive
Rockaway Beach, NY 11693
718/945-1500
- Marcal Paper Mills**
1 Market Street
Elmwood Park, NJ 07407
201/796-4000
- M. Marsh & Son**
Merkle
Wheeling, WV 26003
304/232-0770
- Mayfield Candy Co.**
P.O. Box 544
Salt Lake City, UT 84110
801/355-5321
- McNeil Consumer Prod. Co.**
Camphill Road
Ft. Washington, PA 19034
215/233-7000
- Meat Snack, Inc.**
1533 N. Main
Spanish Fork, UT 84660
- The Mennen Co.**
Hanover Avenue
Morristown, NJ 07969
- The Meyercord Co.**
365 E. North Avenue
Carol Stream, IL 60188
708/682-6200
D. P. McDonald, President
M. C. Miller, Vice President
R. W. Maag, Sales Manager
- Rt 1 - Box 521
Davis, WV 26260
304/866-2728
Bill Hoffman, Sales
Representative
- Missouri Meerschaum Co.**
Washington, MO 63090
314/239-2109
- Mr. Coffee Incorporated**
24700 Miles Road
Bedford Heights, OH 44146
- Mr. Snack Inc.**
2500 Walden Avenue
Buffalo, NY 14240
716/681-8200
- Mobil Oil Corporation**
3225 Gallows Road
Fairfax, VA 22037
703/849-3980
- The Multiflex Co., Inc.**
455 Braen Avenue
Wyckoff, NJ 07481
201/447-3888; FAX: 201/447-1455
Royce R. Keller, V.P. Sales
- Ben Myerson Candy Co. Inc.**
928 Towne Avenue
Los Angeles, CA 90021
800/421-8448
John R. Bonnet, Regional Sales
Manager
Anthony Rufrano, Director of
Sales & Marketing
- 62 Berkeley Ave.
Bloomfield, NJ 07003
201/748-0999
- Brokers:**
Murphy-Young, Upstate NY
Citrin-Pitoscia, Metro NY/NJ
- Nabisco Biscuit Co.**
So. 61 Paramus Road
Paramus, NJ 07652
201/587-2530; FAX: 201/587-2550
Steve Larkin, Regional Manager
- Nabisco, Inc.**
South 61 Paramus Road
Paramus, NJ 07652
201/587-2584; FAX: 201/587-2528
Owen Kelly, 516/285-8164
- Nat Sherman Inc.**
500 Fifth Avenue
New York, NY 10110
212/246-5500; FAX: 212/246-8639
Joel Sherman, President
William Sherman, Vice President
Michelle Sherman, Director of
Sales
- 629 W. 54th Street
New York, NY 10019
212/246-5500
- National Cigar Corporation**
P.O. Box 97
Frankfort, IN 46041
317/659-3326
- National Tobacco Co. L.P.**
257 Park Avenue South, 7th Floor
New York, NY 10010
212/253-4595; FAX: 212/253-8296
Sophie Sznicer, Assistant Vice
President
Tom Helms, President
Brenda Bashir, Trade Show
Coordinator
- 12 Redclover Court
Florence, KY 41042
606/384-3388
Casey Cooper, Regional Manager
- H. L. Neff & Co. Inc.**
Mason & Charles Streets
Red Lion, PA 17356
717/244-7351
- Nestle Food Company**
500 Valley Road
Wayne, NJ 07470
201/633-4900; FAX: 201/633-1486
Bob McNiff, 718/597-4248

51841 2413

SUPPLIERS

- | | | |
|--|---|---|
| <p>New England Confectionery Co.
254 Massachusetts Avenue
Cambridge, MA 02139
617/876-4700
George Chadwick, National
Sales Manager</p> | <p>Panasonic Ind. Co.
One Panasonic Way
Secaucus, NJ 07094</p> | <p>Philadelphia Chewing Gum Corp.
Eagle & Lawrence Roads
Havertown, PA 19083
800/243-9486; 610/449-1700</p> |
| <p>The New Gesty Trading &
Manufacturing Corp.
84 South Bayles
Port Washington, NY 11050
212/684-0755</p> | <p>Parker Pen Co.
Janesville, WI 53545
608/755-7000</p> | <p>Philip Morris U.S.A.
120 Park Avenue
New York, NY 10017
212/880-5000
James Morgan, President & CEO
Brian Schuyler, V.P. Customer
Services and Distribution
Michael Szymanczyk, Executive
Vice President, Marketing &
Sales
Michael Irish, Director Trade
Relations</p> |
| <p>No Nonsense Fashions Inc.
P.O. Box 77057
Greensboro, NC 27417
919/852-6300</p> | <p>Parkside Candy Co.
3208 Main Street
Buffalo, NY 14214
716/833-7540</p> | <p>100 Walnut Avenue
Clark, NJ 07066
908/396-1993
Pete Paoli, Vice President -
Regional Sales
Alan Berlin, Section Sales Director
908/396-3660</p> |
| <p>Nordic International Inc.
77 Estate Drive
Jericho, NY 11753
516/938-1622</p> | <p>Patriarca Mfg. Co.
221 Admiral Street
Providence, RI 02908
401/861-6222</p> | <p>Phillips Nizer Benjamin Krim &
Ballon LLP
666 Fifth Avenue
New York, NY 10103
212/977-9700; FAX: 212/262-5152
Thomas Jackson, Partner</p> |
| <p>North American Philips Corp.
High Ridge Park
Stamford, CT 06904</p> | <p>Pearson Candy Co.
2140 W. 7th Street
St. Paul, MN 55116
800/328-6507</p> | <p>The Pillsbury Co.
200 S. 6th Street
Minneapolis, MN 53402
612/330-4285</p> |
| <p>O-Cel-O
305 Sawyer Avenue
Tonawanda, NY 14150
716/876-1596</p> | <p>Peerless Conf. Co.
1250 W. Schubert Avenue
Chicago, IL 60614</p> | <p>The Pilot Pen Corp. of America
60 Commerce Drive
Trumbull, CT 06611
203/377-8800</p> |
| <p>Old Dominion Peanut Corp.
208 W. 24th Street
Norfolk, VA 23517</p> | <p>Penbrook Conf.
P.O. Box 67
Westville, NJ 08093</p> | <p>Plantation Baking Co.
1400 Skokie Highway
Lake Bluff, IL 60044
312/689-8400</p> |
| <p>Ology Distribution Co.
6141 Faircrest Court
Cincinnati, OH 45224
513/721-3135</p> | <p>Pennsylvania Dutch Co. Inc.
408 N. Baltimore Avenue
Mt. Holly Springs, PA 17065
800/233-7082</p> | <p>Playtex
700 Fairfield Road
Stamford, CT 06902
203/356-8000</p> |
| <p>A. Oppenheimer & Co.
38 Leuning Street
S. Hackensack, NJ 07606</p> | <p>Pentel of America Ltd.
11 Kulick Road
Fairfield, NJ 07006
201/575-7525</p> | <p>Plough Inc.
G.P.O. Box 424
Memphis, TN 38151</p> |
| <p>Ozone Conf. & Bkrs. Supply Co.
Inc.
55 Bank Street
Elmwood Park, NJ 07407
201/791-4444</p> | <p>Pepperidge Farm Inc.
P.O. Box 5500
Norwalk, CT 06856
203/847-0456</p> | <p>M. Polaner Inc.
426 Earle Rock Avenue
Roseland, NJ 07068
201/228-2500</p> |
| <p>Palmer Candy Co.
311 Bluff Street
Sioux City, IA 51102
712/258-5543</p> | <p>The Perrier Group
777 W. Putnam Avenue, Box 2313
Greenwich, CT 06836
203/531-4100</p> | <p>Perry's Candies
1020 High Vista Trail, W.
Webster, NY 14580</p> |
| <p>R. M. Palmer Company
77 Second Avenue
P.O. Box 1723
West Reading, PA 19611
215/372-8971</p> | <p>Pez Candy, Inc.
35 Prindle Hill Road
Orange, CT 06477
203/795-0531
Carl Quaranta, Vice President</p> | <p>51841 2414</p> |

SUPPLIERS

- Polaroid Corp.**
549 Technology Square
Cambridge, MA 02139
- Polfoods Corp.**
1185 Avenue of the Americas
New York, NY 10036
- Powell's Inc.**
Excelsior Blvd. & Powell Road
Hopkins, MN 55343
- H. W. Powers Co., Inc.**
170 Oak Hill Way
Brockton, MA 02401
- Prices Candy Co.**
8300 N.E. Underground Drive
Pillar 161
Kansas City, MO 64161
816/455-6000
- Proctor & Gamble**
2 Proctor & Gamble Place
Cincinnati, OH 45202
513/983-1100
- The Promotion in Motion Co., Inc.**
3 Reuten Drive
Closter, NJ 07624-0558
201/784-5800; FAX: 201/784-1010
- The Quaker Oats Co.**
321 N. Clark Street
Chicago, IL 60610
312/222-6767
- R. J. Reynolds Tobacco USA**
401 N. Main Street
Winston-Salem, NC 27102
910/741-5000; FAX: 910/741-4606
Dave Wilmesher, Area V.P.
- 400 Raritan Center Parkway, Ste. D
Edison, NJ 08837
908/225-4774; FAX: 908/417-9076
Mark Young, Regional Sales Mgr.
- RTC Industries Inc.**
2800 Golf Road
Rolling Meadows, IL 60008
708/640-2800; FAX: 708/640-5175
Richard Nathan, CEO
- Ragold Inc.**
20 N. Wacker Drive, #3100
Chicago, IL 60606
312/222-1888
William Bartlett, Sales Manager
- Rapistan Demag Corp.**
507 Plymouth Avenue N.E.
Grand Rapids, MI 49505
616/451-6525; FAX: 616/451-6425
E. M. Land, Marketing Specialist
- 6 Powder Horn Drive
Warren, NJ 07059
908/563-1320
James McKnight, District
Manager
- Ray-O-Vac Corp.**
P.O. Box 4960
Madison, WI 53711
608/252-7400
- Red Lion International Ltd.**
P.O. Box 488
Red Lion, PA 17356
717/244-4501
Julius E. Abernethy, President
- Reemtsma International**
851 Fox Hollow Pkwy.
Marietta, GA 30068
800/444-7898; 404/565-0203
Bernie McCloskey,
Vice President - Premium &
Specialty Products
- Reiss Dabney Cigar Co.**
6141 Faircrest Court
Cincinnati, OH 45224
513/721-3135
- Republic Tobacco**
5100 N. Ravenswood
Chicago, IL 60640
312/728-1500; FAX: 312/275-4307
Warren Schoening, National
Sales Manager
Tom Kirk, District Manager
Richard Finestone, Regional
Sales Mgr.
- Reynolds Metals Co.**
6603 W. Broad Street
Richmond, VA 23261
- Rich Products Corp.**
1150 Niagara Street
Buffalo, NY 14213
716/878-8305
- Ricola Inc.**
51 Gibraltar Drive
Morris Plains, NJ 07950
- Iwan Ries & Co.**
19 S. Wabash Avenue
Chicago, IL 60603
312/372-1306
- Robert Burton Associates**
2 Henderson Drive
West Caldwell, NJ 07006
973/882-5500; FAX: 973/882-5544
Clark C. Sturdivant,
Vice President Sales
- 11 Squire Lane
Wayne, NJ 07470
973/872-4661
Richard Torregrossa, Regional
Sales Manager
- Ronson Consumer Products Corp.**
Corporate Park III, P.O. Box 6709
Somerset, NJ 08875
201/563-7888
L. V. Aronsom II, President &
Chief Executive Officer
J. P. McComish, Vice President
Sales & Marketing
- E. Rosen Co.**
1005 Main Street
Pawtucket, RI 02860
401/726-4500
- A. Rosenblum, Inc.**
139 Haven Avenue
Port Washington, NY 11050
516/944-7000; FAX: 516/944-7005
Bernie Rosenblum, President
- SHOWROOM:**
230 Fifth Avenue, Suite 2007
New York, NY 10016
212/679-1288; FAX: 212/685-4826
- Rowe International, Inc.**
27 Druid Hill Drive
Parsippany, NJ 07054-1453
201/887-0400
- Royal Meerscham Pipe Co.**
P.O. Box 9
San Marcos, CA 92079
619/744-9404; 800/544-7473
Jerry Korn, Owner
- Sara Pauls Old Fash. Cdy.**
230 5th Avenue
New York, NY 10001
212/679-5060

51841 2415

SUPPLIERS

- Sathers Inc.
Sather Plaza
P.O. Box 28
Round Lake, MN 56167-0028
800/533-0330; FAX: 507/945-8343
Vonnice Veldman, Regional
Sales Manager
- 1001 Sathers Drive
Pittston, PA 18640-0730
800/528-3098
Kenneth Matushek, Account
Executive
Pat Flaherty, Account Executive
- G. Scaccianocce & Co.
1165 Burnet Place
Bronx, NY 10474
212/991-4462
- Setton Inter. Fds. Inc.
85 Austin Blvd.
Commack, NY 11725-5701
- Shasta Beverages
14405 E. Artesia Blvd.
La Mirada, CA 90638
- Shelby Publishing Co.
517 Green Street
Gainesville, GA 30501
- Shelly Bros. Inc.
P.O. Box 115
Souderton, PA 18964
215/723-8111
- Louis Sherry Inc.
169 Lackawanna Avenue
Parsippany, NJ 07054
201/335-1000
- Simon Cdy. Co.
P.O. Box 348
Elizabethtown, PA 17022
717/367-2441
- Slush Puppie Corp.
1950 Radcliff Drive
Cincinnati, OH 45204
800/543-0860
- Smoke-Craft
P.O. Box 1029
Albany, OR 97321
503/926-8831
- Smokeless Tobacco Council
1627 K Street, N.W.
Washington, DC 20006
202/452-1252
Jeff Schlagenhauf, President
- The J. M. Smucker Co.
P.O. Box 280
Orrville, OH 44667
216/682-0015
- Solo Cup Co.
1505 E. Main Street
Urbana, IL 61801
217/384-6800
- Sonoco Products Co.
P.O. Box 160
Hartsville, SC 29550
- Sorbee/Dream Foods
9990 Global Road
Philadelphia, PA 19115
800/654-3997; FAX: 215/677-7736
David Tousman, Regional Sales
Mgr.
- Spangler Candy Co.
P.O. Box 71
Bryan, OH 43506
419/636-4221; FAX: 800/488-3313
Douglas E. Taylor, Sr. V.P.
Sales & Marketing
D. Rowland, Vice President Sales
- Brokers:*
J. R. George-Luciano
Confectionery Brokers, Inc.
- Spartan Packaging & Engineering
P.O. Box 985
Sparta, NY 07871
201/729-8815
Dave McDonald
- Specialty Promo. Inc.
P.O. Box 612
Norton, MA 02766
617/285-7766; 800/341-8700
- Squashooter Candy Co.
P.O. Box 13367
Edwardsville, KS 66113
913/422-7222
- Squirrel Brand Co.
17 Boardman Street
Cambridge, MA 02139
617/547-1481
Robert H. Stengel, Vice President
- Brokers:*
Stanley L. Marks
Jim Collins
- Stanback Co. Ltd.
1500 S. Main Street
Salisbury, NC 28144
704/633-9231
- Standard Candy Co. Inc.
P.O. Box 101025
Nashville, TN 37210
615/889-6360
- Stark Candy Company
Div. of New England Confectionery
Co. - NECCO
700 Hickory Street
Pewaukee, WI 53072
414/691-0600
Domenic M. Antonellis, President
- Sterling Candy, Inc.
27 Ludy Street
Hicksville, NY 11801
516/932-1104; FAX: 516/932-1139
- Storek USA, L.P.
500 N. Michigan Avenue
Chicago, IL 60611
312/467-5700
Richard Harshman
- Sunfield Foods
8155 New Hampshire
St. Louis, MO 63123
314/832-7575
- Sunline Brands
P.O. Box 14483
St. Louis, MO 63178
314/638-5770
- Sunmark Inc.
3660 S. Geyer Road
St. Louis, MO 63127
314/822-2800
Wayne Brown, Vice President
Distribution
Marilyn Rapp
- Sunshine Biscuits Inc.
100 Woodbridge Center Drive
Woodbridge, NJ 07095
201/855-4000
- Superior Confections Inc.
501 Industry Road
Staten Island, NY 10314
212/698-3300
- Superior Nut Co.
225 Msgr. O'Brien Highway
Cambridge, MA 02141
617/876-3808

51841 2416

SUPPLIERS

Swedish Match North America Inc.
6600 W. Broad Street
Richmond, VA 23230
804/287-3200; FAX: 804/287-3232
Robert C. Peery Jr., Senior Sales
Operations Manager

P.O. Box K-266
Richmond, VA 23229-4388
804/673-5213
John Burrus, Director, Atlantic
Region

Brokers:
Western NY Merchandisers
Sommer Assoc.
Pezrow-Chase
Syracuse Merchandisers Merkert

Sweet News
538 Prince Edward Road
Glen Ellyn, IL 60137

The Swingline Company
3200 Skillman Avenue
Long Island City, NY 11101
212/729-9600

Swisher International, Inc.
459 East 16th Street
P.O. Box 2230
Jacksonville, FL 32203
904/353-4311; FAX: 800/397-9899
Tim Mann, President
Tom Ryan, Executive Vice
President Marketing & Sales
Paul Arvia, Sr. Vice President of
Sales
Ann Allen, Sales Coordinator
Richard Sims, Field Sales
Manager
Joe Augustus, Director Govt.
Relations

Swizzels Matlow (USA) Inc.
2390 Air Park Road
North Charleston, SC 29406
803/747-6398

Sylvania Residential Lighting
100 Endicott Street
Danvers, MA 01923
617/777-1900

Tell Choc. Corp.
3052 W. 21st Street
Brooklyn, NY 11224
212/266-4651

Texaco USA
P.O. Box 1404
Houston, TX 77251-1404

The Thompson Candy Co.
80 S. Vine Street
Meriden, CT 06450
203/235-2541

Thompson Medical Co., Inc.
919 Third Avenue
New York, NY 10022
212/688-4420

Tobacco Exporters International
2280 Mountain Industrial Blvd.
Tucker, GA 30084
770/493-1469; FAX: 770/939-0377
Alan Balch, President
Alan Spencer, V.P. Sales &
Marketing USA
Joe Blomberg, Field Sales
Operations
Tom Byelick, Marketing Manager

The Tobacco Institute
1875 I Street N.W.
Suite 800
Washington, DC 20006
202/457-4800
Patrick B. Donoho, Vice President,
Northern Sector

12 Sheridan Place
Albany, NY 12207
518/462-6501; FAX: 518/462-6361
Martin Carson, Regional
Vice President

Tootsie Roll Industries Inc.
7401 S. Cicero Avenue
Chicago, IL 60629
312/838-3400
M. Gordon, Chairman
E. Gordon, President
T. Corr, Vice President Sales &
Marketing

The Topps Co. Inc.
One Whitehall Street
New York, NY 10004-2109
212/376-0300; FAX: 212/376-0573
Ron Boyum, Vice President Sales
Steve Keever, Region Manager

Triangle Package Machinery Co.
6655 W. Diversey Avenue
Chicago, IL 60635
312/889-0200
William H. Zuse, Director
Marketing Services

Turning Point Systems
300 Rosewood Dr, Ste. 220
Danvers, MA 01923
608/777-9991

Turtle Wax Inc.
5655 W. 73rd Street
Chicago, IL 60638
800/323-9883

Unex Systems Inc.
10 Progress Road
Jackson, NJ 08527
201/928-2800

Uniconfis Corp.
5901-C Peachtree Dunwoody Road
Atlanta, GA 30328
770/481-0440

Union Camp Corporation
1600 Valley Road
Wayne, NJ 07470
201/628-2500

U.S. Distribution Journal
233 Park Avenue South, 6th Floor
New York, NY 10003
212/979-4800; FAX: 212/979-7431
Kevin Francella, Editor/Publisher

U.S. Plastics Corp.
161 Pleasant Street
Lynn, MA 01901

United States Playing Card Co.
Park & Beech Street
Cincinnati, OH 45212
513/396-5700

United States Tobacco Company
100 West Putnam Avenue
Greenwich, CT 06830
203/661-1100; FAX: 203/863-7259
Jane O'Connor, Meetings &
Conventions Program Manager

United States Tobacco Sales &
Marketing Company
204 Spring Hill Road
Trumbull, CT 06611
203/268-7742
Ron Huth, Regional Vice
President

Universal Sweets Corp.
405 Lexington Avenue, 32nd Floor
New York, NY 10174-0307

51841 2417

SUPPLIERS

- | | | |
|--|--|--|
| <p>C. J. Van Houten & Zoon Inc.
RFD 2, Box 7
St. Albans, VT 05478
802/524-9711</p> | <p>Warner Lambert/American Chicle Group
182 Tabor Road, Bldg. #2
Morris Plains, NJ 07950
201/540-2000</p> | <p>Wm. Wrigley Jr. Company
410 North Michigan Avenue
Chicago, IL 60611
312/644-2121
Anthony Cipollina, Vice President
Sales</p> |
| <p>Van Melle, Inc.
P.O. Box 18190
Erlanger, KY 41018
606/283-1234
M. Van Melle, President
Patrick F. Cox, Vice President
Sales
Derald Carroll, National
Accounts Manager</p> | <p>F. B. Washburn Candy Corp.
P.O. Box 3277
Brockton, MA 02402
617/588-0820</p> | <p>Interstate Office Center
8 Wood Hollow Road
Parsippany, NJ 07054
973/739-9779; 800/526-0400;
FAX: 973/739-9085
Mike Sciarillo, New York Area
Manager
Steve Hurlburt, Eastern Division
Manager</p> |
| <p><i>REPRESENTS:</i>
Citrin-Piloscia Company, Metro
NY & NJ
Ross Empire State Brokers,
Upstate NY</p> | <p>WD-40 Company
P.O. Box 80607
San Diego, CA 92138
619/275-1400</p> | <p>Yohay Baking Co.
75 Grand Avenue
Brooklyn, NY 11205</p> |
| <p>Venturi-Bissell
145 Tower Drive
Burr Ridge, IL 60521</p> | <p>Webster Industries, Inc.
58 Pulaski Street
Peabody, MA 01960</p> | <p>York Candies Inc.
P.O. Box 1147
York, PA 17405
717/843-0921</p> |
| <p>Gerrit J. Verberg Co.
12238 Germany Road
Fenton, MI 48430</p> | <p>John Weisert Tobacco Co.
11205 6th Street
St. Louis, MO 63104
314/421-1197</p> | <p>Zachary Conf., Inc.
P.O. Box 219
Frankfort, IN 46041</p> |
| <p>Veryfine Products, Inc.
210 Littleton Road
P.O. Box 670
Westford, MA 01886
508/692-0030; FAX: 508/692-7014
Samuel Rowse, President</p> | <p>Westclox
520 Guthridge Court
Norcross, GA 30092</p> | <p>Zenobia Co.
3441 Kingsbridge Avenue
Bronx, NY 10463
212/796-7700</p> |
| <p><i>Brokers:</i>
Pezrow NY Inc., Ed Tannenbaum
J. R. George-Luciano, Jack George</p> | <p>White Rock Products
16-16 Whitestone Expressway
Whitestone, NY 11357
718/746-3400</p> | <p>Zippo Mfg. Co.
33 Barbour Street
Bradford, PA 16701
814/368-2700</p> |
| <p>Villazon & Company
25 Parkway
Upper Saddle River, NJ 07458
201/934-9440; FAX: 201/934-5545
Sherwin Seltzer, Vice President,
Marketing & Sales</p> | <p>Wilbur Choc. Co. Inc.
Lititz, PA 17543</p> | |
| <p>W&F Manufacturing Group
2770 Walden Avenue
Buffalo, NY 14225-4747
716/874-5850</p> | <p>Wilkinson-Spitz Ltd.
705 Bronx River Road
Yonkers, NY 10704
914/237-5000</p> | |
| | <p>Willy Wonka Brands
1445 W. Norwood
Itasca, IL 60143
312/773-2095</p> | |
| | <p>World Candies Inc.
185 30th Street
Brooklyn, NY 11232
718/768-8100; FAX: 718/499-4918
Matthew Cohen, Vice President
Sales</p> | |

51841 2418

BROKERS

- | | | |
|---|---|--|
| <p>Sid Alpers Sales Co.
P.O. Box 242
Oradell, NJ 07649</p> <p>Barclay Brown & Kavanagh
40 Accord Park Dr.
Hingham, MA 02018</p> <p>Bennett Sales & Marketing
250 Commerce Blvd.
Liverpool, NY 13088
315/451-5980</p> <p>E.A. Berg & Sons, Inc.
9 Brook Ave., P.O. Box 1187
Maywood, NJ 07607-7187
201/845-8200 212/564-7269
FAX: 201/845-8201
<i>PERSONNEL:</i>
Harry J. Berg, President
Russell Berg, Vice President
<i>REPRESENTING:</i>
R.L. Albert & Son Inc.
Amuro Products
Austin Foods Co.**
Berzerk Candy
Bortz Chocolate Company
Brach and Brock
Campfire Inc.
CC Ventures
Citrus World**
Classic Games*
Eastman Kodak***
Ganong
Guardsman***
Kidd & Company
Mars Broker Sales*
Maxx Race Cards*
Melster/K. Beecher
Nielsen
Osram Sylvania***
Pinnacle Brands*
Qualex***
Ragold Inc.*
Ronson***
Spangler Candy Co.
Stimorol USA
Storck U.S.A. L.P.
Sunline Brands Inc.
F. B. Washburn Candy Corp.
* Trading Cards
** Vend Trade Only
*** General Merchandise</p> <p>Bickert Associates
4981 Winding Way
Clarence, NY 14031</p> <p>Chadlin Associates
1605 John Street
Fort Lec, NJ 07024</p> | <p>Champion Sales South
3719 Dogwood Lane
Hamburg, NY 14075</p> <p>Citrin-Pitoscia Company, Inc.
120 Liberty Street
Bloomfield, NJ 07003
973/281-9020 FAX: 973/281-9028
<i>PERSONNEL:</i>
Mario Pitoscia, President
<i>REPRESENTING:</i>
American Candy
Atkinson
Cc De
Christopher's/Ben Myerson
Dorval
E. Rosen
Foreign Candy
Gilliam/Sophie Mae
Jaret
Judson/Atkinson
Linnette
Modern Aids
Necco/Stark
Playoff Cards
Ricola
Sorbee
Van Melle</p> <p>R.H. Colchester Assoc.
P.O. Box 2567
Setauket, NY 11733-0760</p> <p>DeMitre & Associates, Inc.
188 Fries Mill Road
Turnersville, NJ 08012
<i>PERSONNEL:</i>
Mike DeMitre</p> <p>DeRose Food Brokers
891 Delaware Avenue
Buffalo, NY 14209</p> <p>Jack Diamond Sales
65 Overlook Way
Englishtown, NJ 07726</p> <p>Distributors Buying Serv.
21 W. Delilah Road
Pleasantville, NJ 08232</p> <p>D.L.M. Sales, Inc.
3003D Greentree Campus
Marlton, NJ 08053</p> <p>Ernest J. Durfee & Assoc.
126 Dorset Drive
Kenmore, NY 14223
716/875-5618</p> <p>E & B Brokerage Co.
107 Lonergan Drive
Suffern, NY 10901</p> | <p>Empire State Candy & Tobacco Club
Box 488
Fayetteville, NY 13066
315/454-0662
<i>PERSONNEL:</i>
Robert J. Sweet, Secretary</p> <p>Excelsior Marketing
301 South Allen Street
Albany, NY 12208</p> <p>The Ferolie Group
Confectionery Division
2 Van Riper Road
P.O. Box 409
Montvale, NJ 07645-0409
201/307-9100 FAX: 201/782-5145
<i>PERSONNEL:</i>
Liz Connolly, Director-Business Development
Barry Rowen, Sales Manager
<i>REPRESENTING:</i>
Beer Nuts, Inc.
Campbell Specialty Foods
C. Howard Company
Favorite Brands International
Ferrero U.S.A., Inc.
Frankford Candy & Chocolate Co.
Greenfield Healthy Foods.
Guittard Chocolate Co.
Health-Tech, Inc.
Hershey Grocery
Impact Confections
Liberty Richter, Inc.
Lindt & Sprungli (USA) Inc.
Mauna Loa Macadamia Nut Corp.
McNeil Consumer Products Co.
Nestle Canada, Inc.
Pez Candy, Inc.
Robinhood Multi-Foods, Inc.
Schering-Plough Sales Corp
S. L. Kaye Company
Steiner Foods
The Perrier Group of America
The Topps Company, Inc.
The U.S. Playing Card Company
Turin Chocolates/USA Division
Walker's Shortbread, Inc.</p> <p>Norman Fleischer Associates
89 Tennyson Drive
Short Hills, NJ 07078
201/467-7822</p> <p>Food Enterprises
17 British American Blvd.
Latham, NY 12110</p> |
|---|---|--|

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BROKERS

J.R. George-Luciano
Confectionery Brokers
4610 Wetzel Road
P.O. Box 2755
Liverpool, NY 13089
315/652-3037 FAX: 315/652-3125

PERSONNEL:

Jack George, President

REPRESENTING:

Bagel Master
Blue Diamond
C-Net
C.J. Van Houten
Chattanooga Bakery
Chef America-Hot Pockets
Claeys Fudge
David & Sons
Dorval
Just Born
Marshmallow Prod.
Maxfield
Philadelphia Gum
Spangler Candy Co.
Veryfine, Inc.
Willy Wonka Brands

Gitomer Sales Co.
2652 Cropsy Avenue
Brooklyn, NY 11214
718/946-3242

PERSONNEL:

Gerry Gitomer, Owner

Godwin Assoc.
P.O. Box 297
Ramsey, NJ 07446

Golick-Martins, Inc.
140 Sylvan Avenue
Englewood Cliffs, NJ 07632
201/592-8800

PERSONNEL:

Manny Martins, President
Joe Lanzilli, V.P.

Don Good & Assoc.
P.O. Box 548
Waverly, PA 18471-0548
717/563-3214 FAX: 717/563-2292

PERSONNEL:

Don Good, Owner
REPRESENTING:
American Candy
Avanti Cigar
Distributing Buying Service
Gerrit Verburg
Intersweet

Philip Greenblatt Assoc.
32 Dorset Road
Norwalk, CT 06851

Hickory Kist Northeast
31 Madison Street
Cortland, NY 13045

M.W. Houck, Inc.
60 Craig Road
Montvale, NJ 07645
201/476-9260

PERSONNEL:

John Anastasi, V.P.

REPRESENTING:

Austin Quality Foods
Blue Diamond
Borden, Inc.
Bumble Bee Seafoods
Charms
Classic Roasters
Fleetwood Snacks
Global
Goldenberg Candy Co.
Goodmark Foods Inc.
Henry Heide, Inc.
Lily Popcorn
MacFarms of Hawaii
Mauna Loa Macadamia Nuts
Merlin Editions
Mesa Food Prod.
Motts/Red Cheek
Pepsico Food
Ragold, Inc.
S.L. Kaye Co.
Simon's
Sunshine Biscuit
Welch Vending

International Sales
235 Clent Street
Great Neck, NY 11021
516/466-3335 FAX: 516/466-0254

PERSONNEL:

Neil Esposito, President

H.P. Katz & Assoc.
2276 E. 73rd Street
Brooklyn, NY 11234

Kimmey Associates
5 Crawford Road
Morris Plains, NJ 07950

Shy Kramer & Assoc.
21 W. Delilah Road
Pleasantville, NJ 08232
609/646-2063

L B M Sales, Inc.
P.O. Box 488
304 Walnut Street
Fayetteville, NY 13066
315/637-5147

PERSONNEL:

Nick Bellanca, President
716/873-7251

REPRESENTING:

Beer Nuts, Inc.
General Mills Inc.
Leaf, Inc.
James P. Linette
M&M/Mars Broker Div.
R.M. Palmer Co.
Pinnacle Brands
Plantation Baking Co.
Republic Tobacco
Richardson Brands
Sorbee
Sunline Brands
Tootsie Roll Ind.
Washburn Candy Corp.

M & Y Sales Assoc. Inc.
1 Central Avenue
Tarrytown, NY 10591

Manzella Food Brokers
1169 Harlem Road
Buffalo, NY 14227

McDermott Food Brokers, Inc.
P.O. Box 13300
Albany, NY 12212
518/783-8844

PERSONNEL:

Larry M. Kaplan, Vice President

Merchandising Service of
America
417 North Third Street
Philadelphia, PA 19123

Murphy-Young, Inc.
Upstate Confectionery Sales, Inc.
JAG/JRM, Inc.
435 Lawrence Bell Drive
Williamsville, NY 14221
716/633-9807 FAX: 716/633-9822

Syracuse-Albany District
933 State Fair Blvd.
Syracuse, NY 13209
315/468-5461 FAX: 315/468-1822

New York Food Brokers, Inc.
925 State Fair Blvd.
Syracuse, NY 13209

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BROKERS

John E. Nielsen
224 Belleview Road
N. Troy, NY 12180

Pezrow
535 E. Crescent Avenue
Ramsey, NJ 07446-1208
201/825-9400 FAX: 201/825-8556
PERSONNEL:
Ed Tannenbaum, V.P.
Confectionery

Pezrow Upstate New York
447 New Karner Road
Colonie, NY 12205-3821
518/869-6800
PERSONNEL:
Jim Haas, Confectionery
Manager
REPRESENTING:
Charms Company
Ferrero USA
First Brands/STP
Gardner's Candies
Jack Link's Meat Snacks
Ronson
Van Melle USA
Winchell's Donuts

Progressive Mtg. Group
P.O. Box 142
Ransey, NJ 07446

Resource Network Assoc.
P.O. Box 288
Rocky Hill, NJ 08553

Robert V. Ricci
6 E. Augusta Avenue
Staten Island, NY 10308

Bernard Rosenberg & Associates
37 Tree Top Drive
Fairport, NY 14450

Ross Empire State Brokers
P.O. Box 67
Fayetteville, NY 13066
315/682-5111
PERSONNEL:
Ralph Ross, President
REPRESENTING:
Bobs Candies
Boyer Bros.
Clark Gum
Ferrara Pan Candy
Fleer Corp
Goetze Candy Co.
Goldenberg Candy Co.
New England Conf.
Smiley Foods
Storck USA
Sunburst Drinks
Van Melle Inc.

Settineri
151 Platt Lane
Milford, CT 06460-2057

Donald R. Shaghalian
P.O. Box 475
Manlius, NY 13104-0475

SnacCo Sales Inc.
214 Paramount Pkwy.
Buffalo, NY 14223

Sommer Associates, Inc.
2056 Central Avenue
Albany, NY 12205

Stanley Marks Company, Inc.
219 Harwood Bldg.
Scarsdale, NY 10583
914/723-8550 FAX: 914/723-8398
PERSONNEL:
Ted Horelick, President

Milt Surre & Assocs.
227 Olmstead Avenue
Depew, NY 14043

The Sweets
111 Wilmore Place
Syracuse, NY 13208

Syracuse Merchandisers
290 Farrell Road
Syracuse, NY 13209

51841 2421

DISTRIBUTORS — WHOLESALERS

Almy Bros., Inc.

8 Jackson
Binghamton, NY 13903
607/723-6461
Leonard P. Almy, President

Amsterdam Tobacco Co. Inc.

1614 Amsterdam Avenue
New York, NY 10031
212/862-5860 FAX: 212/862-5860
M. Gutlove, Vice President
BUYERS AND PRODUCTS:
M. Gutlove; Cigarettes, Sundries
A. Oriol; Confectionery
M. Olivierias; Cigars

Andy's Tobacco & Candy Wholesale

593 Jerusalem Avenue
Uniondale, NY 11553
516/483-3444 FAX: 516/483-8758
Ricky Kaywood, Manager

Anpesil Distributors

7001 Roustein Avenue
North Bergen, NJ 07047
201/866-3410
Peter Leon

Atlantic Biscuit Co-Op, Inc.

170 Montrose Avenue
Brooklyn, NY 11206

Milhem Attea Bros., Inc.

1509 Clinton Street
Buffalo, NY 14206
716/822-1665
George Bittar, C.E.O.
BUYERS AND PRODUCTS:
George Bittar; Tobacco, Confectionery
T. Attea; General Merchandise
Martin Attea; Appliances

Aucr & Co. Inc.

571 E. Brighton Ave., P.O. Box 41
Syracuse, NY 13205
315/475-8304 FAX: 315/478-2317
Michael E. Aucr, President
Frederick Sisson, General Manager, Buyer
BUYERS AND PRODUCTS:
Frederick Sisson; Tobacco, Cigars, Candy
Mike Riley; Grocery, HBA, Seasonal
Robert Dexter, Cigarettes

A.D. Bedell Co. Inc.

15 Main Street
Salamanca, NY 14779

Bonanza Too Company, L.L.C.

1167 E. 165th Street
Bronx, NY 10459
718/617-0211 FAX: 718/617-2530
Steven Rosenthal, President/Chief Executive Officer

Boro Park Tobacco Co., Inc.

1167 48th St., P.O. Box 140
Brooklyn, NY 11219
718/436-2333
David Goldberg, President
Robert Goldberg, Vice President

Borough Hall-Oxford Tobacco Corp.

75 Flatbush Avenue Ext.
Brooklyn, NY 11201
718/857-1217 FAX: 718/852-8203
Felicia Katz, Principal
Andrew Katz, Principal

W.G. Braemer & Sons

79 Glasgow Street
Clyde, NY 14433

Bronx Beer Distributors

826-838 St. Ann's Avenue
Bronx, NY 10456
718/665-0402 FAX: 718/402-7019
Mario Ferrovicchio, President

Bronx Tobacco And Candies Co., Inc.

41 Bronx Terminal Market
Bronx, NY 10451

Morris Brown Inc.

182 Throop Avenue
Brooklyn, NY 11206
718/782-3200 FAX: 718/599-1628
John Valentino, Principal

Buffalo Tobacco Products

202-208 Rhode Island Street
Buffalo, NY 14213
716/883-9250
Cos Polino, President
Gail W. Polino, Treasurer
Sharon Miller, Bookkeeper
Dan Kociszewski, Manager
Robert Morris, Secretary

Button Brothers Inc.

140 Newbury St., Box 13620
Rochester, NY 14613
716/254-2070 FAX: 716/254-2074
James F. Button, President
Michael D. Button, Vice President
John Button, Treasurer
James Buda, Branch Manager

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DISTRIBUTORS — WHOLESALERS

J. A. Calderon Co. Inc.

1467 East Main Street
Rochester, NY 14609
716/651-8520

Sol Calderon, President
David Calderon, Vice President
Hyman Calderon, Vice President

BUYERS AND PRODUCTS:

David Calderon; Confectionery
Sol Calderon; General Merchandise

Center Candy, Inc.

20 Rider Place
Freeport, NY 11520
516/379-2270 FAX: 516/378-2406

Harvey Allen, President
Abe Mayo, Secretary & Treasurer

City Line Candy & Tobacco

224 Union Avenue
New Rochelle, NY 10801

Frank Colucci Co. Inc.

1611 Pine Avenue
Niagara Falls, NY 14301
716/282-4240

Frank Colucci, Owner

Cook Wholesale of Medina, Inc.

510 Orient Street
Medina, NY 14103

Costello Brothers Inc.

Branch of: Herkimer Wholesale Co. Inc.

2828 Erie Blvd. East, P.O. Box 325
Syracuse, NY 13214
315/446-7460

Michael D. Button, President
Rosemarie Button, Secretary
Fred Ayers, Branch Manager

BUYERS AND PRODUCTS:

Fred Ayers; Cigarettes, Confectionery, Tobacco
Products

Day Wholesale, Inc.

151 Park St., Box 700
Tupper Lake, NY 12986-7367
518/359-2904 FAX: 518/359-7367

Peter Day, Chairman of the Board
Sheryl Day, Vice President

BUYERS AND PRODUCTS:

Bob Helms, President; All Products
Larry Root, Manager; Slush Puppie
George Braid; Cigarettes and Tobacco
Gary Beaudette, Warehouse Manager

Derigo Sales, Inc.

3780 Harlem Road
Buffalo, NY 14215
716/834-7578 FAX: 716/834-9516

John A. Derigo, President/C.E.O.
Derek Derigo, Vice President
Rick Cambio, Sales Manager
John Lapenna, Sales Manager

BUYERS AND PRODUCTS:

Rick Cambio; Candy, Tobacco & Beverages
Kathy Sundeen, Office Manager; Equipment
John Lapenna; Health & Beauty Aids
Jeff Robeck, Warehouse Manager

Donohue Candy & Tobacco Co.

114 Middle Avenue
Saratoga Springs, NY 12866
518/584-1360 FAX: 518/584-1461

William Donohue, President
Michael Higgins, Vice President
Margaret Donohue, Secretary, Treasurer

BUYERS AND PRODUCTS:

William Donohue; Tobacco
Michael Higgins; Confectionery

Donohue & Higgins Candy & Tobacco Co.

182 Maple Street
Glens Falls, NY 12801
518/792-1739

William Donohue, President
Michael Higgins, Vice President

Duane Reade

49-29 30 Pl.
L.I.C., NY 11101
708/784-8503
Eli Cohen, President

East Pittston Corp.

d/b/a Mutual Candy Co.

Warehouse:
213-225 North St., P.O. Box 1016
Auburn, NY 13021
315/252-7229 FAX: 315/252-1609
Ed Fleming, Vice President

Mail To:

P.O. Box 309
Constantia, NY 13044
315/623-9583 FAX: 315/623-9170

Elmira Distributing Co.

Div. of Elmira Tobacco Co., Inc.
P.O. Box 86
Elmira, NY 14902
607/734-6231 FAX: 607/733-6989
Edward T. Lagonegro, Chairman
Edward P. Lagonegro, President & CEO
Richard Rinde, Vice President

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DISTRIBUTORS — WHOLESALERS

Empire Candy & Tobacco Co., Inc.

75 Middletown Road, N.
 Pearl River, NY 10965
 914/735-2282 FAX: 914/735-2166
 Anthony Siciliano, Vice President
 Anthony Milite, Secretary, Treasurer
 Janice, Office Manager

BUYERS AND PRODUCTS:

Tony Siciliano; Cigarettes, Cigars, Tobacco
 Smokers Acc.
 Anthony Milite; Confectionery, Beverages, HBA,
 Paper Prods., Gift Items
 Harold Straut, Wholesale Mgr.; Grocery Products

F & T Distributing Co., Inc.

1278 Dryden Road
 Ithaca, NY 14850
 607/273-3811

Frank L. Prudence, President
 Dianne Prudence, Vice President
 Tony Prudence, Director of Sales
 Tom Roskelly, Purchasing Director

BUYERS AND PRODUCTS:

Dianne Prudence; Confectionery-Snacks
 Tony Prudence; Food Service
 Tom Roskelly; Tobacco-Cigarettes

Finkle Distributors, Inc.

2445 Route 30, P.O. Box L
 Mayfield, NY 12117
 518/661-5411 FAX: 518/661-5283

Leon Finkle, Chairman
 Dan Finkle, President
 Mark Finkle, Vice President
 Mark Rulison, Sales Manager
 Ruth Fairbanks, Comptroller

BUYERS AND PRODUCTS:

Dan Finkle; Tobacco & Confectionery

Harry J. Fourtunis, Inc.

2 Pierpont Avenue
 Newburgh, NY 12550
 914/561-2600 FAX: 914/561-5948

Harry J. Fourtunis, C.E.O.

BUYERS AND PRODUCTS:

Harry J. Fourtunis; All

General Supply Co.

1417 Crane Street
 Schenectady, NY 12303

Globe Wholesale Co.

5406 3rd Avenue
 Brooklyn, NY 11220
 718/439-7478 FAX: 718/439-7489
 Leonard Schwartz, Principal

Grays Wholesale, Inc.

513 State Street
 Clayton, NY 13624

315/686-3541 FAX: 315/686-3845

Francis R. Gray, President
 Sally Gray, Vice President
 Laraine Flynn, Secretary, Treasurer

BUYERS AND PRODUCTS:

Francis Gray; Candy, Groceries, Paper
 Eugene Howard; Tobacco
 Laraine Flynn; Cigarettes
 Michael Gray; Food Service, Frozen Foods
 Sally Gray; Health & Beauty Aids

Gutlove & Shirvint, Inc.

39-26 23rd Street
 Long Island City, NY 11101
 718/729-4066 FAX: 718/729-3988
 Joseph Ruda, Principal

Harold Levinson Associates, Inc.

1 Enterprise Place
 Hicksville, NY 11801
 516/822-0068 FAX: 516/822-2182

Edward Berro, President
 Rita Berro, Vice President
 Barry Feldman, Vice President
 Jules Lennon, Vice President

PRODUCTS:

Cigarettes, Cigars, Confectionery, Beverages,
 HBA, General Merchandise

Herkimer Wholesale Co., Inc.

1307 Champlain Ave., P.O. Box 4069
 Utica, NY 13504
 315/793-3440 FAX: 315/793-3450

Michael D. Button, Owner/President
 James F. Button, Owner/V.P., Sales
 John R. Button, Owner/V.P., Operations

Herkimer Wholesale Co., Inc.

d/b/a Lobells
 2090 Central Avenue
 Schenectady, NY 12304
 518/377-8811
 Philip DeCandia, Manager

Jacob Kern & Sons, Inc.

60 Nicholls Street
 Lockport, NY 14094
 716/434-5910
 Jacob Kern, Jr., President

Jones McIntosh Tobacco Co.

4036 New Court Ave., P.O. Box 245
 Syracuse, NY 13206
 315/463-9183 FAX: 315/463-4866
 William Corrigan, President

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DISTRIBUTORS — WHOLESALERS

R. L. Jones Tobacco

P.O. Box 152
19 Buell Street
Bath, NY 14810
607/776-3552
Ellie Jones, President
Kerry Fuller, Sales Manager
Tim Fuller, Warehouse Manager

Keystone Tobacco Co., Inc.

1 Alice St., P.O. Box 1771
Binghamton, NY 13902
914/338-1224
Alan R. Grass, Principal

Kingston Candy & Tobacco Co.

86 Smith Avenue, Box 1103
Kingston, NY 12401
914/338-1224
Joseph Weisberg, Owner
Irwin Weisberg, Owner

E.P. Kirst & Sons, Inc.

5727 So. Park Ave., P.O. Box 463
Hamburg, NY 14075-0463
716/649-4590 FAX: 716/649-1383
Jack Kirst, President
Daniel J. Kirst, Vice President, Owner
Rick Kirst, Owner
Robert Kirst, Owner/Treas.
James H. Kirst, Secretary, Owner
BUYERS AND PRODUCTS:
Dan Kirst; General Merchandise & Confectionery
Richard Kirst; Cigarettes
Chris Clark; Tobacco

Klein Candy Company

100 West End Road
P.O. Box 1450
Wilkes-Barre, PA 18703-1450
717/823-2427
Norman Dressler, Owner
Bill Ferrari, Vice President Sales
Howard Klein, General Manager
BUYERS AND PRODUCTS:
Jay Kranson; Cigars
Steven Dressler; Candy
Michell Orlandini; General Merchandise

The Koger Company

635 Morris Park Avenue
Bronx, NY 10460
718/597-5555 FAX: 718/824-4343
Joseph Koenigsberger, Owner

Lavin Candy Co., Inc.

4989 S. Catherine Street
Plattsburgh, NY 12901-4400
518/563-4630
Irvin C. Reid, Jr., President
Frances Reid
Ellie Tregan, Secretary
Harry Bowen, Foreman

Mandel Tobacco Co., Inc.

441 E. 12th Street
New York, NY 10009
212/228-2740 FAX: 212/677-0369
Alex Gross, President
Goldie Gross
Martin Gross
Leonard Levine
Ezra Ogorek

Mauro Pennisi Inc.

78-82 W. Hoffman Ave.
Lindenhurst, NY 11757
516/226-0055
Joe Pennisi

Miller Automatic

191 Broadway
P.O. Box 488
Monticello, NY 12701
914/794-5700 FAX: 914/794-5773
Bernard Weiner, President
Roz Weiner, Secretary

Miranda Tobacco Corp.

2451 Dean Street
Brooklyn, NY 11233

Mohawk Candy & Tobacco Co.

Upper Church St., R.D. 5
Amsterdam, NY 12010

Mountain Service Distributors

40 Lake Street
P.O. Box 520
South Fallsburg, NY 12779
914/434-5674 FAX: 914/434-0059
Stephen R. Altman, President
Bill Freeman
Ed Kennady
Josh Altman
Darren Schwartz
Robert Kopf
Mark Gandulla
BUYERS AND PRODUCTS:
Tom Rausch; All

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DISTRIBUTORS — WHOLESALERS

Mutual Wholesale Services, Inc.

184 Robinson Street, P.O. Box 419
Binghamton, NY 13904-0419
607/723-8319 FAX: 607/723-4418
Eugene W. Burns, President
Joanne M. Madison, Manager
BUYERS AND PRODUCTS:
Eugene W. Burns; All
Joanne M. Madison; Tobacco, Confectionery

North Country Candy & Tobacco, Inc.

360 Elm Street
Malone, NY 12953
518/483-7339 FAX: 518/483-0162
Daniel Honahan, President
Daniel Honahan II, Vice President, Sales
Rick Honahan, Vice President, Operations

Queens Tobacco, Grocery & Candy Co.

134-12 Atlantic Avenue
Richmond Hill, NY 11419
718/657-3500 FAX: 718/657-8959
Carl Cayne, President
Ronald Fedrizzi, Foreman
Al Goldsmith, Sales Manager
BUYERS AND PRODUCTS:
Ronald Fedrizzi; Cigarettes

Richmond Wholesale Co. Inc.

2917 Arthur Kill Road, P.O. Box 98
Staten Island, NY 10314
718/966-0800 FAX: 718/948-6871
Lewis Shapiro, Owner
Alan Herman, Owner

Robbins Tobacco Co.

159 Main Street
Cortland, NY 13045

Romohawk Tobacco & Confectionery, Inc.

221 S. James Street
Rome, NY 13440

I. Rothschild, Inc.

723 William Street
Buffalo, NY 14206
716/854-8600 FAX: 716/854-2106
Henry Rothschild, President
Terry Rothschild, Vice President
Irwin Rothschild, Treasurer

S & A Cigarettes Co.

840 St. Anns Avenue
Bronx, NY 10456
718/402-5639
Mario Ferrovicchio, Vice President

Scheidelman, Inc.

1201 Thorn Street
Utica, NY 13502
Dean Willis, President
Read Willis, Vice President
Tom Rotundo, Director, Opns.

South Beach Novelties & Confectionery Co., Inc.

44 Robin Road
Staten Island, NY 10305
718/727-4500 FAX: 718/448-4108
Alfred F. Lagana, President
John Lagana, Jr., Secretary, Treasurer
BUYERS AND PRODUCTS:
John Lagana; Tobacco
Alfred R. Lagana; Confectionery

Stan-Lou Tobacco, Inc.

27 North Broadway
Yonkers, NY 10701
914/969-0378 FAX: 914/969-6072
Stanley Iskowitz, President
Joel Iskowitz, Vice President
Susan Iskowitz, Secretary
Stewart Iskowitz, Treasurer

Standard-Rosenbaum, Inc.

Rt. 9R & Old Loudon Rd., P.O. Box 9
Latham, NY 12110-0009
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