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Description of document: Army and Air Force Exchange Service (AAFES) policy and statistics for merchandising and selling tobacco products in Exchange facilities, 2012

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Source of document: The Exchange  
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## EXCHANGE

ARMY & AIR FORCE EXCHANGE SERVICE  
P.O. Box 650060  
Dallas, TX 75265-0060  
Phone 214-312-6103; FAX 214-465-2912

GC-E

November 13, 2012

FA-13-0014

FOIA Request

This is in response to your September 28, 2012 Freedom of Information Act (FOIA) request to the Army and Air Force Exchange Service (Exchange). The Exchange FOIA office received your original request on October 10, 2012. On October 22, 2012 you revised your request to the following:

1. Copies of Exchange Board meeting minutes for the past three years.
2. Exchange Board policy on tobacco sales.

The FOIA office responded to item number 2 of your request by e-mail on October 27, 2012 with a copy of the Exchange policy on tobacco. This letter is in reference to item number 1 of your request.

Attached are 88 responsive pages. Names of individuals have been redacted from the enclosure pursuant to FOIA Exemption (b)(6), the disclosure of which could reasonably be expected to constitute an unwarranted invasion of the personal privacy of others. In addition, these names have also been removed to be compliant with the Department of Defense (DoD) Names Policy. The meeting notes contain information which is pre-decisional and therefore withheld to protect deliberative privilege in accordance with FOIA Exemption (b)(5).

Should you have any questions relative to the processing of your request or the fees due, please contact the FOIA office at 214-312-6103.

As the Exchange initial denial authority for the FOIA, I am responsible for the decision to withhold the noted information. You may appeal this decision by sending a letter to the Secretary of the Army postmarked no later than 60 calendar days after the date of this letter. Any appeal must include such reasons for reconsideration and a copy of this letter. Address your

letter to Secretary of the Army, Office of the General Counsel, THRU: The Exchange, Attn:  
GC-E, P.O. Box 650060, Dallas, TX 75265-0060.

Sincerely,

A handwritten signature in black ink, appearing to read 'MHP', with a long horizontal flourish extending to the right.

MARK H. PATTERSON  
Colonel, USAF  
General Counsel

Encls.

1. Copy of FOIA Request
2. Director of Board Meeting Notes

## Chapter 24

# Tobacco Products

### Purpose

24-1. This chapter establishes policy for merchandising and selling tobacco products in Exchange facilities.

### Policy

24-2. Be sensitive to command interest when placing the tobacco department within the facility. Relocate vending machines at command request. Don't place cigarette machines where unsupervised minors have access to them; barracks locations are acceptable.

24-3. When requested by command, remove from sale all cigarettes and other tobacco products at military health care facilities and troop training facilities. This includes cigarettes sold in Exchange retail stores, clinics, and food facilities.

24-4. Don't advertise or promote tobacco products in public media (tabloids, fliers, public address announcements, and so forth). This doesn't apply to pipes, cigar accessories, and lighters.

24-5. Don't use department signs or banners to highlight tobacco products. Don't use vendor-provided items for in-store or display advertising such as clocks, neon lights, shopping baskets, or ash trays.

24-6. Accept temporary promotional offers, such as cents-off manufacturer coupons and tape-on free goods (for example, lighters and playing cards) for in-store, unadvertised promotions. Unattached items (such as sports bags and beach umbrellas) are not acceptable.

24-7. The number of facings allocated to each manufacturer is based on contractual agreement and guidance provided by HQ-SD. Only the buyers may reallocate existing tobacco shelf space among tobacco brands. Stores should refer to the current plan-o-gram and market share percentages for allocating shelf space to each vendor and brand. Under no circumstances should stores accept direct payment for shelf space or promotional display.

24-8. Sell single packs of cigarettes from racks behind the checkout; overhead units are authorized. The use of any self-service fixtures (both pack and cartons) can no longer be used at any CONUS facility. The single pack self-service fixtures may still be used in OCONUS within the tobacco department. Line of sight of the primary register must be maintained.

**Note: Effective 1 July 06 for CONUS stores, all tobacco products are to be sold behind the counters in a Non-Self Service format. Tobacco products cannot be accessible to any customer.**

24-9. Sale of single packs of cigarettes in all CONUS activities must be sold from racks behind the cashier.

24-10. Do not sell tobacco products to anyone under 18 years of age, as outlined in DoD policy. Check the ID card of those customers purchasing cigarettes or smokeless tobacco when they are not in uniform to ensure: (1) they are authorized to purchase tax-free tobacco; and (2) they are of legal age. Ration cards for tobacco are issued in Europe and Korea to persons 18 years or older. In these areas, do not sell cigarettes to anyone without a ration card. The new Common Access Card (CAC), being issued to regular DoD civilians and authorized contractors, does not have the date of birth (DOB) stamped on the cards. The DOB is embedded in the chip. Only active-duty and mission-essential DoD personnel being issued

the CAC cards have the DOB imprinted or stamped on the card plus embedded in the chip. Therefore, you may ask for another form of ID when the DOB is not noted (such as, driver's license with picture).

24-11. Cartoned cigarettes will be merchandised on Exchange fixtures or on HQ-approved, optional vendor fixtures. Merchandise cigars, smokeless tobacco, and smoking accessories on Exchange fixtures or on HQ-approved, optional humidors, or vendor fixtures.

24-12. Total floor/shelf space allocated to the tobacco department will be based on the sales and restocking requirements, not incentives provided by the vendors. In OCONUS, self-service temporary promotional displays (i.e., cardboard floor/counter displays) must be placed in the tobacco department. In CONUS, ALL tobacco displays must be placed behind the cash register, and inaccessible to customers.

24-13. All promotional practices must be coordinated through and approved by HQ-SD. Only promotional programs for tobacco products that reflect general commercial practices will be considered for approval. No military-only coupons or other promotions unique to the military resale system can be used. Local promotions are prohibited.

24-14. **To mark up single packs of cigarettes non-ASAP:**

a. Process an [Form 4350-007, Retail Price Change Voucher \(Price Change Mark-up\)](#) no later than the close of each fiscal month. Price change quantities include all packs marked-up for sale at individual pack prices.

b. Use Department 10 on the price change voucher.

c. Determine price change amounts by:

(1) Multiplying the number of packs in a carton (10) times the established pack price:  
 $10 \times \$2.00 = \$20.00$

(2) Subtracting the regular carton sell price from the price established in step #1:  
 $\$20.00 - \$15.95 = \$4.05$

d. Keep one end of each cigarette carton to calculate quantities for the price change voucher. After the price change voucher is prepared, discard the carton end.

24-15. **Tobacco Pricing**

a. **CONUS:** Prices of tobacco products sold in military outlets in the United States, its territories, and possessions, will not retail higher than the lowest local, competitive sell price and no more than 5% below the most competitive commercial price in the local community. Tobacco can not be sold below the cost of the product to the Exchange.

(1) HQ will collect surveys for cigarettes on a quarterly basis or when any cost price change occurs.

(2) HQ will collect surveys for tobacco items other than cigarettes (Other Tobacco Products) no less than every six months, or when a cost price change occurs.

b. **OVERSEAS:** Prices of tobacco products sold in the overseas military retail outlets will be within the range of prices established for military retail system stores in the United States. HQ SD-C, in conjunction with the pricing team, will establish and maintain all tobacco pricing for overseas facilities.

24-16. The Exchange will endeavor to display tobacco cessation products in areas that provide visibility and opportunity to customers who want to change their tobacco habits. Smoking cessation products will be priced below the local competitive price.

24-17. The Exchange will use good judgment in determining where and how tobacco products are merchandised in the stores. In CONUS stores, they must be located behind the cash registers and non-accessible to customers. In CONUS, avoid displaying tobacco products next to or directly across the aisle from categories that appeal to children, such as candy or toys.

24-18. In OCONUS, the Exchange will place self-service tobacco displays in line-of-sight of the primary cashier/checker.

24-19. Exchange store managers must ensure tobacco products are secured immediately upon receipt. All stockrooms must have a secure area to store back stocks of tobacco products (reference [EOP 16-1](#)).



# SAM Report For Department - 10\_TOBACCO

87949999 - WESTERN REG - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
<b>PY SALES</b>	89,356,603	10,299,152	12,156,760	10,618,652	10,319,905	12,407,885	10,396,221	10,583,983	12,574,045	10,138,126	9,600,425	10,740,330	8,515,311
<b>CY SALES</b>	81,175,924	9,407,993	11,294,145	9,374,578	9,461,634	11,336,082	9,289,160	9,595,152	11,417,181	0	0	0	0
<b>% DIF</b>	-9.16	-8.65	-7.10	-11.72	-8.32	-8.64	-10.65	-9.34	-9.20	0.00	0.00	0.00	0.00
<b>PY %</b>	8.00	8.30	7.50	8.10	7.90	7.80	8.30	8.40	8.10	8.30	6.90	5.70	8.00
<b>CY %</b>	7.30	7.50	6.90	7.40	7.20	7.20	7.60	7.40	7.30	0.00	0.00	0.00	0.00
<b>PY GP</b>	28,244,162	3,078,776	3,526,634	3,126,267	3,595,142	4,205,447	3,169,479	3,413,981	4,128,434	3,340,273	3,066,448	3,677,458	3,455,215
<b>CY GP</b>	24,794,027	2,870,534	3,417,432	3,227,100	2,981,870	3,352,597	2,519,101	2,544,016	3,881,377	0	0	0	0
<b>% DIF</b>	-12.22	-6.76	-3.10	3.23	-17.06	-20.28	-20.52	-25.48	-5.98	0.00	0.00	0.00	0.00
<b>PY %</b>	31.61	29.89	29.01	29.44	34.84	33.89	30.49	32.26	32.83	32.95	31.94	34.24	40.58
<b>CY %</b>	30.54	30.51	30.26	34.42	31.52	29.57	27.12	26.51	34.00	0.00	0.00	0.00	0.00
<b>PY MD</b>	448,895	34,009	108,668	68,811	46,587	52,637	69,465	28,540	40,178	41,367	67,355	60,378	88,074
<b>CY MD</b>	427,571	44,132	52,146	45,522	59,020	50,296	91,457	41,594	43,404	0	0	0	0
<b>% DIF</b>	-4.75	29.77	-52.01	-33.84	26.69	-4.45	31.66	45.74	8.03	0.00	0.00	0.00	0.00
<b>PY %</b>	0.50	0.33	0.89	0.65	0.45	0.42	0.67	0.27	0.32	0.41	0.70	0.56	1.03
<b>CY %</b>	0.53	0.47	0.46	0.49	0.62	0.44	0.98	0.43	0.38	0.00	0.00	0.00	0.00
<b>PY INV</b>	11,538,921	9,970,213	11,434,478	12,620,854	12,187,664	9,805,094	12,759,460	12,228,643	11,402,816	11,441,067	11,420,679	10,631,216	11,282,045
<b>CY INV</b>	12,074,115	10,069,836	12,417,294	13,597,365	13,278,046	12,429,070	12,139,460	11,831,041	11,458,420	0	0	0	0
<b>% DIF</b>	4.64	1.00	8.60	7.74	8.95	26.76	-4.86	-3.25	0.49	0.00	0.00	0.00	0.00
<b>PY SSR</b>	7.74	0.96	0.94	1.18	1.18	0.79	1.22	1.15	0.90	1.12	1.18	0.98	1.32
<b>CY SSR</b>	6.72	1.07	1.09	1.45	1.40	1.09	1.30	1.23	1.00	0.00	0.00	0.00	0.00
<b>PY GMROI</b>	356	41	83	120	170	221	259	303	356	399	442	490	539
<b>CY GMROI</b>	299	37	76	113	148	188	219	251	299	0	0	0	0
<b>% DIF</b>	-16.06	-9.25	-8.54	-6.40	-13.15	-14.69	-15.42	-17.26	-16.06	0.00	0.00	0.00	0.00
<b>PY %</b>	356.10	41.10	83.10	120.30	170.40	220.50	258.80	303.10	356.10	399.20	441.80	489.90	539.10
<b>CY %</b>	298.90	37.30	76.00	112.60	148.00	188.10	218.90	250.80	298.90	0.00	0.00	0.00	0.00



# SAM Report For Department - 10\_TOBACCO

## 87959999 - CENTRAL REG - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
<b>PY SALES</b>	95,001,831	10,434,143	12,723,507	11,167,668	11,198,246	13,867,523	11,095,748	11,242,873	13,272,125	10,460,221	10,347,471	11,592,990	9,362,873
<b>CY SALES</b>	91,981,251	10,199,490	12,785,566	10,548,271	10,740,836	13,134,111	10,550,807	11,087,205	12,934,965	0	0	0	0
<b>% DIF</b>	-3.18	-2.25	0.49	-5.55	-4.08	-5.29	-4.91	-1.38	-2.54	0.00	0.00	0.00	0.00
<b>PY %</b>	8.90	8.90	8.30	8.80	8.70	8.90	9.20	9.10	9.00	9.00	7.90	6.50	8.80
<b>CY %</b>	8.40	8.10	7.90	8.30	8.30	8.50	8.90	8.70	8.60	0.00	0.00	0.00	0.00
<b>PY GP</b>	23,701,618	2,509,641	2,919,786	2,387,968	3,189,611	3,671,330	2,801,967	2,832,760	3,388,557	2,788,247	2,629,263	3,080,221	2,351,082
<b>CY GP</b>	20,714,053	2,335,517	2,750,205	2,738,344	2,585,739	2,917,800	2,047,356	1,873,118	3,465,974	0	0	0	0
<b>% DIF</b>	-12.60	-6.94	-5.81	14.67	-18.93	-20.52	-26.93	-33.88	2.28	0.00	0.00	0.00	0.00
<b>PY %</b>	24.95	24.05	22.95	21.38	28.48	26.47	25.25	25.20	25.53	26.66	25.41	26.57	25.11
<b>CY %</b>	22.52	22.90	21.51	25.96	24.07	22.22	19.40	16.89	26.80	0.00	0.00	0.00	0.00
<b>PY MD</b>	637,942	35,572	116,469	108,432	73,301	80,227	98,966	62,301	62,674	50,682	69,049	83,437	111,624
<b>CY MD</b>	549,886	73,927	78,115	67,691	40,082	61,042	122,311	8,261	98,457	0	0	0	0
<b>% DIF</b>	-13.80	107.82	-32.93	-37.57	-45.32	-23.91	23.59	-86.74	57.09	0.00	0.00	0.00	0.00
<b>PY %</b>	0.67	0.34	0.92	0.97	0.65	0.58	0.89	0.55	0.47	0.48	0.67	0.72	1.19
<b>CY %</b>	0.60	0.72	0.61	0.64	0.37	0.46	1.16	0.07	0.76	0.00	0.00	0.00	0.00
<b>PY INV</b>	12,334,898	10,288,811	12,399,583	13,093,938	12,407,357	12,794,840	12,460,619	12,625,593	12,313,033	12,630,308	12,635,687	12,029,158	12,883,825
<b>CY INV</b>	13,420,721	9,808,376	13,771,563	14,530,292	13,973,943	14,106,804	14,131,004	13,352,983	13,492,848	0	0	0	0
<b>% DIF</b>	8.80	-4.67	11.06	10.97	12.63	10.25	13.41	5.76	9.58	0.00	0.00	0.00	0.00
<b>PY SSR</b>	7.70	0.98	0.97	1.17	1.10	0.92	1.12	1.12	0.92	1.20	1.22	1.03	1.37
<b>CY SSR</b>	6.85	0.96	1.07	1.37	1.30	1.07	1.33	1.20	1.04	0.00	0.00	0.00	0.00
<b>PY GMROI</b>	260	30	61	87	121	161	191	223	260	290	320	353	386
<b>CY GMROI</b>	205	27	53	80	105	133	153	171	205	0	0	0	0
<b>% DIF</b>	-20.96	-9.76	-12.32	-7.51	-13.08	-17.40	-19.96	-23.15	-20.96	0.00	0.00	0.00	0.00
<b>PY %</b>	259.60	29.70	60.90	86.60	120.80	160.90	191.40	222.90	259.60	289.90	320.00	353.10	385.50
<b>CY %</b>	205.20	26.80	53.40	80.10	105.00	132.90	153.20	171.30	205.20	0.00	0.00	0.00	0.00





# SAM Report For Department - 10\_TOBACCO

## 87969999 - EASTERN RG - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
<b>PY SALES</b>	94,110,894	10,618,934	12,919,964	10,934,247	11,080,227	13,493,667	10,969,473	11,120,334	12,974,048	10,254,423	9,995,899	11,352,522	8,674,384
<b>CY SALES</b>	83,973,042	9,513,979	11,623,948	9,529,947	9,853,802	12,092,403	9,518,049	10,058,830	11,782,084	0	0	0	0
<b>% DIF</b>	-10.77	-10.41	-10.03	-12.84	-11.07	-10.38	-13.23	-9.55	-9.19	0.00	0.00	0.00	0.00
<b>PY %</b>	7.50	7.70	7.30	7.40	7.30	7.30	7.80	7.80	7.60	7.60	6.60	5.30	7.20
<b>CY %</b>	6.70	6.70	6.40	6.60	6.70	6.90	7.10	7.00	6.70	0.00	0.00	0.00	0.00
<b>PY GP</b>	24,965,658	2,573,477	3,100,331	2,537,328	3,321,107	3,726,928	2,870,365	3,176,742	3,659,380	2,772,027	2,813,684	3,255,519	2,369,618
<b>CY GP</b>	20,793,753	2,279,635	2,906,887	2,532,296	2,619,758	2,956,442	2,125,271	2,026,443	3,347,020	0	0	0	0
<b>% DIF</b>	-16.71	-11.42	-6.24	-0.20	-21.12	-20.67	-25.96	-36.21	-8.54	0.00	0.00	0.00	0.00
<b>PY %</b>	26.53	24.23	24.00	23.21	29.97	27.62	26.17	28.57	28.21	27.03	28.15	28.68	27.32
<b>CY %</b>	24.76	23.96	25.01	26.57	26.59	24.45	22.33	20.15	28.41	0.00	0.00	0.00	0.00
<b>PY MD</b>	747,533	42,424	182,771	116,470	127,209	126,786	97,647	18,835	35,391	52,433	61,097	104,253	81,023
<b>CY MD</b>	546,453	99,833	60,857	65,215	56,230	86,757	57,177	52,390	67,994	0	0	0	0
<b>% DIF</b>	-26.90	135.32	-66.70	-44.01	-55.80	-31.57	-41.45	178.15	92.12	0.00	0.00	0.00	0.00
<b>PY %</b>	0.79	0.40	1.41	1.07	1.15	0.94	0.89	0.17	0.27	0.51	0.61	0.92	0.93
<b>CY %</b>	0.65	1.05	0.52	0.68	0.57	0.72	0.60	0.52	0.58	0.00	0.00	0.00	0.00
<b>PY INV</b>	11,852,847	9,892,117	11,789,004	12,772,235	11,539,500	11,744,220	11,926,759	12,311,360	12,241,526	12,458,905	12,146,121	11,334,459	12,260,458
<b>CY INV</b>	11,830,150	9,314,765	12,367,841	13,066,399	12,312,940	12,369,690	12,203,521	11,603,332	11,601,813	0	0	0	0
<b>% DIF</b>	-0.19	-5.84	4.91	2.30	6.70	5.33	2.32	-5.75	-5.23	0.00	0.00	0.00	0.00
<b>PY SSR</b>	7.93	0.93	0.91	1.16	1.04	0.87	1.08	1.10	0.94	1.21	1.21	0.99	1.41
<b>CY SSR</b>	7.09	0.97	1.06	1.37	1.24	1.02	1.28	1.15	0.98	0.00	0.00	0.00	0.00
<b>PY GMROI</b>	289	32	67	97	136	179	212	248	289	321	356	394	428
<b>CY GMROI</b>	238	29	61	89	118	152	176	200	238	0	0	0	0
<b>% DIF</b>	-17.62	-11.46	-9.40	-7.76	-12.88	-15.50	-16.77	-19.51	-17.62	0.00	0.00	0.00	0.00
<b>PY %</b>	289.40	32.30	67.00	96.70	135.90	179.30	211.70	248.10	289.40	321.40	356.30	393.50	428.20
<b>CY %</b>	238.40	28.60	60.70	89.20	118.40	151.50	176.20	199.70	238.40	0.00	0.00	0.00	0.00



# SAM Report For Department - 10\_TOBACCO

## 87869999 - EASTERN CONT - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
PY SALES	109,414	10,971	16,733	12,897	12,116	15,705	11,957	12,812	16,223	13,726	13,243	18,520	14,532
CY SALES	141,817	14,669	19,486	15,812	14,895	18,026	18,158	18,216	22,555	0	0	0	0
% DIF	29.62	33.71	16.46	22.60	22.94	14.77	51.86	42.18	39.03	0.00	0.00	0.00	0.00
PY %	4.10	3.80	4.10	3.80	4.20	4.10	3.70	4.00	4.60	4.40	4.10	3.10	4.60
CY %	4.70	4.60	4.50	4.90	4.40	4.10	4.60	5.20	5.10	0.00	0.00	0.00	0.00
PY GP	38,623	3,926	5,690	4,239	4,575	5,361	4,272	4,188	6,371	4,115	4,687	6,900	7,679
CY GP	55,391	5,576	7,480	6,794	5,845	6,136	8,272	6,486	8,801	0	0	0	0
% DIF	43.41	42.05	31.46	60.27	27.76	14.46	93.61	54.88	38.14	0.00	0.00	0.00	0.00
PY %	35.30	35.78	34.01	32.87	37.76	34.13	35.73	32.69	39.28	29.98	35.39	37.26	52.84
CY %	39.06	38.01	38.39	42.97	39.24	34.04	45.55	35.61	39.02	0.00	0.00	0.00	0.00
PY MD	728	42	64	3	3	32	53	5	526	22	-2	108	-7
CY MD	563	6	6	2	1	4	1	537	6	0	0	0	0
% DIF	-22.66	-85.71	-90.63	-33.33	-66.67	-87.50	-98.11	10640.00	-98.86	0.00	0.00	0.00	0.00
PY %	0.67	0.38	0.38	0.02	0.02	0.20	0.44	0.04	3.24	0.16	-0.02	0.58	-0.05
CY %	0.40	0.04	0.03	0.01	0.01	0.02	0.01	2.95	0.03	0.00	0.00	0.00	0.00
PY INV	27,369	12,257	34,895	32,542	36,476	29,055	27,623	26,501	29,166	17,804	12,033	11,817	20,362
CY INV	47,855	14,831	34,189	47,725	57,722	50,637	62,747	60,627	48,279	0	0	0	0
% DIF	74.85	21.00	-2.02	46.66	58.25	74.28	127.16	128.78	65.53	0.00	0.00	0.00	0.00
PY SSR	3.99	1.11	2.08	2.52	3.01	1.84	2.31	2.06	1.79	1.29	0.90	0.63	1.40
CY SSR	2.96	1.01	1.75	3.01	3.87	2.80	3.45	3.32	2.14	0.00	0.00	0.00	0.00
PY GMROI	218	26	56	74	98	128	152	174	218	256	299	348	409
CY GMROI	191	36	65	84	103	117	141	163	191	0	0	0	0
% DIF	-12.65	41.63	16.82	14.15	5.01	-8.39	-7.69	-6.65	-12.65	0.00	0.00	0.00	0.00
PY %	218.20	25.70	55.90	73.50	97.90	127.50	152.20	174.40	218.20	255.90	298.80	347.60	408.90
CY %	190.60	36.40	65.30	83.90	102.80	116.80	140.50	162.80	190.60	0.00	0.00	0.00	0.00



# SAM Report For Department - 10\_TOBACCO

## 90109999 - CONSOL CONUS - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
<b>PY SALES</b>	278,469,329	31,352,229	37,800,231	32,720,567	32,598,378	39,769,074	32,461,442	32,947,190	38,820,218	30,852,771	29,943,795	33,685,842	26,552,569
<b>CY SALES</b>	257,130,217	29,121,461	35,703,659	29,452,797	30,056,272	36,562,596	29,358,015	30,741,188	36,134,229	0	0	0	0
<b>% DIF</b>	-7.66	-7.12	-5.55	-9.99	-7.80	-8.06	-9.56	-6.70	-6.92	0.00	0.00	0.00	0.00
<b>PY %</b>	8.10	8.30	7.70	8.10	7.90	8.00	8.40	8.40	8.20	8.30	7.10	5.80	7.90
<b>CY %</b>	7.40	7.40	7.00	7.40	7.40	7.50	7.80	7.70	7.50	0.00	0.00	0.00	0.00
<b>PY GP</b>	76,911,438	8,161,894	9,546,751	8,051,563	10,105,860	11,603,705	8,841,811	9,423,483	11,176,370	8,900,548	8,509,395	10,013,197	8,175,915
<b>CY GP</b>	66,301,833	7,485,686	9,074,524	8,497,741	8,187,367	9,226,839	6,691,728	6,443,577	10,694,371	0	0	0	0
<b>% DIF</b>	-13.79	-8.28	-4.95	5.54	-18.98	-20.48	-24.32	-31.62	-4.31	0.00	0.00	0.00	0.00
<b>PY %</b>	27.62	26.03	25.26	24.61	31.00	29.18	27.24	28.60	28.79	28.85	28.42	29.73	30.79
<b>CY %</b>	25.79	25.71	25.42	28.85	27.24	25.24	22.79	20.96	29.60	0.00	0.00	0.00	0.00
<b>PY MD</b>	1,834,370	112,005	407,908	293,713	247,097	259,650	266,078	109,676	138,243	144,482	197,501	248,068	280,721
<b>CY MD</b>	1,523,910	217,892	191,118	178,428	155,332	198,095	270,945	102,245	209,855	0	0	0	0
<b>% DIF</b>	-16.92	94.54	-53.15	-39.25	-37.14	-23.71	1.83	-6.78	51.80	0.00	0.00	0.00	0.00
<b>PY %</b>	0.66	0.36	1.08	0.90	0.76	0.65	0.82	0.33	0.36	0.47	0.66	0.74	1.06
<b>CY %</b>	0.59	0.75	0.54	0.61	0.52	0.54	0.92	0.33	0.58	0.00	0.00	0.00	0.00
<b>PY INV</b>	35,726,666	30,151,141	35,623,065	38,487,027	36,134,521	34,344,154	37,146,838	37,165,596	35,957,375	36,530,279	36,202,487	33,994,834	36,426,328
<b>CY INV</b>	37,324,985	29,192,977	38,556,699	41,194,056	39,564,929	38,905,564	38,473,985	36,787,355	36,553,081	0	0	0	0
<b>% DIF</b>	4.47	-3.18	8.24	7.03	9.49	13.28	3.57	-1.02	1.66	0.00	0.00	0.00	0.00
<b>PY SSR</b>	7.79	0.96	0.94	1.17	1.10	0.86	1.14	1.12	0.92	1.18	1.20	1.00	1.37
<b>CY SSR</b>	6.88	1.00	1.07	1.39	1.31	1.06	1.31	1.19	1.01	0.00	0.00	0.00	0.00
<b>PY GMROI</b>	299	34	70	101	141	186	219	256	299	334	370	409	447
<b>CY GMROI</b>	245	31	63	93	123	156	181	205	245	0	0	0	0
<b>% DIF</b>	-18.30	-10.23	-10.01	-7.26	-13.04	-15.95	-17.43	-20.02	-18.30	0.00	0.00	0.00	0.00
<b>PY %</b>	299.40	34.20	69.90	100.60	141.10	185.60	219.10	256.20	299.40	334.20	369.70	408.60	447.20
<b>CY %</b>	244.60	30.70	62.90	93.30	122.70	156.00	180.90	204.90	244.60	0.00	0.00	0.00	0.00



# SAM Report For Department - 10\_TOBACCO

## 90709999 - CONS PACIFIC - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
<b>PY SALES</b>	34,716,464	3,789,481	4,931,884	4,079,608	3,931,618	5,023,348	3,932,265	3,943,294	5,084,966	3,832,261	3,786,269	4,508,574	3,479,477
<b>CY SALES</b>	34,181,933	3,617,697	4,647,424	3,906,119	3,973,778	4,898,108	3,957,365	4,210,108	4,971,334	0	0	0	0
<b>% DIF</b>	-1.54	-4.53	-5.77	-4.25	1.07	-2.49	0.64	6.77	-2.23	0.00	0.00	0.00	0.00
<b>PY %</b>	5.10	4.80	5.00	5.10	5.10	5.20	5.40	5.20	5.20	5.10	4.30	4.00	5.20
<b>CY %</b>	5.10	4.70	4.80	5.00	5.00	5.10	5.40	5.40	5.20	0.00	0.00	0.00	0.00
<b>PY GP</b>	14,806,039	1,545,666	1,997,758	1,720,941	1,787,737	2,152,679	1,705,239	1,655,919	2,240,101	1,677,793	1,645,919	2,006,752	1,250,224
<b>CY GP</b>	14,599,566	1,486,816	1,977,285	1,718,683	1,741,886	2,062,831	1,684,799	1,771,224	2,156,042	0	0	0	0
<b>% DIF</b>	-1.39	-3.81	-1.02	-0.13	-2.56	-4.17	-1.20	6.96	-3.75	0.00	0.00	0.00	0.00
<b>PY %</b>	42.65	40.79	40.51	42.18	45.47	42.85	43.37	41.99	44.05	43.78	43.47	44.51	35.93
<b>CY %</b>	42.71	41.10	42.55	44.00	43.83	42.11	42.57	42.07	43.37	0.00	0.00	0.00	0.00
<b>PY MD</b>	274,384	33,107	14,417	10,975	9,901	36,886	13,262	18,317	137,519	20,632	18,186	67,612	1,135,033
<b>CY MD</b>	875,220	231,354	168,231	145,658	68,127	145,638	26,812	19,469	69,931	0	0	0	0
<b>% DIF</b>	218.98	598.81	1066.89	1227.18	588.08	294.83	102.17	6.29	-49.15	0.00	0.00	0.00	0.00
<b>PY %</b>	0.79	0.87	0.29	0.27	0.25	0.73	0.34	0.46	2.70	0.54	0.48	1.50	32.62
<b>CY %</b>	2.56	6.40	3.62	3.73	1.71	2.97	0.68	0.46	1.41	0.00	0.00	0.00	0.00
<b>PY INV</b>	4,748,662	3,605,053	4,599,198	4,647,580	4,772,635	4,127,307	4,842,388	5,270,303	5,311,660	5,561,835	5,806,405	5,693,716	5,490,347
<b>CY INV</b>	5,078,087	3,214,045	5,107,960	5,361,208	5,227,331	5,645,253	5,612,221	5,424,223	4,893,099	0	0	0	0
<b>% DIF</b>	6.94	-10.85	11.06	15.35	9.53	36.78	15.90	2.92	-7.88	0.00	0.00	0.00	0.00
<b>PY SSR</b>	7.31	0.95	0.93	1.13	1.21	0.82	1.23	1.33	1.04	1.45	1.53	1.26	1.57
<b>CY SSR</b>	6.73	0.88	1.09	1.37	1.31	1.15	1.41	1.28	0.98	0.00	0.00	0.00	0.00
<b>PY GMROI</b>	550	65	143	207	282	363	421	476	550	600	652	718	784
<b>CY GMROI</b>	517	64	136	197	254	322	378	442	517	0	0	0	0
<b>% DIF</b>	-5.97	-2.30	-4.97	-5.21	-9.87	-11.20	-10.13	-7.04	-5.97	0.00	0.00	0.00	0.00
<b>PY %</b>	549.80	65.10	143.00	207.40	281.60	362.60	420.60	475.90	549.80	600.40	651.70	717.90	783.90
<b>CY %</b>	517.00	63.60	135.90	196.60	253.80	322.00	378.00	442.40	517.00	0.00	0.00	0.00	0.00



# SAM Report For Department - 10\_TOBACCO

## 87889999 - EUROPE CONT - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
<b>PY SALES</b>	51,360,798	5,368,474	7,020,446	5,773,470	6,024,322	7,498,598	5,978,569	5,951,682	7,745,238	6,045,688	5,582,280	5,492,789	4,098,438
<b>CY SALES</b>	35,306,230	4,100,636	5,334,973	4,307,496	4,144,582	5,007,879	3,898,932	3,813,049	4,698,684	0	0	0	0
<b>% DIF</b>	-31.26	-23.62	-24.01	-25.39	-31.20	-33.22	-34.78	-35.93	-39.33	0.00	0.00	0.00	0.00
<b>PY %</b>	13.60	11.40	12.40	12.90	13.60	14.20	14.20	14.80	15.40	14.90	14.40	12.60	13.50
<b>CY %</b>	12.90	13.70	13.70	13.50	13.40	13.00	12.20	12.30	11.80	0.00	0.00	0.00	0.00
<b>PY GP</b>	16,123,715	1,588,288	2,175,779	1,752,439	1,932,916	2,290,663	1,762,833	2,018,139	2,602,658	1,829,589	1,740,243	1,747,715	2,677,326
<b>CY GP</b>	12,026,818	1,436,423	1,908,163	1,519,397	1,472,439	1,672,310	1,384,347	1,235,340	1,398,399	0	0	0	0
<b>% DIF</b>	-25.41	-9.56	-12.30	-13.30	-23.82	-26.99	-21.47	-38.79	-46.27	0.00	0.00	0.00	0.00
<b>PY %</b>	31.39	29.59	30.99	30.35	32.09	30.55	29.49	33.91	33.60	30.26	31.17	31.82	65.33
<b>CY %</b>	34.06	35.03	35.77	35.27	35.53	33.39	35.51	32.40	29.76	0.00	0.00	0.00	0.00
<b>PY MD</b>	497,843	230,241	65,105	45,270	79,586	62,464	32,563	-12,417	-4,969	14,534	12,480	140,880	11,953
<b>CY MD</b>	518,270	11,947	7,690	35,024	17,741	9,070	37,756	110,166	288,876	0	0	0	0
<b>% DIF</b>	4.10	-94.81	-88.19	-22.63	-77.71	-85.48	15.95	-987.22	-5913.56	0.00	0.00	0.00	0.00
<b>PY %</b>	0.97	4.29	0.93	0.78	1.32	0.83	0.54	-0.21	-0.06	0.24	0.22	2.56	0.29
<b>CY %</b>	1.47	0.29	0.14	0.81	0.43	0.18	0.97	2.89	6.15	0.00	0.00	0.00	0.00
<b>PY INV</b>	13,951,989	6,756,702	14,077,537	14,525,164	14,760,669	15,003,333	15,690,544	15,020,773	15,530,206	14,202,973	13,713,054	14,172,728	11,340,626
<b>CY INV</b>	13,310,679	8,391,477	13,693,025	15,094,666	16,168,003	15,844,171	14,442,385	13,496,117	12,445,078	0	0	0	0
<b>% DIF</b>	-4.60	24.19	-2.73	3.92	9.53	5.60	-7.95	-10.15	-19.87	0.00	0.00	0.00	0.00
<b>PY SSR</b>	<b>3.68</b>	1.25	2.00	2.51	2.45	2.00	2.62	2.52	2.00	2.34	2.45	2.58	2.76
<b>CY SSR</b>	<b>2.65</b>	2.04	2.56	3.50	3.90	3.16	3.70	3.53	2.64	0.00	0.00	0.00	0.00
<b>PY GMROI</b>	182	24	50	69	90	113	132	153	182	203	223	247	287
<b>CY GMROI</b>	145	21	43	58	73	92	109	125	145	0	0	0	0
<b>% DIF</b>	-20.30	-14.17	-14.17	-15.38	-18.19	-18.78	-17.60	-18.36	-20.30	0.00	0.00	0.00	0.00
<b>PY %</b>	181.80	24.00	50.10	68.90	89.60	113.40	131.80	152.50	181.80	203.10	222.80	247.10	286.50
<b>CY %</b>	144.90	20.60	43.00	58.30	73.30	92.10	108.60	124.50	144.90	0.00	0.00	0.00	0.00



# SAM Report For Department - 10\_TOBACCO

## 90009999 - WORLDWIDE - ALL BUS ROLLUP - 10\_TOBACCO

	YTD	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
<b>PY SALES</b>	393,734,887	43,706,442	53,673,038	45,884,347	45,942,430	56,568,354	45,744,410	46,231,307	55,984,559	43,994,205	42,573,451	47,643,474	37,262,073
<b>CY SALES</b>	356,122,486	40,155,623	49,966,471	41,067,245	41,715,603	50,840,005	40,450,495	42,132,156	49,794,888	0	0	0	0
<b>% DIF</b>	-9.55	-8.12	-6.91	-10.50	-9.20	-10.13	-11.57	-8.87	-11.06	0.00	0.00	0.00	0.00
<b>PY %</b>	7.40	7.30	7.10	7.30	7.30	7.40	7.80	7.80	7.60	7.60	6.50	5.40	7.30
<b>CY %</b>	6.90	6.80	6.60	6.90	6.80	6.90	7.20	7.10	7.00	0.00	0.00	0.00	0.00
<b>PY GP</b>	117,695,282	12,320,208	14,998,583	12,599,141	14,998,583	17,406,021	13,400,279	14,413,140	17,559,326	13,478,222	13,023,729	14,848,816	13,356,035
<b>CY GP</b>	103,535,028	11,592,587	14,536,277	12,975,360	12,673,258	14,512,410	10,925,801	10,666,092	15,653,242	0	0	0	0
<b>% DIF</b>	-12.03	-5.91	-3.08	2.99	-15.50	-16.62	-18.47	-26.00	-10.86	0.00	0.00	0.00	0.00
<b>PY %</b>	29.89	28.19	27.94	27.46	32.65	30.77	29.29	31.18	31.36	30.64	30.59	31.17	35.84
<b>CY %</b>	29.07	28.87	29.09	31.60	30.38	28.55	27.01	25.32	31.44	0.00	0.00	0.00	0.00
<b>PY MD</b>	2,993,754	414,315	499,130	353,530	370,703	389,731	329,298	146,205	490,842	201,692	263,368	933,331	1,465,481
<b>CY MD</b>	3,181,886	488,726	397,468	390,917	257,000	393,710	379,112	267,864	607,089	0	0	0	0
<b>% DIF</b>	6.28	17.96	-20.37	10.58	-30.67	1.02	15.13	83.21	23.68	0.00	0.00	0.00	0.00
<b>PY %</b>	0.76	0.95	0.93	0.77	0.81	0.69	0.72	0.32	0.88	0.46	0.62	1.96	3.93
<b>CY %</b>	0.89	1.22	0.80	0.95	0.62	0.77	0.94	0.64	1.22	0.00	0.00	0.00	0.00
<b>PY INV</b>	89,387,541	72,078,022	86,683,911	91,545,797	88,826,270	87,873,673	95,490,140	97,462,997	91,212,895	93,314,160	91,196,142	93,428,787	92,517,271
<b>CY INV</b>	86,336,488	68,398,428	88,392,622	93,554,146	93,714,955	90,187,521	89,366,012	86,239,545	84,822,688	0	0	0	0
<b>% DIF</b>	-3.41	-5.11	1.97	2.19	5.50	2.63	-6.41	-11.52	-7.01	0.00	0.00	0.00	0.00
<b>PY SSR</b>	4.40	1.64	1.61	1.99	1.93	1.55	2.08	2.10	1.62	2.12	2.14	1.96	2.48
<b>CY SSR</b>	4.12	1.70	1.76	2.27	2.24	1.77	2.20	2.04	1.70	0.00	0.00	0.00	0.00
<b>PY GMROI</b>	214	25	53	77	104	135	157	183	214	237	260	286	315
<b>CY GMROI</b>	204	22	48	71	96	124	146	170	204	0	0	0	0
<b>% DIF</b>	-4.40	-11.86	-9.02	-6.79	-8.33	-8.23	-6.57	-7.17	-4.40	0.00	0.00	0.00	0.00
<b>PY %</b>	213.50	25.30	53.20	76.60	104.40	134.90	156.70	182.80	213.50	237.10	259.60	286.00	314.80
<b>CY %</b>	204.10	22.30	48.40	71.40	95.70	123.80	146.40	169.70	204.10	0.00	0.00	0.00	0.00