

IMPORTED CIGARETTES - U.K.
STATE 555

January 14, 1991.

		Per Thousand Cigarettes
SUGGESTED CONSUMER PRICE:		
- per 20 pack	\$ 2.07	
- per 200 carton	20.70	
Trade Margins: Wholesale & Retail	19.5% 4.04	
INVOICE PRICE - per 200 unit	16.66	
Plus: V.A.T. Tax	7.0% \$17.83	\$ 89.1310
INVOICE PRICE - per 200 unit	\$ 16.6600	\$ 83.3000
- Cash Discount (2.5% on value incl. V.A.T.)	0.4457	2.2283
- Bonus Rebate Program (approx.)	0.1438	0.7189
NET INVOICE: after discounts	16.0706	80.3528
LAI-DOWN COST:		
SUPPLIER PRICE (Cdn)		\$ 22.5400
less: Freight included in price (est'd)		0.0000
Base for Customs Duty		22.5400
Customs Duty 20.0%		4.5080
Federal Excise Duty		27.4750
Federal Excise Tax		21.7760
Add Back: Freight from Supplier (above)		0.4500
Laid-Down Cost		76.7490
Freight-Out: to depot/customer		0.2693
I.T.L. PROFIT MARGIN	4.15%	\$ 3.3345
		77.0183
		14.79%

\$22.99 X
-0.45 X

Note: Supplier Price is F.O.B., Montreal,
expressed in and payable in Canadian funds.

Mark-Up on Invoice 14.79%

JAN-15-91 TUE 18:33 19:MTL AIRPORT HILTON TEL NO: 514-531-0192

#611 525

OK
CIA 23 CF
42.22 = 110.09

301587496

10% 1.20 16.00

150 per m / Premium
+ 6% / Cdn

CANADA		555
-----	CANADIAN DOLLARS	2.20
	RETAIL PACK	2.10
	RETAIL CARTON	21.00
	TRADE MARGIN	17.60%
	INVOICE PRICE 200	17.96
	CASH DISCOUNT	2.50%
	BONUS REBATE	0.14
	NET INVOICE 200	17.50
	NET INVOICE PER HILLE	86.89
	FEDERAL EXCISE TAX spec.	21.30
	FEDERAL SALES TAX 19.00%	0.13
	FEDERAL EXCISE DUTY spec.	27.48
	CUSTOM DUTY 20.00%	2.55
	FREIGHT OUT	0.26
	ITL MARGIN 16.00%	15.90
	CIF PRICE	13.20
	FREIGHT	0.45
	FOB PRICE	12.75
	£ 0 2.20	£5.59

←

@ 10%

£ 7.51

v. Costs
Prod.

Q. How can we raise more prod
w ITL Margin reasonable.

cf other Mfg Co operations

MW in UK 10%

US Brnch in UK 7%

UK Brnch in U.S.

② 10% margin in

③ 10% FOB VALUE OUT.

301587497

CANADA		555		555		555
-----	CANADIAN DOLLARS	2.28		2.28		2.28
	RETAIL PACK		2.18		2.18	
	RETAIL CARTON		21.80		21.80	
	TRADE MARGINS	17.60%	3.84	17.60%	3.84	17.60%
	INVOICE PRICE 200		17.96		17.96	
	CASH DISCOUNT	2.50%	0.45	2.50%	0.45	2.50%
	BONUS REBATE		0.14		0.14	
	NET INVOICE 200		17.38		17.38	
	NET INVOICE PER MILLE		86.89		86.89	
	FEDERAL EXCISE TAX spec.		21.38	spec.	21.38	spec.
	FEDERAL SALES TAX	19.00%	8.13	19.00%	8.96	19.00%
	FEDERAL EXCISE DUTY spec.		27.48	spec.	27.48	spec.
	CUSTOM DUTY	20.00%	2.55	20.00%	2.55	20.00%
	FREIGHT OUT		0.26		0.26	
	ITL MARGIN	16.00%	13.90	10.00%	8.69	10% f.o.b
	CIF PRICE		13.20		17.58	
	FREIGHT		0.45		0.45	
	FOB PRICE	C\$	12.75	C\$	17.13	C\$
		£ @ 2.28	£5.59	2.28	£7.51	2.28

NOTES. ITL MARGINS BASED ON THEIR INVOICE PRICES
SIMILAR OPERATIONS WHICH WE CARRY OUT FOR OTHER ASSOC CO'S
H.WINTERMANS IN U.K. 10% MARGIN
U.S.BRANDS IN U.K. 7.5%

X

301587498