

# PRICE LIST



**PHILIP MORRIS**

U.S.A.

120 PARK AVENUE, NEW YORK, N.Y. 10017

MANUFACTURERS OF HIGHEST GRADE CIGARETTES

DECEMBER 23, 1985

U.P.C. Manufacturer's Identification No. 28200

**MAIL ORDERS:**

Philip Morris U.S.A.  
P.O. Box 26603  
Richmond, Virginia 23261

**TOLL FREE PHONE ORDERS:**

1-800-446-7030 (Except Virginia)  
1-800-552-1692 (Virginia Only)

2061814545

To Our Customers:

The following is a list of packings, UPC codes, current prices and credit terms for our brands.

### CREDIT TERMS

2% - 14 Days  
or  
3¼% - 12 Days

Normal cash discount of 2% if remittances are mailed to us within 14 days of normal delivery date as shown on our invoice, plus anticipation allowance of 1¼% (total 3¼%) if remittances are received by us within 12 days of such date.

### FIRST-QUALITY CIGARETTES

Brand	Size/ Style Packing	*Quantity to Case and UPC No.	UPC Carton Code	UPC Package Code	Suppressed UPC Package Code	Price Per M
ALPINE Menthol Filter	20's King Soft Pack	6M (00276)	10270	00827	288272	\$33.15
BENSON & HEDGES 100's Filter	20's 100mm Soft Pack	6M (00406) 12M (00400)	10400	00840	288402	34.65
BENSON & HEDGES 100's Menthol Filter	20's 100mm Soft Pack	6M (00436) 12M (00431)	10431	00843	288432	34.65
BENSON & HEDGES 100's Filter	20's 100mm FLIP-TOP Box	6M (00416)	10416	00841	288412	34.65
BENSON & HEDGES 100's Menthol Filter	20's 100mm FLIP-TOP Box	6M (00426)	10426	00842	288422	34.65
BENSON & HEDGES 100's Deluxe Ultra Lights Filter	20's 100mm FLIP-TOP Box	6M (01106) 12M (01100)	11100	00110	281102	34.65
BENSON & HEDGES 100's Deluxe Ultra Lights Menthol Filter	20's 100mm FLIP-TOP Box	6M (01116) 12M (01110)	11110	00111	281112	34.65
BENSON & HEDGES 100's LIGHTS Filter	20's 100mm Soft Pack	6M (00516) 12M (00510)	10510	00851	288512	34.65
BENSON & HEDGES 100's LIGHTS Menthol Filter	20's 100mm Soft Pack	6M (00526) 12M (00520)	10520	00852	288522	34.65
BENSON & HEDGES DELUXE Filter	20's Regular Princess Pack	3M (00064)	10062	00806		43.50
BENSON & HEDGES DELUXE Filter	20's King Princess Pack	3M (00072)	10070	00807		43.50
CAMBRIDGE Filter	20's King Soft Pack	6M (00266)	10260	00826	288262	33.15
CAMBRIDGE 100's Filter	20's 100mm Soft Pack	6M (00376)	10370	00837	288372	34.65
CAMBRIDGE Filter	20's King FLIP-TOP Box	6M (00036)	10030	00803	288032	33.15
ENGLISH OVALS	20's Regular Cardboard Box	3M (00152)	10152	00815		45.50
ENGLISH OVALS	20's King Cardboard Box	3M (00381)	10381	00838		45.50
GALAXY Filter	20's King Soft Pack	6M (00356)	10356	00835	288352	33.15
MARLBORO Filter	20's King Soft Pack	6M (00296) 12M (00290)	10290	00829	288292	33.15
MARLBORO 25's Filter	25's King Soft Pack	6M (03296) 12M (03291)	13291	00329	283292	33.15
MARLBORO Filter	20's Long Size FLIP-TOP Box	6M (00019) 12M (00012)	10012	00801	288012	33.15
MARLBORO LIGHTS Filter	20's King Soft Pack	6M (00866) 12M (00860)	10860	00866	288662	33.15
MARLBORO LIGHTS 25's Filter	25's King Soft Pack	6M (03666) 12M (03661)	13661	00366	283662	33.15
MARLBORO LIGHTS Filter	20's King FLIP-TOP Box	6M (00896) 12M (00890)	10890	00869	288692	33.15
MARLBORO LIGHTS 100's Filter	20's 100mm Soft Pack	6M (00186) 12M (00180)	10180	00818	288182	34.65
MARLBORO LIGHTS 100's Filter	20's 100mm FLIP-TOP Box	6M (00196) 12M (00190)	10190	00819	288192	34.65
MARLBORO Menthol Filter	20's King Soft Pack	6M (00216)	10216	00821	288212	33.15
MARLBORO 100's Filter	20's 100mm Soft Pack	6M (00486) 12M (00480)	10480	00848	288482	34.65
MARLBORO 100's Filter	20's 100mm FLIP-TOP Box	6M (00536) 12M (00530)	10530	00853	288532	34.65

\*Where two case sizes are indicated, our local warehouse normally stocks only the larger size. Half case lots, in most instances, must be shipped from Richmond, Virginia, and are available only to those customers whose sales volume does not warrant ordering the standard 12M size case.

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Brand	Size/ Style Packing	*Quantity to Case and UPC No.	UPC Carton Code	UPC Package Code	Suppressed UPC Package Code	Price Per M
MERIT Filter	20's King Soft Pack	6M (00718) 12M (00710)	10710	00871	288712	\$33.15
MERIT Filter	20's King FLIP-TOP Box	6M (01206) 12M (01200)	11200	00120	281202	33.15
MERIT Menthol Filter	20's King Soft Pack	6M (00726) 12M (00720)	10720	00872	288722	33.15
MERIT ULTRA LIGHTS Filter	20's King Soft Pack	6M (01016) 12M (01010)	11010	00101	281012	33.15
MERIT ULTRA LIGHTS Menthol Filter	20's King Soft Pack	6M (01026) 12M (01020)	11020	00102	281022	33.15
MERIT 100's Filter	20's 100mm Soft Pack	6M (00766) 12M (00760)	10760	00876	288762	34.65
MERIT 100's Menthol Filter	20's 100mm Soft Pack	6M (00776) 12M (00770)	10770	00877	288772	34.65
MERIT 100's ULTRA LIGHTS Filter	20's 100mm Soft Pack	6M (01036) 12M (01030)	11030	00103	281032	34.65
MERIT 100's ULTRA LIGHTS Menthol Filter	20's 100mm Soft Pack	6M (01046) 12M (01040)	11040	00104	281042	34.65
Benson & Hedges MULTIFILTER	20's King Soft Pack	6M (00396)	10390	00839	288392	33.15
Benson & Hedges MULTIFILTER MENTHOL	20's King Soft Pack	6M (00346)	10346	00834	288342	33.15
PARLIAMENT LIGHTS Filter—Recessed	20's King Soft Pack	6M (00046) 12M (00040)	10040	00804	288042	33.15
PARLIAMENT LIGHTS Filter—Recessed	20's Long Size FLIP-TOP Box	6M (00056) 12M (00050)	10050	00805	288052	33.15
PARLIAMENT LIGHTS 100's Filter—Recessed	20's 100mm Soft Pack	6M (00506) 12M (00500)	10500	00850	288502	34.65
PHILIP MORRIS	20's Regular Soft Pack	6M (00106)	10106	00810	288102	33.15
PHILIP MORRIS Commander	20's King Soft Pack	6M (00096)	10090	00809	288092	34.65
PLAYERS Filter	20's King FLIP-TOP Box	6M (01166) 12M (01160)	11160	00116	281162	33.15
PLAYERS Menthol Filter	20's King FLIP-TOP Box	6M (01186) 12M (01180)	11180	00118	281182	33.15
PLAYERS LIGHTS 25's Filter	25's King Soft Pack	12M (04161)	14161	00416	284162	23.15†
PLAYERS LIGHTS 25's Menthol Filter	25's King Soft Pack	12M (04181)	14181	00418	284182	23.15†
PLAYERS LIGHTS 25's 100's Filter	20's 100mm Soft Pack	12M (04171)	14171	00417	284172	24.15†
PLAYERS LIGHTS 25's 100's Menthol Filter	20's 100mm Soft Pack	12M (04191)	14191	00419	284192	24.15†
PLAYERS 100's Filter	20's 100mm FLIP-TOP Box	6M (01176) 12M (01170)	11170	00117	281172	34.65
PLAYERS 100's Menthol Filter	20's 100mm FLIP-TOP Box	6M (01196) 12M (01190)	11190	00119	281192	34.65
PLAYER'S Navy-Cut Medium	20's Regular Princess Pack	3M (00221)	10221	00822		39.50
ROTHMANS Filter	20's King FLIP-TOP Box	6M (05946) 12M (05940)	15940	00594	285942	38.25
ROTHMANS SPECIAL MILD Filter	20's King FLIP-TOP Box	6M (05956) 12M (05950)	15950	00595	285952	38.25
SARATOGA 120's Filter	20's 120mm FLIP-TOP Box	6M (00086) 12M (00080)	10080	00808	288082	34.65
SARATOGA 120's Menthol Filter	20's 120mm FLIP-TOP Box	6M (00136) 12M (00130)	10130	00813	288132	34.65
ST. MORITZ Filter	20's 100mm Soft Pack	6M (05966) 12M (05960)	15960	00596	285962	34.65
ST. MORITZ MENTHOL Menthol Filter	20's 100mm Soft Pack	6M (05976) 12M (05970)	15970	00597	285972	34.65
VIRGINIA SLIMS 100's Filter	20's 100mm Soft Pack	6M (00606) 12M (00601)	10601	00860	288602	34.65
VIRGINIA SLIMS 100's Menthol Filter	20's 100mm Soft Pack	6M (00636) 12M (00631)	10631	00863	288632	34.65
VIRGINIA SLIMS LIGHTS 100's Filter	20's 100mm Crush-Proof Pack	6M (00646) 12M (00640)	10640	00864	288642	34.65
VIRGINIA SLIMS LIGHTS 100's Menthol Filter	20's 100mm Crush-Proof Pack	6M (00656) 12M (00650)	10650	00865	288652	34.65
VIRGINIA SLIMS LIGHTS 120's Filter	20's 100mm Soft Pack	12M (01610)	11610	00161	281612	34.65
VIRGINIA SLIMS LIGHTS 120's Menthol Filter	20's 100mm Soft Pack	12M (01620)	11620	00162	281622	34.65

†Product for resale in Chicago, IL; Maine and New York City, NY: King Size—\$21.85 100mm—\$22.85.

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## CONDITIONS OF SALE

All prices are subject to change without notice.

All orders, including those held by us for future shipment, are subject to acceptance or reduction by our Richmond office and to prices, styles and sizes in effect on date of shipment.

No amounts, including without limitation payments due customers pursuant to our merchandising plans, may be deducted from invoices unless specifically authorized by us.

During periods of unusual sales demand, we reserve the right to allocate shipment quantities of our brands to all customers. Such allocations will be based on all orders (including standing orders), will bear a relationship to each customer's average weekly shipments, and will apply on a proportionally equal basis to all customers.

All orders must be in units of full cases as indicated for each brand and must consist of at least 175 pounds shipping weight. The approximate weight of our cigarette cases is 38 pounds per 12M case.

All shipments are F.O.B. our factory or public warehouse, freight prepaid. We reserve the right, whenever necessary, to make shipment by means other than rail or truck.

We offer our assistance to customers in tracing delayed shipments or collecting claims for their accounts if customers furnish necessary papers, *including assignment of claim*.

There is no insurance on our merchandise in transit (other than coverage normally maintained by the carrier) unless the customer makes written request for additional coverage and agrees to pay the cost thereof.

No claims of any nature will be considered unless made in writing within 5 days after receipt of goods.

Goods claimed to be unsalable may be returned for credit only when and to the extent authorized in writing by our Richmond office or Area Sales Manager. Transportation charges must be prepaid on all goods authorized by us to be returned; otherwise, we will deduct the amount of transportation charges on such goods when credit is issued.

Our sales representatives are supplied with sufficient funds to enable them to cover in cash the value of our products obtained from you to be sold for your account or to pay in cash for any necessary expense incurred in our interest. Therefore, it will be entirely your own responsibility and risk, and under no circumstances will any loss be paid by this Company, should you extend credit to any of our sales representatives, whether by cash loan, sale or delivery of merchandise on credit or any other form of credit, or should you cash checks other than this Company's checks, without requesting and receiving specific authorization in writing or by telegram from our New York office.

No sales representative or individual employee of this Company has any authority to alter any circular, letter or price list issued by this Company.

**PHILIP MORRIS U.S.A.**  
A DIVISION OF PHILIP MORRIS INCORPORATED

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