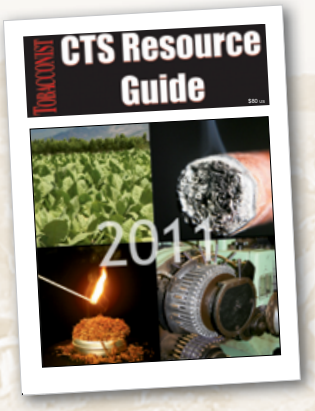
TOBACCONIST

CTS Resource Guide

Reach 10,000 CTS merchants for an entire year!



Tap into the buying resources of 10,000 U.S. cigarette/tobacco store merchants and join 200 companies advertising their products and services in our 2012 ***CTS Resource Guide.*** This guide is a proven, valuable and comprehensive buyers' guide for the CTS retail community. The ***CTS Resource Guide*** is mailed, free of charge, to 10,000 CTS businesses, where it is used throughout the year when these store owners are ready to buy.

CTS merchants are no longer primarily retailers of cigarettes and mass-market tobacco products. The vast majority of CTS retailers offer a complete range of tobacco products, including premium cigars, fine humidors, related accessories and tobaccos. Our research reveals a need for a comprehensive buyers' guide that allows manufacturers and distributors to promote their products directly to CTS retailers.

The ***CTS Resource Guide*** is a buyers' guide that is actively used by CTS owner/operators all year long!

Don't miss this opportunity to get your message out to this important group of retailers. A single, standard listing (16 lines) in any one section is free. A list of the product category sections is found on the enclosed ad space contract. Your corporate logo (up to 1.5 inches wide or high) may be added to a standard free listing for only $150. **Display advertisers in the *CTS Resource Guide* receive an upgraded listing with company logo included *free of charge*.** Display advertisers may also have expanded product listings cross-listed in each appropriate section of the directory and may include a company logo with each of their listings *free of charge*—it's like having a sales rep on call at every CTS store nationwide, 24 hours a day, 365 days a year!

Please fill out the listing form below and email your product listing in MS Word or PDF format to *ndennis@speccomm.com*.

If you would like more information about the 2012 ***CTS Resource Guide***, or if you want to request a copy of the 2011 ***CTS Resource Guide*** for review, contact me at 919-872-5040 ext. 203 or *ndennis@speccomm.com*.

If you would like more information about advertising in the 2012 ***CTS Resource Guide,*** please contact Marrilyn Jackson at *mjackson@speccomm.com* or call her at 919-327-1597.

DOMESTIC CIGARS PRODUCT LISTINGS

A&T TOBACCO

105A Prairie Lake Road
East Dundee, IL 60118 USA
Phone: 847 836 9134
Fax: 847 836 9139
Email: rmeiners@altobacco.com
Website: www.altobacco.com
Toll Free: 866 509 3348

Rich Meiners, Vice President, Sales & Marketing;
Jeremy Sikes, Director of Sales

A&T Tobacco is a leading source of value branded tobacco products. Cigars, cigarillos, tip cigars and pipe tobacco.

ALTADIS U.S.A.

5900 N. Andrews Avenue
Ft. Lauderdale, FL 33309 USA
Phone: 954 772 9000
Fax: 954 938 7809
Website: www.altadisusa.com
Toll Free: 800 683 8800
Corporate Office: 954-772-9000
Tampa Distribution Center: 813-620-3500
Tampa Office: 813-621-3535
Merchandising: 1-800-929-2355
McAdoo Order Entry:
Order Ph: 800-445-5797
Order Fax: 800-962-7552 / 800-342-6969
Order Tape: 800-222-6944

Altadis U.S.A. is a leader in the U.S. premium cigar market. The company manufactures and markets some of the industry's most well regarded brands such as Montecristo, H. Upmann, Romeo y Julieta, Trinidad, Vega Fina, Onyx, Reserve, Don Diego, Saint Luis Rey, Gispert and many others.

Brand & Frontmark	Packing
ANTONIO Y CLEOPATRA NATURAL DARK	
Grenadiers Coronas DK	4 Pk 20
Grenadiers DK	Box 50
Grenadiers DK	6 Pk 60
Grenadiers Minis DK	Box 50
Grenadiers Minis DK	5 Pk 25
Grenadiers Wraps	6 Pk 30
ANTONIO Y CLEOPATRA NATURAL LIGHT	
Grenadiers Coronas LT	4 Pk 20
Grenadiers LT	Box 50
Grenadiers LT	6 Pk 60
Grenadiers Cigarillo LT	5 Pk 25
ANTONIO Y CLEOPATRA WISE GUYS	
Wise Guys Honey Berry	10 Pk 60
BACKWOODS	
Black N' Sweet	5 Pk 40
Honey	5 Pk 40
Honey Berry	5 Pk 40
Original	5 Pk 40
Sweet Aromatic	5 Pk 40
Tube Sweet Aromatic	25 Upr
DUTCH MASTERS	
Cigarillos Strawberry	5 Pk 25
Cigarillos Strawberry	30 Upr
Corona Deluxe	Box 55
Corona Deluxe	4 Pk 20
Corona Deluxe	2/25 Upr 50
Corona Grape	Box 55
Corona Grape	4 Pk 20
Corona Grape	2/25 Upr 50
Grape Cigarillos	5 Pk 25
Grape Cigarillos	30 Upr
Corona Sports	Box 55
Corona Sports	4 Pk 20
Corona Sports	2/25 Upr 50
Corona Strawberry	Box 55
Corona Strawberry	4 Pk 20
Corona Strawberry	2/25 Upr 50
Honey Sports	Box 55
Honey Sports	4 Pk 20
Honey Sports	2/25 Upr 50
Honey Sports Cigarillos	5 Pk 25
Honey Sports Cigarillos	30 Upr
Vanilla Cigarillos	5 Pk 25
Vanilla Cigarillos	30 Upr
Panetela	Box 50
Panetela	5 Pk 25
President	Box 50
President	5 Pk 25
DUTCH MASTERS COLLECTION	
Vanilla Cigarillos	30 Upr
Vanilla Cigarillos	5 Pk 25
Chocolate Cigarillos	30 Upr
Chocolate Cigarillos	5 Pk 25
Chocolate Cigarillos Foil Pouch	3 Pk 60
Cognac Cigarillos	30 Upr
Cognac Cigarillos	5 Pk 25
Palma Cigarillos Foil Pouch	3 Pk 60
Green Cigarillos Foil Pouch	3 Pk 60
Wine Cigarillos Foil Pouch	3 Pk 60
Palma	4 pk 20
Palma	Box 55
Palma	2/25 Upr 50
Palma Foil	2 Pk 40
Palma Chocolate	Box 55
Palma Chocolate	4 Pk 20
Palma Green	Box 55
Palma Green	25 Upr
Palma Green Foil	2 Pk 40
Palma Wine	Box 55
Palma Wine	25 Upr
Palma Wine Foil	2 Pk 40

ARANGO CIGAR CO.

3170 Commercial Avenue
Northbrook, IL 60062 USA
Phone: 847 480 0355
Fax: 847 480 1221
Email: arangocigar@aol.com
Toll Free: 800 222 4427

Mike Gold, President

Importer/distributor of brand-name cigars, pipes and tobaccos as well as private-label products and smoker's accessories.

BASIK TRADING INC.

581 105th Avenue North, Units 37-40
Royal Palm Beach, FL 33411 USA
Fax: 561 514 1048
Website: www.basiktradinginc.com
Toll Free: 888 897 9007

Howard Spitz, National Sales Mgr. (habasik@gmail.com); Andy Katz, President; Andrew Finkle, EVP (alfbasik@gmail.com)

Basik Trading is a nationwide wholesale tobacco distributor. We carry a full line of brand-name cigars and quality tobacco products, available to both wholesalers and retailers. We strive to maintain the highest level of customer service and have an experienced staff ready to cater to your business's tobacco needs. We look forward to earning your business and building a long-term, mutually beneficial relationship. For more information, please visit our website at www.basiktradinginc.com.

CHEYENNE INTERNATIONAL LLC

701 S. Battleground Avenue
Shelby, NC 28150 USA
Phone: 704 937 7250
Fax: 704 937 7250
Email: sales@cheyenneintl.com
Website: www.cheyenneintl.com
Toll Free: 866 254 6975
Cheyenne International is a full line tobacco product manufacturer serving both the domestic and international markets. Made in the USA, our products offer a unique opportunity for you to expand sales and increase profits. We are focused on your success. Many say we are the best tobacco company to work with, combining creative products with effective marketing and service. The mission of Cheyenne International: Providing a Constant Vision of Success!

Derringer Cigars are available in 100 size Full Flavor, Classic Filtered, Menthol, Cherry, Grape, Vanilla, Peach, eXtreme Menthol, Xotic Barry and Sweet Tip. Bodyshot Cigars are available in 100 size Rum & Cola, Mojito, Sangria, Trance and Whiskey.

CTS REPORT

SpecComm International
5808 Faringdon Place, Suite 200
Raleigh, NC 27609 USA
Phone: 919-872-5040
Fax: 919-327-1600

Keeping on top of legislation and changes to brands and product lines, as well as developing fresh approaches to maximize your business opportunities, are all vital to success in a tight retail market. A changing market is a burdensome environment, whether you have one store or a chain of 60 outlets.

Tobacconist magazine has been offering premium tobacco retailers the latest in industry news, changes in marketing and help with general business tasks for the past 13 years. The bimonthly magazine introduces you to the faces behind the brands and helps retailers stay on top of the latest trends in the tobacco, pipes and cigarettes as well as fine accessories.

As the cigarette outlet stores of old have developed into more select tobacco purveyors and as the premium tobacco markets have changed, a third, hybrid type of store has developed. These retailers are changing product mix, paying closer attention to store

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INCREASE VISIBILITY with a LOGO

For ONLY $150, ADD your corporate logo to your listing!

Submit your company logo as a .pdf, .doc, .tif or .jpg file.

Deadline: Feb. 17, 2012

Buy a Display Advertisement

For MAXIMUM exposure, see rates here: *www.tobacconistmagazine.com/ctsguide/cts2012_spaceres.pdf*

Please return required forms by Feb. 17, 2012, to:
CTS Resource Guide • 3101 Poplarwood Court, Suite 115 • Raleigh, NC 27604
Phone 800-346-7469 • Fax 919-327-1600