



CC-242-18

December 4, 2018

To Direct Buying Customers of R.J. Reynolds Tobacco Company (RJRT)

SUBJECT: NEWPORT Non-Menthol Off-invoice (OI) Allowance Change

Effective December 31, 2018, the **NEWPORT Non-Menthol styles OI allowance will change from \$14.40 per carton to \$13.40 per carton.** The new OI rate for NEWPORT Non-Menthol brand styles will remain in effect until further notice. We are providing advance notice of these changes to allow time for any modifications you may need to make to your systems.

Orders that deliver on or after December 31, 2018, will receive the applicable \$13.40 per carton OI allowance for NEWPORT Non-Menthol during the promotional period.

Case SKU Description	Case Full UPC
NEWPORT NON MEN BX 100 6M	10026100015925
NEWPORT NON MEN BX 6M	10026100015918
NEWPORT NON MEN GD BX 100 6M	10026100015987
NEWPORT NON MEN GD BX 6M	10026100015970
NEWPORT NON MEN SM GD BX 100 6M	10026100016144
NEWPORT NON MEN SM GD BX 6M	10026100016151

Thank you for your cooperation and support in the marketing of our products.

RAI TRADE MARKETING SERVICES COMPANY (a subsidiary of Reynolds American, Inc. that provides marketing agreements, programs, and services on behalf of R.J. Reynolds Tobacco Company, American Snuff Company, LLC, Santa Fe Natural Tobacco Company, and R.J. Reynolds Vapor Company)

