



Cigs, Tobacco, & OTP

2026



Cigs, Tobacco, and OTP Insights



- OTP continues to gain share of both sales and profit within the tobacco category
- Modern oral nicotine remains the category's primary growth driver, gaining share from traditional tobacco.
- Convenience and discreet-use formats continue expanding nicotine consumption occasions.
- Adult nicotine users are increasingly seeking smoke-free, spit-free alternatives.
- Flavor, strength, and format innovation continue to drive trial and switching.
- Value cigarette brands are gaining more attention over premiums as cigarette prices continue to go up.
- The Vapor category is under extreme regulatory pressure, which is positive for FDA approved items.
- Regulatory changes remains a key category watch-out

\$7.00 OFF 10PK



Al Capone Sweets: UIN 251983
Al Capone Sweets Filter: UIN 437772

\$7.00 OFF 10PK



Al Capone JB Filter: UIN 12948

\$7.00 OFF 10PK



Al Capone Blues: UIN 525597
Al Capone Blues Filter: UIN 525357

WHY CHOOSE AL CAPONE?

- Every cigarillo hand-rolled for a smooth, premium experience.
- Filtered and unfiltered options to meet every consumer preference.
- Premium tobacco grown and crafted from our own farms.
- Backed by a seed-to-smoke quality process up to 2.5 years in the making.

\$2.50 OFF 2 PKs



Al Capone Sweets 2PK: UIN 170092
Al Capone Sweets 2PK Filter: UIN 166207

\$2.50 OFF 2 PKs



Al Capone JB 2PK: UIN 895057
Al Capone JB 2PK Filter: UIN 722249

\$2.00 OFF WRAPS



Al Capone Original Wrap 18CT: UIN 547197
Al Capone Cognac Wrap 18CT: UIN 547207
Al Capone Rum Wrap 18CT: UIN 547217



➤ **NEW** Rogue Max Buy Any 4 rolls: Save \$4.00 per roll

**\$4.00
OFF!!**

Wintergreen

Spearmint

Citrus

Blue Raspberry



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➤ **MOJO Energy Pouch
COMBOS PP / NP:**

**\$5.00
OFF!!**



MOJO PRE-PRICE \$4.99 COMBO 4/5/20CT
MOJO NON-PRICED COMBO 4/5/20CT

➤ **MOJO REGULAR STOCK
AVAILABLE IN PP \$4.99 / NP:**

**\$5.00
OFF!!**



MOJO SOUR APPLE 5/20CT 50MG **New**
MOJO BLUE RASPBERRY 5/20 CT 50MG
MOJO PEACH WATERMELON 5/20CT 50MG
MOJO TROPICAL PUNCH 5/20CT 50MG



**\$2.00
OFF!!**

➤ **SS LEAF NON PRICED
WRAPS 4 WAY BUNDLE:**

SS LEAF WRAPS 3PK ORIGINAL
SS LEAF WRAPS 3PK IRISH CREAM
SS LEAF WRAPS 3PK DARK
SS LEAF WRAPS 3PK PEACH BRANDY



**\$1.00
OFF!!**

➤ **SS LEAF PRE- PRICED \$2.79
WRAPS 4 WAY BUNDLE:**

SS LEAF WRAPS 3PK ORIGINAL
SS LEAF WRAPS 3PK IRISH CREAM
SS LEAF WRAPS 3PK DARK
SS LEAF WRAPS 3PK PEACH BRANDY



NEW!
**Rogue Max, SS LEAF
Wraps, & MOJO Energy
Pouches**

Sesh



sesh+

Nicotine Pouches

Your Pouch. Perfected.

- 6-Facing Countertop Display
- 6 Sleeves | 30 Cans Total
- **FREE Cardboard Display Included**
- Flavors: Clear · Mango · Mint · Wintergreen · Cappuccino · Raspberry Lemon
- 4mg, 6mg, 8mg | 20 Pouches per Can



25% OFF

SHOW DEAL

\$2.94

per can

WHY SESH+

- Smooth & pH Neutral formula
- Consistent & long-lasting nicotine release
- Discreet slim-fit — social & professional
- America's Premium Pouch



McLane ENGAGE 2026

Sesh Products, US Inc. | Michael Claeys | Mclaeys@seshproducts.com

White Fox

2026 Show Deal

Buy 4 Get 5TH Free



858317

WHITE FOX MINT
SLIMS PORTION
12mg | 5ct Roll



858287

WHITE FOX PEPPERED MINT
SLIMS PORTION
12mg | 5ct Roll



858277

WHITE FOX FULL CHARGE
REGULAR PORTION
18mg | 5ct Roll



858297

WHITE FOX BLACK EDITION
SLIMS PORTION
20mg | 5ct Roll

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McLANE

ENGAGE

GN
US

BUY 4 ROLLS GET 5TH FREE



WHITE FOX

*Based on Manufacturer price

ITG Brands Trade Show Deals In-Person & Virtual. Flavor Ban Bundle Deals also available.



**Purchase all 5 Backwoods 5 Packs and Save
\$15.00 at the In-Person Trade Show
\$10.00 through the virtual Trade Show**



**More deals will be made
available closer to the show**

**Buy all 6 Rolls of Zone and Save
\$18.00 at the In-Person Show
\$12.00 through the Virtual Trade Show**



**Buy 2 of each Dutch 2 Pack and Save
\$15.00 at the In-Person Show
\$10.00 through the Virtual Trade Show**



**Available on all Dutch Varieties, Save on 2,
2/\$1.29, 2/\$1.49**



National - Live Deals

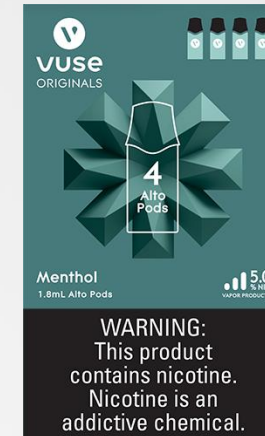


\$16 off

8 Rolls VELO PLUS

Wild Berry 9MG + Wintergreen 9MG
+ Citrus Chill 9MG + Mint 9MG

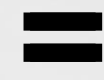
2 rolls each



3 cartons
Menthol 5% 4-
pod



1 carton
Golden Tob. 5% 4-pod



\$20 off
4 Cartons
VUSE ALTO



3 rolls
Grizzly Longcut
Wintergreen



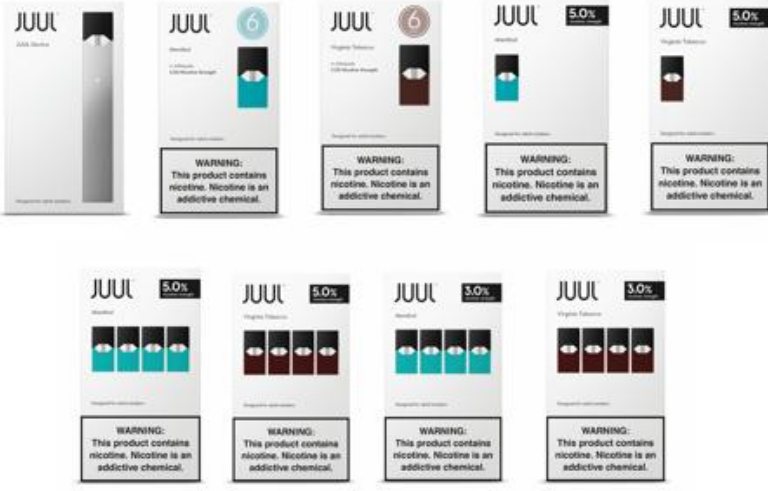
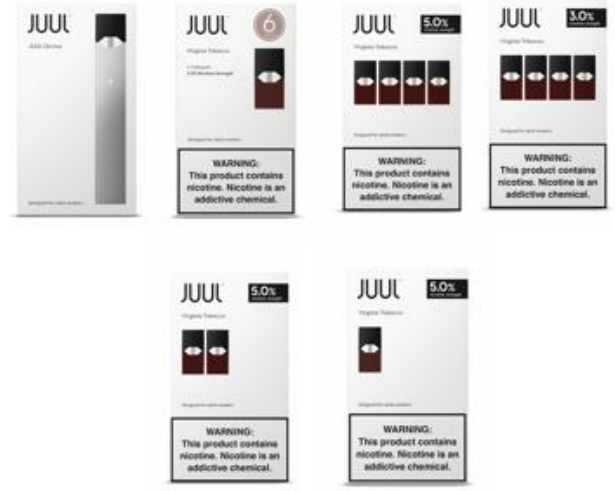
2 rolls
Grizzly Wintergreen
Pouches



\$10 off
5 Rolls
Grizzly



McLane Engage JUUL Bundles

Juul Bundle Includes Menthol				Juul Bundle Excludes Menthol			
UIN	Description	Qty		UIN	Description	Qty	
526467	Virginia Tobacco 5.0% 4-pack	1		526467	Virginia Tobacco 5.0% 4-pack	1	
146887	Virginia Tobacco 3.0% 4-pack	1		146887	Virginia Tobacco 3.0% 4-pack	1	
091297	Menthol 5% 4-pack	1		126477	Virginia Tobacco 5.0% 2-pack	1	
271707	Menthol 3% 2.8ml 4-pack	1		774427	Virginia Tobacco 5.0% 6-pack	1	
774427	Virginia Tobacco 5.0% 6-pack	1		879887	Virginia Tobacco 5.0% 1-pack	1	
763167	Menthol 5% 6-pack	1		161847	JUUL - Silver Device Kit	1	
879887	Virginia Tobacco 5.0% 1-pack	1					
879877	Menthol 5.0% 1-pack	1					
161847	JUUL - Silver Device Kit	1					
		Discount	\$145.00			Discount	\$90.00
		~ Retailer % Savings	19.6%			~ Retailer % Savings	19.2%
							

Imageworks – Exclusive deal



DRIVE THE MOMENT. OWN THE BACK BAR. Xulta Impact Back Bar System

Our Back Bar delivers visibility, seamless modularity, and premium brand presentation—right where purchase decisions happen.

Highlighted features:

- Lit shelving / Lit header / Continuous facings
- Shelves, trays, pusher included
- Optional locking drawers / Optional block-out doors

EXCLUSIVE McLANE ENGAGE 2026 OFFER
on Xulta™ Back Bar Systems
Event-Only Savings with code: EngageIWD

Preferred pricing. High performance. Built to sell.
→ Connect with us at McLane Engage



Republic Tobacco



McLane				
UIN	Pack	Size	Description	Deal
038764	116	Packs	MOD148 EZ Wider+	20 Free OCB Bamboo Cones
038774	116	Packs	MOD149 JOB+	20 Free OCB Bamboo Cones
884157	96	Packs	OCB Cone Bundle	1 Free Box of 24 Cones

Altria Tobacco Operating Companies McLane Engage 2026 Bundles

McLANE
McLANE ENGAGE 2026 PRE-BUILT BUNDLES
Virtual Show Ordering Window: August 15 – September 25, 2026

4% OFF
Variety 5-Pack Bundle

4% OFF
Plastic Tip Singles Bundle

10% OFF
Wood Tip Singles Bundle

Black & Mild® Original Plastic Tip 5-Pack
Black & Mild® Original Wood Tip 5-Pack
Black & Mild Wine® Plastic Tip 5-Pack
Black & Mild Wine® Wood Tip 5-Pack
Black & Mild Jazz® Plastic Tip 5-Pack
Black & Mild Jazz® Wood Tip 5-Pack
Black & Mild Casino® Plastic Tip 5-Pack
Black & Mild Casino® Wood Tip 5-Pack

Black & Mild® Original Plastic Tip 25-Count Upright
Black & Mild Wine® Plastic Tip 25-Count Upright
Black & Mild Jazz® Plastic Tip 25-Count Upright
Black & Mild Sweets® Plastic Tip 25-Count Upright
Black & Mild Sweets® Wood Tip 25-Count Upright
Black & Mild Casino® Plastic Tip 25-Count Upright
Black & Mild Casino® Wood Tip 25-Count Upright

Black & Mild® Original Plastic Tip 25-Count Upright
Black & Mild Wine® Plastic Tip 25-Count Upright
Black & Mild Jazz® Plastic Tip 25-Count Upright
Black & Mild Sweets® Plastic Tip 25-Count Upright
Black & Mild Sweets® Wood Tip 25-Count Upright
Black & Mild Casino® Plastic Tip 25-Count Upright
Black & Mild Casino® Wood Tip 25-Count Upright

Black & Mild® Original Plastic Tip 25-Count Upright
Black & Mild Wine® Plastic Tip 25-Count Upright
Black & Mild Jazz® Plastic Tip 25-Count Upright
Black & Mild Sweets® Plastic Tip 25-Count Upright
Black & Mild Sweets® Wood Tip 25-Count Upright
Black & Mild Casino® Plastic Tip 25-Count Upright
Black & Mild Casino® Wood Tip 25-Count Upright

McLANE
McLANE ENGAGE 2026 PRE-BUILT BUNDLES
Virtual Show Ordering Window: August 15 – September 25, 2026

5% OFF
Copenhagen® Popular Bundle

8% OFF
Copenhagen® SPITFREE Bundle

4% OFF
Copenhagen® Natural Bundle

4% OFF
Copenhagen® Pouches Bundle

Copenhagen® Long Cut Wintergreen
Copenhagen® Wintergreen Pouches
Copenhagen® Long Cut Mint
Copenhagen® Long Cut Straight
Copenhagen® Green SPITFREE
Copenhagen® Blue SPITFREE
Copenhagen® Long Cut Wintergreen
Copenhagen® Long Cut Mint
Copenhagen® Snuff
Copenhagen® Long Cut
Copenhagen® Long Cut Straight
Copenhagen® Extra Long Cut Natural
Copenhagen® Wintergreen Pouches
Copenhagen® Pouches
Copenhagen® Mint Pouches

McLANE
McLANE ENGAGE 2026 PRE-BUILT BUNDLES
Virtual Show Ordering Window: August 15 – September 25, 2026

\$2.50 OFF
on! Original & on! PLUS™ Bundle

\$3.00 OFF
on! Classic 6-SKU Bundle

\$3.00 OFF
on! PLUS™ 6-SKU Bundle

on! Classic 2MG Original
on! Classic 4MG Original
on! Classic 8MG Original
on! PLUS™ 6MG Tobacco Flavor
on! PLUS™ 9MG Tobacco Flavor
on! Classic 4MG Citrus
on! Classic 8MG Citrus
on! Classic 4MG Cinnamon
on! Classic 8MG Cinnamon
on! Classic 4MG Coffee
on! Classic 8MG Coffee
on! PLUS™ 6MG Wintergreen
on! PLUS™ 9MG Wintergreen
on! PLUS™ 6MG Mint
on! PLUS™ 9MG Mint
on! PLUS™ 6MG Tobacco Flavor
on! PLUS™ 9MG Tobacco Flavor

Swedish Match Bundle #1



Buy 20 Rolls Get \$0.50 Off Per Roll

PMI | U.S.

SKU	UIN
ZYN CR BLACK CHERRY 3MG 15P	065654
ZYN CR BLACK CHERRY 6MG 15P	065674
ZYN CR CITRUS 3MG 15P	281917
ZYN CR CITRUS 6MG 15P	281877
ZYN CR PEACH 3MG 15P	065684
ZYN CR PEACH 6MG 15P	065694
ZYN CR PEPPERMINT 3MG 15P	798157
ZYN CR PEPPERMINT 6MG 15P	798165
ZYN CR SPEARMINT 3MG 15P	798066
ZYN CR SPEARMINT 6MG 15P	798074
ZYN CR WNTGRN 3MG 15P	798181
ZYN CR WNTGRN 6MG 15P	798090
ZYN ULTRA CITRUS ZEST 11MG 20P	075504
ZYN ULTRA CITRUS ZEST 9MG 20P	072634
ZYN ULTRA FRESH SPEARMINT 11MG 20P	075524
ZYN ULTRA FRESH SPEARMINT 9MG 20P	072654
ZYN ULTRA PEPPERMINT FROST 11MG 20P	075534
ZYN ULTRA PEPPERMINT FROST 9MG 20P	072664
ZYN ULTRA WINTERGREEN BLAST 11MG 20P	075514
ZYN ULTRA WINTERGREEN BLAST 9MG 20P	072644

Portfolio Assortment – 20 Facings



CA and Non-flavored bundles will be available.

Swedish Match Bundle #2



Buy 34 Rolls Get \$1.00 Off Per Roll

PMI | U.S.

SKU	UIN
ZYN CR BLACK CHERRY 3MG 15P	065654
ZYN CR BLACK CHERRY 6MG 15P	065674
ZYN CR CITRUS 3MG 15P	281917
ZYN CR CITRUS 6MG 15P	281877
ZYN CR CITRUS 8MG 15P	101594
ZYN CR COOL MINT 1.5MG 15P	101474
ZYN CR COOL MINT 3MG 15P	798140
ZYN CR COOL MINT 6MG 15P	798199
ZYN CR COOL MINT 8MG 15P	101484
ZYN CR DRAGONBERRY 3MG 15P	065634
ZYN CR DRAGONBERRY 6MG 15P	065644
ZYN CR PEACH 3MG 15P	065684
ZYN CR PEACH 6MG 15P	065694
ZYN CR PEPPERMINT 1.5MG 15P	101494
ZYN CR PEPPERMINT 3MG 15P	798157
ZYN CR PEPPERMINT 6MG 15P	798165
ZYN CR PEPPERMINT 8MG 15P	101504
ZYN CR SPEARMINT 1.5MG 15P	101514
ZYN CR SPEARMINT 3MG 15P	798066
ZYN CR SPEARMINT 6MG 15P	798074
ZYN CR WNTGRN 1.5MG 15P	101534
ZYN CR WNTGRN 3MG 15P	798181
ZYN CR WNTGRN 6MG 15P	798090
ZYN CR WNTGRN 8MG 15P	101544
ZYN ULTRA ARCTIC MINT 11MG 20P	075544
ZYN ULTRA ARCTIC MINT 9MG 20P	072674
ZYN ULTRA CITRUS ZEST 11MG 20P	075504
ZYN ULTRA CITRUS ZEST 9MG 20P	072634
ZYN ULTRA FRESH SPEARMINT 11MG 20P	075524
ZYN ULTRA FRESH SPEARMINT 9MG 20P	072654
ZYN ULTRA PEPPERMINT FROST 11MG 20P	075534
ZYN ULTRA PEPPERMINT FROST 9MG 20P	072664
ZYN ULTRA WINTERGREEN BLAST 11MG 20P	075514
ZYN ULTRA WINTERGREEN BLAST 9MG 20P	072644

Portfolio Assortment – 34 Facings



CA and Non-flavored bundles will be available.