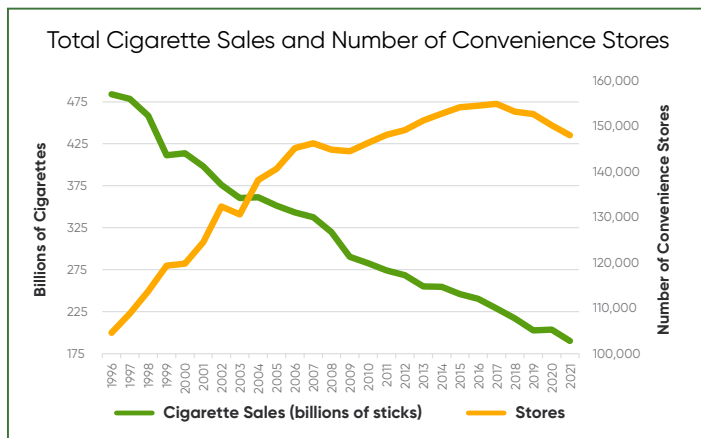
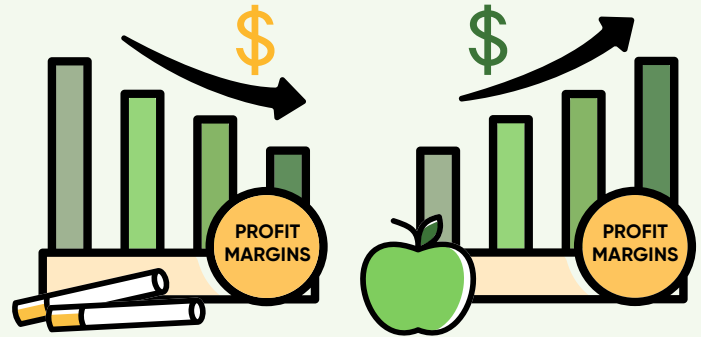


# CIGARETTES AND FLAVORED TOBACCO MAKE NO ¢ENT\$

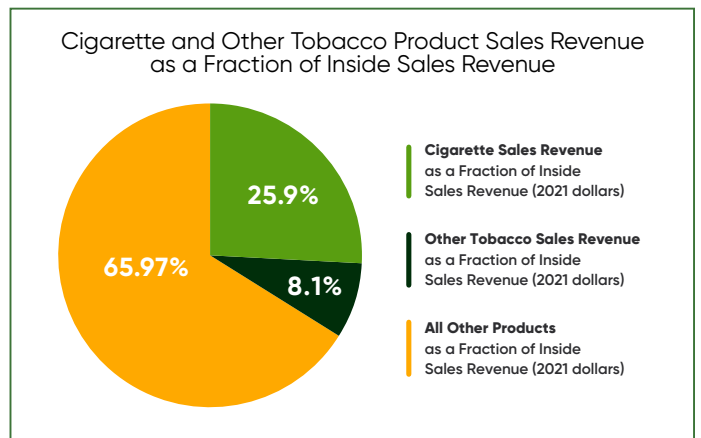
Rural convenience stores can increase profit margins and revenue without cigarettes and flavored tobacco

## Declines in cigarette sales do not adversely impact retailers.

Cigarettes have the lowest profit margin, while food services, such as hot meals and fresh produce, have the highest profit margin.



While the number of **convenience stores** has **been generally rising** over time, **cigarette sales** have **been declining** steadily over time.



Policies that decrease cigarette sales **do not adversely impact convenience stores.**



### FOOD FOR THOUGHT

Research shows that convenience stores that adapt to new rules like banning flavored tobacco are doing well even with the decline in tobacco sales.



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Data highlighted in this material defines convenience stores as those with and without gas stations, but does exclude tobacco stores and wholesalers from that definition.

Reference:

Tauras, J.A. & Chaloupka, F.J. (2023). The Economic Effects of Cigarette Sales and Flavor Bans on Tobacco Retail Businesses. *Tobacco Economics*. <https://www.tobaccoeconomics.org/research/the-economic-effects-of-cigarette-sales-and-flavor-bans-on-tobacco-retail-businesses/>  
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