

INTERNATIONAL PREMIUM CIGAR & PIPE RETAILERS ASSOCIATION

NEW MEMBER PACKET





WELCOME

Dear IPCPR Member:

Welcome to the International Premium Cigar & Pipe Retailers Association (IPCPR). Since 1933, IPCPR has been the leading trade association for the premium tobacco industry, dedicated to protecting the interests of its members. As a member of IPCPR, you will enjoy benefits and services that will assist you in further developing your business to meet and exceed expectations. It is our mission to ensure you have the tools necessary to help your business prosper. This new member information packet details IPCPR's benefits and services provided to you.

Again, I welcome you to IPCPR and wish you success and prosperity.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark Pursell', is positioned below the word 'Sincerely,'.

Mark Pursell
Chief Executive Officer
mark@ipcpr.org
(202) 236-1126



MISSION

Founded in 1933, the International Premium Cigar and Pipe Retailers Association (IPCPR) is a not-for-profit trade association that represents professional retail tobacconists and their suppliers across the United States. IPCPR promotes the interests of these small businesses in Washington, D.C. and in state capitals through our education and advocacy efforts. Our mission is to protect the future of professional retail tobacconists and ensure your ability to continue to engage in the sale of quality tobacco products.

MEMBER BENEFITS

Legislative Website

IPCPR's legislative website is designed to provide retail tobacconists, manufacturers, distributors, customers, policy makers and the general public with the most extensive, up-to-date information about the issues facing the premium tobacco industry. Visit www.ipcprlegislative.org to learn about current policies, legislative and regulatory challenges facing our industry, and how to get involved.

State Affairs

The IPCPR state affairs team represents the interests of retail tobacconists in state capitals across the country on issues that impact your ability to successfully operate and sell premium tobacco products. Each year hundreds of potentially harmful individual state bills are introduced, backed by unyielding opposition. IPCPR focuses on preventing the passage of burdensome legislation, such as state other tobacco products (OTP) tax increases and smoking restrictions, and supports pro growth initiatives, such as \$.50 tax caps on cigars. Thanks to the efforts of IPCPR and our industry allies, less than one percent of potentially harmful bills are signed into law each year.

Federal Affairs

The IPCPR federal affairs team represents the interests of retail tobacconists in Washington, D.C. on issues of concern to their small businesses, such as Operation Chokepoint and FDA regulation. The objective of IPCPR's federal affairs team is to foster a political climate conducive to the production, marketing, sale, and enjoyment of premium tobacco products in the United States. IPCPR actively tracks federal legislative activity, monitors regulatory practices, educates Members of Congress, and vigorously engages in the legislative process to limit burdens on retail tobacconists.



Subscriptions

- *Tobacconist Magazine*
- *Smoke Shop Magazine*

Retailers' Almanac

IPCPR's Retailer's Almanac contains hundreds of pages of product listings, ads, and information on cigars, pipes, tobaccos, lighters, gift items, and merchant services. This is an invaluable resource for any retailer tobacconist.

MEMBER DISCOUNTS

IPCPR Annual Convention and International Trade Show

The IPCPR Annual Convention and International Trade Show is your opportunity to build your brand and connect with the most important actors in the premium tobacco industry. With more than 5,500 attendees and more than 700,000 square feet of exhibitors offering exclusive discounts, the IPCPR Trade Show enables you to maximize your business's exposure and purchase the latest products from the industry's best manufacturers of premium cigars, pipe tobacco, and accessories. Professional retail tobacconists also have the opportunity to attend educational seminars.

Tobacconist University

Tobacconist University (TU) is the educational program of premium tobacco industry. TU's educational program offers four Certified Tobacconist designations for consumers, retailers, employees, and manufacturers. TU's academic curriculum and informational guides are available through their website: <http://www.tobacconistuniversity.org>



GET INVOLVED

Take Action

IPCPR utilizes an online advocacy platform to streamline communication between our members and their elected officials regarding target legislation. This program gives IPCPR members and cigar enthusiasts a user-friendly tool to stay informed and make their voices heard in Washington, D.C. and state capitals across the country. Alerts are emailed to affected parties and relevant campaigns can be accessed through our website: <http://www.ipcprlegislative.org/take-action/>

State Associations

IPCPR collaborates with small businesses in states across the country to establish strong network of active retailers. We believe that representation in each state capitol is critical to implement our legislative agenda and fight harmful legislative proposals. IPCPR will continue to work with our members to establish new state associations and strengthen existing state associations, but we need your help. Contact rachel@ipcpr.org for information on how to get involved.

Political Action Committee

IPCPR-PAC is a political action committee (PAC) dedicated to supporting candidates who are friends of the premium tobacco industry in the U.S. Senate and House of Representatives. Supporting congressional candidates is critical for the success of IPCPR's legislative advocacy strategy. IPCPR-PAC gives retail tobacconists the unique opportunity to build relationships with key members of Congress who support the premium tobacco industry. Through involvement with IPCPR-PAC, our legislative and political influence in Washington, D.C. continues to grow.



MEET OUR BOARD OF DIRECTORS

Craig Cass, President

The Tinder Box #208
Charlotte, NC
704-366-5164

Ken P. Neumann, 1st Vice President

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Libertyville, IL
847-918-9999

John Anderson, 2nd Vice President

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Vartan Seferian

Ambassador Fine Cigars Inc.
Phoenix, Arizona
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Reagan Starner

R&R Cigars
Tuscaloosa, AL
205-722-2741

Jim Young

Davidoff of Geneva
Distribution, Inc.
Pinellas Park, FL
727-828-5435



CALENDAR OF EVENTS

- July 17-21, 2015 @ Ernest N. Morial Convention Center in New Orleans, Louisiana
- July 25-28, 2016 @ Sands Expo Center in Las Vegas, Nevada
- July 16-19, 2017 @ Sands Expo Center in Las Vegas, Nevada
- July 16-19, 2018 @ Sands Expo Center in Las Vegas, Nevada

CONNECT WITH US

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