FOR LICENSED ADULT TOBACCO RETAILERS · BUYER PLANNING

Plan a countertop cigar program for your retail stores.

Review a proposed assortment, countertop display, and retail price references with ONTCSA. Built for retail buyers planning an employee-served adult tobacco counter—not consumer checkout. Product eligibility, final specifications, costs, and timing are confirmed before launch.

2
customer-facing categories

5
core product identities

18 × 18 × 24
in. working fixture direction

START WITH A BUYER BRIEF

Is this the right fit for your counter?

For licensed adult tobacco retailers and multi-store buyers assessing an employee-served cigar program. The five-identity assortment is a starting point, not a requirement: review an unflavored-only mix where flavor restrictions or store policy require it.

Send your store plan

Share your company, buyer contact, store count, city/state and delivery destination, intended launch window, and estimated opening and reorder quantities.

Define the counter

Include available counter dimensions, a placement photo, preferred cigar families and packs, and staff access. Note local flavor restrictions and your tobacco retail licensing status.

Review before committing

Request written product eligibility, final assortment, minimums, samples, fixture terms, itemized pricing, lead time, storage instructions, and replenishment details. Nothing is ordered through this page.

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Concept render supplied by ONTCSA. Fixture engineering, product preservation, final art, warnings, barcodes, and final capacity remain subject to approval.

COUNTERTOP DISPLAY DIRECTION

A compact display with preservation planned in.

The working fixture direction is approximately 18 × 18 × 24 inches: enclosed customer-facing front, rear employee access, separate traditional and flavor-infused zones, and permanent SKU/product/price identifiers that remain visible as inventory sells down.

Rear
employee service access

2 zones
traditional + flavor-infused

Protected
pouch and tube formats

The “30 cigars per row / 150 total” text visible in the supplied concept render is not a final capacity claim. The initial 60-unit/store model below remains a planning assumption only.

CORE PROGRAM COMPONENTS

Traditional premium cigars and premium flavor-infused cigars.

ONTCSA provides a defined starting product architecture: two traditional premium cigar identities and three Leaf by Ramsey premium flavor-infused flavor identities. Final SKU/pack selection remains subject to commercial and compliance review.

PREMIUM UNFLAVORED · PROTECTIVE TUBE

Toledo

Mexican San Andrés Maduro · 6 × 54 Toro reference · premium long filler.

PREMIUM UNFLAVORED · PROTECTIVE TUBE

Don Leon

Habano Maduro · archived 6 × 52 Toro reference; final retail launch size TBC.

LEAF BY RAMSEY · MYLAR POUCH

Banana Crème

Premium flavor-infused cigar. Core opening flavor identity.

LEAF BY RAMSEY · MYLAR POUCH

Vanilla Honey

Premium flavor-infused cigar. Core opening flavor identity.

LEAF BY RAMSEY · MYLAR POUCH

Sweet Berry

Premium flavor-infused cigar. Core opening flavor identity.

24 / 40%
traditional

36 / 60%
flavor-infused

Planning model: 12 units per SKU/store × 5 SKUs = 60 sellable cigars/store. This is not an approved case pack, inventory guarantee, or proven fixture capacity.

VITOLA OPTIONS

Formats from 4–7 inches and 32–60 ring gauge.

ONTCSA can review traditional and flavor-infused cigar programs across compact, classic, Toro, and larger-ring formats. Final vitola selection follows the approved blend, draw target, packaging format, market, and commercial brief.

COMPACT

Small-ring

4–5 inches · 32–42 ring gauge

Shorter, slimmer formats for compact presentation and quicker adult-use occasions.

CLASSIC

Mid-ring

5–6 inches · 42–50 ring gauge

Balanced format range for traditional presentation and broad counter placement.

CORE REFERENCE

Toro

6–6.5 inches · 50–54 ring gauge

Common premium format direction, including the current 6 × 54 Toledo reference.

GENEROUS FORMAT

Large-ring

6–7 inches · 54–60 ring gauge

Substantial formats for product families requiring a larger visual and smoking-format presence.

All dimensions are available-format directions, not final release specifications. Draw, construction, wrapper, filler, preservation, packout, labeling, and destination-market eligibility remain subject to approval.

PACKAGING OPTIONS

Choose the presentation that fits the retail environment.

ONTCSA can organize the countertop program around individual, multipack, and stock-oriented presentation formats. The selected format is confirmed against product specifications, preservation needs, artwork, destination-market requirements, and commercial review.

INDIVIDUAL PRESENTATION

Cigar tube

Protective, travel-ready individual presentation for traditional premium cigars.

INDIVIDUAL PRESENTATION

Mylar pouch

Compact individual protection with strong product and flavor differentiation.

MULTIPACK PRESENTATION

5-pack Mylar pouch

Retail-ready multipack format for approved cigar families and flavor identities.

PREMIUM PRESENTATION

Cigar box

Structured presentation for gifting, shelf storytelling, and premium product families.

STOCK-ORIENTED PRESENTATION

Bundle of 25

Bulk-oriented format for approved programs that require efficient storage and replenishment.

San Marcos iPrint LLC is the exclusive packaging provider. Every pack configuration is proposed until final product specification, materials, preservation, artwork, labels/warnings, barcode/GTIN, case pack, and cost are approved. A named pack count does not establish final inventory, price, or eligibility.

FAIR TRADE PRACTICES

A workplace built around people, skill, and shared progress.

ONTCSA puts fair trade values into practice through a people-first approach to factory work in Estelí: supporting livable wages, investing in the community around us, and creating opportunities for skilled artisans to learn, grow, and build lasting careers.



People-first factory culture



Craft carried forward

01

Livable wages

We support compensation that respects the skilled work behind every stage of tobacco production, from rolling and finishing to sorting, packaging, and quality review.

02

Community investment

We give back to the Estelí community that sustains our work, helping strengthen the local relationships, families, and tobacco tradition behind our factory.

03

Skills that grow

We value training, mentorship, and the transfer of craft knowledge—so artisans can deepen their expertise and the next generation can enter the trade with opportunity.

Practices, not certification: This describes our operating approach; no third-party fair trade certification is claimed. **Our practice:** responsible business begins with how people are treated, how work is valued, and how the benefits of production circulate through the community.

PRODUCTION CAPABILITIES

Capacity for daily output and planned program scale.

ONTCSA can align product specifications, packaging, production scheduling, quality review, and export planning for qualified programs. Current capacity references are organized by production line and remain subject to product specification, labor allocation, line configuration, and production schedule.

HANDMADE CIGARS

50,000+ cigars

per day

Traditional premium and flavor-infused cigar programs, subject to final vitola, construction, and scheduling requirements.

WRAPS

300,000+ wraps

per day

High-throughput wrap capacity for programs that require coordinated production planning and packout review.

PROGRAM COORDINATION

Specification → release

production planning

Product, packaging, quality, documentation, and export inputs are coordinated before a production window is confirmed.

Capacity figures are planning references, not a promise of immediate availability or a production reservation. Final lead times, quantities, and allocation depend on approved specifications, material availability, compliance, active production commitments, and the confirmed schedule.

COMMERCIAL PLANNING

Price structure by program scale.

The earlier Hawaii **$4.50–$5.00 per cigar** target is an unvalidated planning assumption, not a final quote or a confirmed delivered price for any family. It must not be applied across Leaf by Ramsey, Don Leon, and Toledo or used to infer a mixed-display total or retailer margin. Obtain a family-specific quote including destination, freight, and tax treatment.

RECOMMENDED RETAIL PRICE REFERENCES

Retail price references by cigar family.

These are current retail references supplied for each cigar family. They are not tax-inclusive quotes and require final SKU, packaging, label, and market approval.

LEAF BY RAMSEY

$9.95 per pouch · $10.95 per tube

Premium flavor-infused cigar reference

DON LEON

$15.95 per cigar

Premium unflavored cigar retail reference

TOLEDO

$29.95 per cigar

Premium unflavored cigar retail reference

WHOLESALE QUOTE CHECKLIST

Request a family-specific delivered quote.

Wholesale prices, minimum order quantities, sample availability and cost, fixture cost and ownership, lead times, payment terms, and reorder case packs are confirmed in writing after review—not set by this brief.

Ask for product, packaging, fixture, freight, brokerage, duties, applicable excise taxes, and delivery charges to be itemized, with inclusions and exclusions stated. The 60-cigar countertop configuration is an assortment planning model, not a priced kit.

01

INITIAL STORE PILOT

One approved assortment + fixture concept

Quote basis: final SKU/pack, destination, applicable taxes, delivery point, and launch service requirements.

Pilot quantities and setup costs require review. No automatic volume discount is promised.

02

MULTI-STORE ROLLOUT

Same approved SKU mix across a defined account program

Quote basis: consolidated packaging, delivery plan, production timing, and anticipated replenishment cadence.

Per-cigar economics may improve only after commercial, supply, and compliance review.

03

REGIONAL PROGRAM

Approved recurring program with a documented demand outlook

Quote basis: forecasted volume, final case pack, shipment cadence, origin/destination logistics, and destination-market requirements.

Volume schedule requires a signed commercial agreement; no price, margin, or inventory is implied here.

Every commercial quote: final products + packaging + logistics + taxes + service scope.

Tax structure is a gate, not a shortcut. Do not calculate Hawaii tax as landed cost × 50%. Confirm taxable wholesale base, taxpayer/licensee, product classification, and transaction structure. Do not apply Hawaii planning assumptions to other destinations.

IMPLEMENTATION SEQUENCE

What ONTCSA provides from specification through review.

ONTCSA organizes the program through product selection, package/display review, destination-market confirmation, commercial readiness, and measurement after implementation. Any expansion follows real store/SKU results.

01–02
Product architecture + final vitolas

03–04
Packaging + display prototypes

05–06
Eligibility + delivered-pricing inputs

07–08
Replenishment + implementation plan

09–10
SKU/store measurement + review

Suggested measures: units sold/SKU, traditional-vs-flavored mix, weekly sell-through, reorders, stock-outs, associate feedback, packaging damage, and performance by store type.

BEFORE THE FIRST STORE LAUNCH

Confirm storage, staff handling, and replenishment.

Preservation first

A pouch, tube, or enclosed fixture does not establish shelf life or eliminate humidity control. Obtain written storage conditions and unopened/opened handling instructions for each approved product and pack.

Employee-served setup

Confirm counter stability, rear access, product separation, visible price identifiers and warnings, and staff age-verification procedures. Review any required storage equipment before ordering a fixture.

Plan the reorder

Agree on case packs, reorder minimums, lead times, damage reporting and return terms before launch. Track units by product and store; set reorder points using actual demand and confirmed supply timing.

Ready to review a pilot? Send your buyer brief. Final commercial terms and local eligibility remain subject to written confirmation.



CLAIM AND REGULATORY BOUNDARIES

Shareable buyer material, not a substitute for final approvals.

This is a working program brief—not a final quote, inventory guarantee, legal opinion, or regulatory approval. For every retailer and location, confirm adult tobacco-sale requirements, state/local flavor restrictions, licensing, eligibility/classification, excise-tax treatment, labeling/warnings, barcode requirements, and storage/preservation requirements.

- Do not claim premium creates a legal exemption.
- Do not claim flavored products are eligible everywhere.
- Do not represent proposed packs, SKUs, inventory, prices, or retailer commitments as final before approval.
- Do not promise sales, margin, sell-through, uplift, free fixtures, exclusivity, or chain-wide rollout.

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ONTCSA: Factory Direct from Estelí, Nicaragua. Traditional craftsmanship + modern flavor innovation.