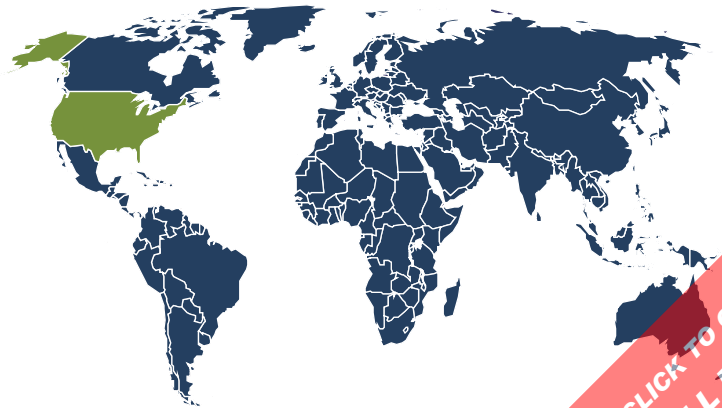




Freedonia Focus Reports  
US Collection

# Tobacco Products: United States

January 2017



## Highlights

### Market Environment

Historical Trends | Key Economic Indicators | Regulatory Overview  
Demographic Trends | Trade | Global Overview

### Segmentation and Forecasts

Demand | Shipments

### Industry Structure

Industry Composition and Characteristics | Additional Companies Cited

### Resources

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## ABOUT THIS REPORT

### Scope & Method

This report forecasts US tobacco product demand and shipments in US dollars at the manufacturers' level to 2020. Total demand and shipments are segmented by product type in terms of:

- cigarettes
- chewing and smoking tobacco
- cigars
- other products such as electronic cigarettes and reconstituted and homogenized tobacco.

A minimal level of double-counting occurs between three segments – cigars, cigarettes, and other tobacco products – as reconstituted and homogenized tobacco represents an input for the manufacture of cigars and cigarettes. Tobacco cultivation, stemming, and drying are excluded from the scope of this report. Re-exports of tobacco products are excluded from demand and trade figures.

To illustrate historical trends, total demand, total shipments, the various segments, and trade are provided in annual series from 2005 to 2015.

This report quantifies trends in various measures of growth and volatility. Growth (or decline) expressed as an average annual growth rate (AAGR) is the least squares growth rate, which takes into account all available datapoints over a period. The volatility of datapoints around a least squares growth trend over time is expressed via the coefficient of determination, or  $r^2$ . The most stable data series relative to the trend carries an  $r^2$  value of 1.0; the most volatile – 0.0. Growth calculated as a compound annual growth rate (CAGR) employs, by definition, only the first and last datapoints over a period. The CAGR is used to describe forecast growth, defined as the expected trend beginning in the base year and ending in the forecast year. Readers are encouraged to consider historical volatility when assessing particular annual values along the forecast trend, including in the forecast year.

Key macroeconomic indicators are also provided with quantified trends. Other various topics, including profiles of pertinent leading suppliers, are covered in this report. A full outline of report items by page is available in the [Table of Contents](#).

### Sources

*Tobacco Products: United States* (FF10019) represents the synthesis and analysis of data from various primary, secondary, macroeconomic, and demographic sources including:

- firms participating in the industry, and their suppliers and customers
- government/public agencies
- national, regional, and international non-governmental organizations
- trade associations and their publications
- the business and trade press
- indicator forecasts by The Freedonia Group
- the findings of other reports and studies by The Freedonia Group.

Specific sources and additional resources are listed in the [Resources](#) section of this publication for reference and to facilitate further research.

## Industry Codes

The topic of this report is related to the following industry codes:

NAICS/SCIAN 2007		SIC	
North American Industry Classification System		Standard Industry Codes	
312221	Cigarette Manufacturing	2111	Cigarettes
312229	Other Tobacco Product Manufacturing	2121	Cigars
424940	Tobacco and Tobacco Product Merchant Wholesalers	2131	Chewing and Smoking Tobacco and Snuff
453991	Tobacco Stores	5194	Tobacco and Tobacco Products
		5993	Tobacco Stores and Stands

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## Table of Contents

Section	Page
About This Report .....	i
Highlights.....	1
Market Environment .....	2
Historical Trends .....	2
Chart 1   US Tobacco Product Demand Trends, 2005-2015 (US\$ mil) .....	2
Chart 2   US Tobacco Product Shipment Trends, 2005-2015 (US\$ mil).....	3
Key Economic Indicators .....	4
Table 1   Key Indicators for US Tobacco Product Demand; 2005, 2015, 2020 (US\$ bil) .....	4
Regulatory Overview.....	5
Demographic Trends .....	7
Table 2   US Prevalence of Current Tobacco Product Use* (% of individuals surveyed) .....	7
Trade.....	8
Chart 3   US Tobacco Product Imports by Country; 2005-2015, 2020 (US\$ mil).....	8
Chart 4   US Tobacco Product Exports by Country; 2005-2015, 2020 (US\$ mil) .....	9
Global Overview.....	10
Segmentation & Forecasts.....	12
Demand.....	12
Chart 5   US Tobacco Product Demand by Type; 2005-2015, 2020 (US\$ mil).....	12
Chart 6   US Tobacco Product Price Index, 2005-2015 (2009=100.0).....	13
Cigarettes. ....	14
Chewing & Smoking Tobacco. ....	15
Cigars.....	16
Other Products.....	18
Chart 7   US Tobacco Product Demand by Type Share; 2005-2015, 2020 (%) .....	19
Shipments .....	20
Chart 8   US Tobacco Product Shipments by Type; 2005-2015, 2020 (US\$ mil) .....	20
Cigarettes. ....	20
Chewing & Smoking Tobacco. ....	21
Chart 9   US* Production of Chewing & Smoking Tobacco Products, 2005-2015 (mil units) .....	22
Cigars.....	22
Chart 10   US* Cigar Production by Size, 2005-2015 (mil units).....	23
Chart 11   US Tobacco Product Shipments by Type Share; 2005-2015, 2020 (%) .....	23
Other Products.....	24
Industry Structure .....	25
Industry Composition & Characteristics .....	25
Company Profile 1   Altria Group Inc .....	26
Company Profile 2   Reynolds American Inc .....	27
Company Profile 3   Imperial Brands plc .....	28
Additional Companies Cited.....	29
Resources .....	30

To return here, click on any Freedonia logo or the Table of Contents link in report footers.  
 PDF bookmarks are also available for navigation.

## RESOURCES

### The Freedonia Group

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#### Related Industry Studies

*3398 Corrugated & Paperboard Boxes*, April 2016  
*3397 World Flavors & Fragrances*, March 2016

[see study contents](#)  
[see study contents](#)

#### Related Focus Reports

*Beer: United States*  
*Corrugated & Paperboard Boxes: United States*  
*Demographics: United States*  
*Distilled Spirits: United States*  
*Flavors & Fragrances: United States*  
*Packaging: United States*  
*Snack Foods: United States*  
*Wine: United States*  
*World Demographics*

[see report contents](#)  
[see report contents](#)  
[see report contents](#)  
[see report contents](#)  
[see report contents](#)  
[see report contents](#)  
[see report contents](#)  
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#### Freedonia Custom Research

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### Trade Publications

*Convenience Store News*  
*Tobacco Journal International*  
*Tobacco.org*  
*Tobacco Reporter*

[www.csnews.com](http://www.csnews.com)  
[www.tobaccojournal.com](http://www.tobaccojournal.com)  
[www.tobacco.org](http://www.tobacco.org)  
[www.tobaccoreporter.com](http://www.tobaccoreporter.com)

### Agencies & Associations

Cigar Association of America  
 International Tobacco Growers' Association  
 National Association of Tobacco Outlets  
 Tobacco Merchants Association  
 United States Alcohol and Tobacco Tax and Trade Bureau  
 United States Bureau of Labor Statistics  
 United States Census Bureau  
 United States Department of Agriculture  
 United States Department of Health and Human Services  
     Centers for Disease Control and Prevention  
     United States Food and Drug Administration  
 United States International Trade Commission  
 World Health Organization  
 World Trade Organization

[www.cigarassociation.org](http://www.cigarassociation.org)  
[www.tobaccoleaf.org](http://www.tobaccoleaf.org)  
[www.natocentral.org](http://www.natocentral.org)  
[www.tma.org](http://www.tma.org)  
[www.ttb.gov](http://www.ttb.gov)  
[www.bls.gov](http://www.bls.gov)  
[www.census.gov](http://www.census.gov)  
[www.usda.gov](http://www.usda.gov)  
[www.hhs.gov](http://www.hhs.gov)  
[www.cdc.gov](http://www.cdc.gov)  
[www.fda.gov](http://www.fda.gov)  
[www.usitc.gov](http://www.usitc.gov)  
[www.who.int](http://www.who.int)  
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