



TOBACCO 21: UPDATE FOR RETAILERS

CENTER FOR TOBACCO PRODUCTS

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AGENDA

- Tobacco 21: How to comply with the FDA tobacco sale regulations
- Additional resources

FDA



BRICK AND MORTAR RETAIL STORES AND TOBACCO 21: HOW TO COMPLY WITH FDA TOBACCO SALE REGULATIONS

FDA

In order to comply with Federal Regulations, retailers that operate brick and mortar retail stores must:

- Only sell cigarettes, smokeless tobacco, and covered tobacco products to individuals 21 years of age or older.
- Check photo IDs of any tobacco customer under the age of 30.
- Retailers must continue to comply with all applicable requirements under the FD&C Act and FDA's tobacco product regulations.
- There are **no exemptions** from these requirements.

In order to comply with Federal Regulations, online retailers must:

- Only sell cigarettes, smokeless tobacco, and covered tobacco products to individuals 21 years of age or older.
 - To better ensure compliance with this requirement, FDA encourages online retailers to use adequate means of age and identity verification to prevent sales of cigarettes, smokeless tobacco, or covered tobacco products online to individuals under the age of 21 years.
 - Examples of age verification may include use of an independent age and identity verification service that compares customer information against independent, competent and reliable data sources, such as public records, to prevent the sale to individuals who are under 21 years.
- Retailers must continue to comply with all applicable requirements under the FD&C Act and FDA's tobacco product regulations, including ensuring tobacco products are only sold to individuals 21 years of age and older.

Failure to comply with these laws and regulations may result in one or more of the following:

- Warning Letter
- Civil Money Penalty
- No-Tobacco-Sale Order

- [FDA Tobacco 21 website](https://www.fda.gov/tobacco-products/retail-sales-tobacco-products/tobacco-21)
<https://www.fda.gov/tobacco-products/retail-sales-tobacco-products/tobacco-21>
- [Additional information for retailers, including other tobacco compliance webinars and FDA Age Calculator](https://www.fda.gov/tobacco-products/compliance-enforcement-training/retail-sales-tobacco-products), can be found at:
<https://www.fda.gov/tobacco-products/compliance-enforcement-training/retail-sales-tobacco-products>
- [CTP's This is Our Watch materials can be downloaded or ordered](https://www.fda.gov/tobacco-products/retail-sales-tobacco-products/our-watch) at:
<https://www.fda.gov/tobacco-products/retail-sales-tobacco-products/our-watch>

- [Register to receive e-mail updates from CTP](https://www.fda.gov/tobacco-products/ctp-newsroom)
<https://www.fda.gov/tobacco-products/ctp-newsroom>
- Please direct additional questions to:
AskCTP@fda.hhs.gov or 1-877-287-1373
- CTP's Office of Small Business Assistance may be reached at:
SmallBiz.Tobacco@fda.hhs.gov