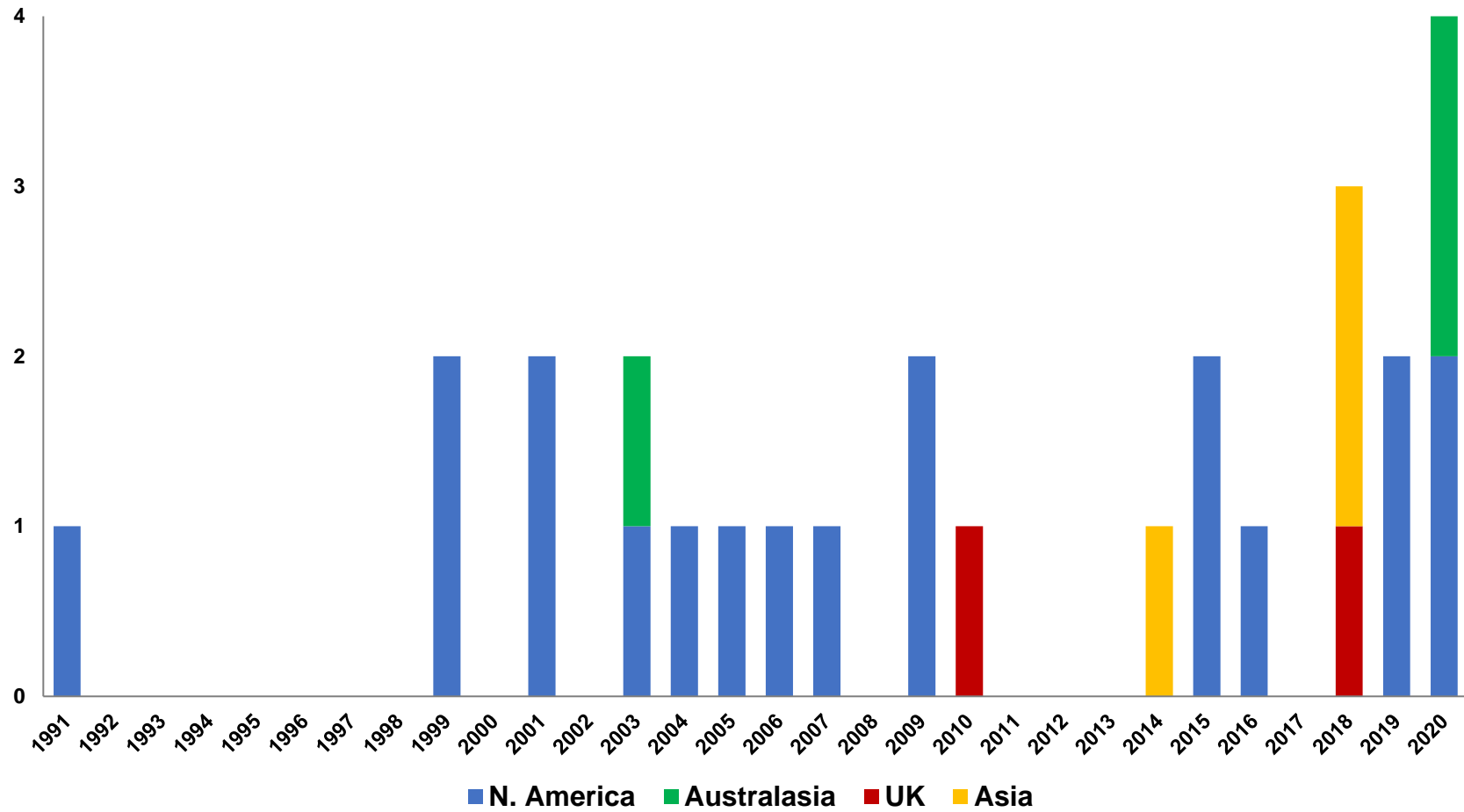


Supplemental figures and tables

Supplemental Figure 1. The number of identified articles published from different regions over time.



Supplemental Table 1. Databases and search strings used for scoping review.

Database	Search String
PubMed	<p>(tobacco[tiab] OR cigarette*[tiab] OR "tobacco products"[MeSH])</p> <p>AND</p> <p>(contracts[tiab] OR contract[tiab] OR agreements[tiab] OR agreement[tiab] OR advertising[tiab] OR advertisement[tiab] OR advertisements[tiab] OR marketing[tiab] OR "Tobacco Industry"[MeSH])</p> <p>AND</p> <p>(store[tiab] OR stores[tiab] OR "point of sale"[tiab] OR "points of sale"[tiab] OR retail[tiab] OR retailers[tiab] OR retailer[tiab] OR retailing[tiab] OR shop[tiab] OR "gas station"[tiab] OR "gas stations"[tiab] OR "point of purchase"[tiab] OR "points of purchase"[tiab] OR outlet[tiab] OR outlets[tiab] OR "milk bars"[tiab] OR newsstands[tiab] OR kiosk[tiab] OR petrol[tiab] OR garage[tiab] OR garages[tiab] OR "service station"[tiab] OR "service stations"[tiab] OR pharmacy[tiab] OR pharmacies[tiab] OR druggist[tiab] OR druggists[tiab] OR supermarket[tiab] OR supermarkets[tiab] OR grocers[tiab] OR groceries[tiab] OR hypermarket[tiab] OR hypermarkets[tiab] OR vendor[tiab] OR vendors[tiab] OR vending[tiab])</p>
Web of Science	<p>(TI=(tobacco OR cigarette* OR "tobacco products") OR AB=(tobacco OR cigarette* OR "tobacco products"))</p> <p>AND</p> <p>(TI=(contracts OR contract OR agreements OR agreement OR advertising OR advertisement OR advertisements OR marketing OR "Tobacco Industry") OR AB=(contracts OR contract OR agreements OR agreement OR advertising OR advertisement OR advertisements OR marketing OR "Tobacco Industry"))</p> <p>AND</p> <p>(TI=(store OR stores OR "point of sale" OR "points of sale" OR retail OR retailers OR retailer OR retailing OR shop OR "gas station" OR "gas stations" OR "point of purchase" OR</p>

	<p>"points of purchase" OR outlet OR outlets OR "milk bars" OR newsstands OR kiosk OR petrol OR garage OR garages OR "service station" OR "service stations" OR pharmacy OR pharmacies OR druggist OR druggists OR supermarket OR supermarkets OR grocers OR groceries OR hypermarket OR hypermarkets OR vendor OR vendors OR vending) OR AB=(store OR stores OR "point of sale" OR "points of sale" OR retail OR retailers OR retailer OR retailing OR shop OR "gas station" OR "gas stations" OR "point of purchase" OR "points of purchase" OR outlet OR outlets OR "milk bars" OR newsstands OR kiosk OR petrol OR garage OR garages OR "service station" OR "service stations" OR pharmacy OR pharmacies OR druggist OR druggists OR supermarket OR supermarkets OR grocers OR groceries OR hypermarket OR hypermarkets OR vendor OR vendors OR vending))</p>
Scopus	<p>(TITLE-ABS("tobacco") OR TITLE-ABS("cigarette*") OR INDEXTERMS("tobacco products"))</p> <p>AND</p> <p>(TITLE-ABS("contracts") OR TITLE-ABS("contract") OR TITLE-ABS("agreements") OR TITLE-ABS("agreement") OR TITLE-ABS("advertising") OR TITLE-ABS("advertisement") OR TITLE-ABS("advertisements") OR TITLE-ABS("marketing") OR INDEXTERMS("Tobacco Industry"))</p> <p>AND</p> <p>(TITLE-ABS("store") OR TITLE-ABS("stores") OR TITLE-ABS("point of sale") OR TITLE-ABS("points of sale") OR TITLE-ABS("retail") OR TITLE-ABS("retailers") OR TITLE-ABS("retailer") OR TITLE-ABS("retailing") OR TITLE-ABS("shop") OR TITLE-ABS("gas station") OR TITLE-ABS("gas stations") OR TITLE-ABS("point of purchase") OR TITLE-ABS("points of purchase") OR TITLE-ABS("outlet") OR TITLE-ABS("outlets") OR TITLE-ABS("milk bars") OR TITLE-ABS("newsstands") OR TITLE-ABS("kiosk") OR TITLE-ABS("petrol") OR TITLE-ABS("garage") OR TITLE-ABS("garages") OR TITLE-ABS("service station") OR TITLE-ABS("service stations") OR TITLE-ABS("pharmacy") OR TITLE-ABS("pharmacies") OR TITLE-ABS("druggist") OR TITLE-ABS("druggists") OR TITLE-ABS("supermarket") OR TITLE-</p>

	<p>ABS("supermarkets") OR TITLE-ABS("grocers") OR TITLE-ABS("groceries") OR TITLE-ABS("hypermarket") OR TITLE-ABS("hypermarkets") OR TITLE-ABS("vendor") OR TITLE-ABS("vendors") OR TITLE-ABS("vending"))</p>
<p>ProQuest Political Science Database</p>	<p>(ti(tobacco) or ab(tobacco) OR MAINSUBJECT.EXACT("Cigarettes") OR MAINSUBJECT.EXACT("Cigars") OR MAINSUBJECT.EXACT("Tobacco smoking"))</p> <p>AND</p> <p>(ti(contracts) or ab(contracts) OR ti(contract) OR ab(contract) OR ti(agreements) OR ab(agreements) OR ti(agreement) OR ab(agreement) OR ti(advertising) OR ab(advertising) OR ti(advertisement) OR ab(advertisement) OR ti(advertisements) OR ab(advertisements) OR ti(marketing) OR ab(marketing) OR MAINSUBJECT.EXACT("Tobacco industry"))</p> <p>AND</p> <p>(ti(store) OR ab(store) OR ti(stores) OR ab(stores) OR ti("point of sale") OR ab("point of sale") OR ti("points of sale") OR ab("points of sale") OR ti(retail) OR ab(retail) OR ti(retailers) OR ab(retailers) OR ti(retailer) OR ab(retailer) OR ti(retailing) OR ab(retailing) OR ti(shop) OR ab(shop) OR ti("gas station") OR ab("gas station") OR ti("gas stations") OR ab("gas stations") OR ti("point of purchase") OR ab("point of purchase") OR ti("points of purchase") OR ab("points of purchase") OR ti(outlet) OR ab(outlet) OR ti(outlets) OR ab(outlets) OR ti("milk bars") OR ab("milk bars") OR ti(newsstands) OR ab(newsstands) OR ti(kiosk) or ab(kiosk) OR ti(petrol) or ab(petrol) OR ti(garage) or ab(garage) OR ti(garages) or ab(garages) OR ti("service station") or ab("service station") OR ti("service stations") or ab("service stations") OR ti(pharmacy) or ab(pharmacy) OR ti(pharmacies) or ab(pharmacies) OR ti(druggist) or ab(druggist) OR ti(druggists) or ab(druggists) OR ti(supermarket) or ab(supermarket) OR ti(supermarkets) OR ab(supermarkets) OR ti(grocers) OR ab(grocers) OR ti(groceries) OR ab(groceries) OR ti(hypermarket) OR ab(hypermarket) OR ti(hypermarkets) OR ab(hypermarkets) OR ti(vendor) OR ab(vendor) OR ti(vendors) OR ab(vendors) OR ti(vending) OR ab(vending))</p>

<p>EBSCO Business Source Premier</p>	<p>(TI tobacco OR AB tobacco OR TI cigarette* OR AB cigarette* OR TI “tobacco products” OR AB “tobacco products”)</p> <p>AND</p> <p>(TI contracts OR AB contracts OR TI contract OR AB contract OR TI agreements OR AB agreements OR TI agreement OR AB agreement OR TI advertising OR AB advertising OR TI advertisement OR AB advertisement OR TI advertisements OR AB advertisements OR TI marketing OR AB marketing OR (DE "TOBACCO industry") OR (DE “TOBACCO advertising – Law & Legislation”))</p> <p>AND</p> <p>(TI store OR AB store OR TI stores OR AB stores OR TI “point of sale” OR AB “point of sale” OR TI “points of sale” OR AB “points of sale” OR TI retail OR AB retail OR TI retailers OR AB retailers OR TI retailer OR AB retailer OR TI retailing OR AB retailing OR TI shop OR AB shop OR TI “gas station” OR AB “gas station” OR TI “gas stations” OR AB “gas stations” OR TI “point of purchase” OR AB “point of purchase” OR TI “points of purchase” OR AB “points of purchase” OR TI outlet OR AB outlet OR TI outlets OR AB outlets OR TI “milk bars” OR AB “milk bars” OR TI newsstands OR AB newsstands OR TI kiosk OR AB kiosk OR TI petrol OR AB petrol OR TI garage OR AB garage OR TI garages OR AB garages OR TI “service station” OR AB “service station” OR TI “service stations” OR AB “service stations” OR TI pharmacy OR AB pharmacy OR TI pharmacies OR AB pharmacies OR TI druggist OR AB druggist OR TI druggists OR AB druggists OR TI supermarket OR AB supermarket OR TI supermarkets OR AB supermarkets OR TI grocers OR AB grocers OR TI groceries OR AB groceries OR TI hypermarket OR AB hypermarket OR TI hypermarkets OR AB hypermarkets OR TI vendor OR AB vendor OR TI vendors OR AB vendors OR TI vending OR AB vending)</p>
<p>ProQuest Agricultural & Environmental Science Collection (ProQuest Thesaurus and Life Sciences Thesaurus)</p>	<p>(ti(tobacco) or ab(tobacco) OR MAINSUBJECT.EXACT("Cigarettes") OR MAINSUBJECT.EXACT("Cigars") OR MAINSUBJECT.EXACT("Tobacco smoking"))</p>

	<p>AND</p> <p>(ti(contracts) OR ab(contracts) OR ti(contract) OR ab(contract) OR ti(agreements) OR ab(agreements) OR ti(agreement) or ab(agreement) OR ti(advertising) OR ab(advertising) OR ti(advertisement) OR ab(advertisement) OR ti(advertisements) OR ab(advertisements) OR ti(marketing) OR ab(marketing) OR MAINSUBJECT.EXACT("Tobacco industry"))</p> <p>AND</p> <p>(ti(store) OR ab(store) OR ti(stores) OR ab(stores) OR ti("point of sale") OR ab("point of sale") OR ti("points of sale") ab("points of sale") OR ti(retail) OR ab(retail) OR ti(retailers) OR ab(retailers) OR ti(retailer) OR ab(retailer) OR ti(retailing) OR ab(retailing) OR ti(shop) OR ab(shop) OR ti("gas station") OR ab("gas station") OR ti("gas stations") OR ab("gas stations") OR ti("point of purchase") OR ab("point of purchase") OR ti("points of purchase") OR ab("points of purchase") OR ti(outlet) OR ab(outlet) OR ti(outlets) OR ab(outlets) OR ti("milk bars") OR ab("milk bars") OR ti(newsstands) OR ab(newsstands) OR ti(kiosk) or ab(kiosk) OR ti(petrol) OR ab(petrol) OR ti(garage) OR ab(garage) OR ti(garages) OR ab(garages) OR ti("service station") OR ab("service station") OR ti("service stations") OR ab("service stations") OR ti(pharmacy) OR ab(pharmacy) OR ti(pharmacies) OR ab(pharmacies) OR ti(druggist) OR ab(druggist) OR ti(druggists) OR ab(druggists) OR ti(supermarket) OR ab(supermarket) OR ti(supermarkets) OR ab(supermarkets) OR ti(grocers) OR ab(grocers) OR ti(groceries) OR ab(groceries) OR ti(hypermarket) OR ab(hypermarket) OR ti(hypermarkets) OR ab(hypermarkets) OR ti(vendor) OR ab(vendor) OR ti(vendors) OR ab(vendors) OR ti(vending) OR ab(vending))</p>
<p>EBSCO Global Health</p>	<p>(TI tobacco OR AB tobacco OR (DE "Cigarettes") OR (DE "Tobacco smoking"))</p> <p>AND</p> <p>(TI contracts OR AB contracts OR TI contract OR AB contract OR TI agreements OR AB agreements OR TI agreement OR AB agreement OR TI advertising OR AB advertising OR TI advertisement OR AB advertisement OR</p>

	<p>TI advertisements OR AB advertisements OR TI marketing OR AB marketing OR (DE "tobacco industry"))</p> <p>AND</p> <p>(TI store OR AB store OR TI stores OR AB stores OR TI "point of sale" OR AB "point of sale" OR TI "points of sale" OR AB "points of sale" OR TI retail OR AB retail OR TI retailers OR AB retailers OR TI retailer OR AB retailer OR TI retailing OR AB retailing OR TI shop OR AB shop OR TI "gas station" OR AB "gas station" OR TI "gas stations" OR AB "gas stations" OR TI "point of purchase" OR AB "point of purchase" OR TI "points of purchase" OR AB "points of purchase" OR TI outlet OR AB outlet OR TI outlets OR AB outlets OR TI "milk bars" OR AB "milk bars" OR TI newsstands OR AB newsstands OR TI kiosk OR AB kiosk OR TI petrol OR AB petrol OR TI garage OR AB garage OR TI garages OR AB garages OR TI "service station" OR AB "service station" OR TI "service stations" OR AB "service stations" OR TI pharmacy OR AB pharmacy OR TI pharmacies OR AB pharmacies OR TI druggist OR AB druggist OR TI druggists OR AB druggists OR TI supermarket OR AB supermarket OR TI supermarkets OR AB supermarkets OR TI grocers OR AB grocers OR TI groceries OR AB groceries OR TI hypermarket OR AB hypermarket OR TI hypermarkets OR AB hypermarkets OR TI vendor OR AB vendor OR TI vendors OR AB vendors OR TI vending OR AB vending)</p>
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Supplemental Table 2. Evidence table organized by year of publication.

First author, year	Location (year of data collection)	Purpose	Sample description and size	Study methods	Description of contract or agreement	Contract prevalence by retailer (%)	Contract incentives and requirements	Contract impact on retail environment
Cummings 1991¹	Buffalo, NY, U.S. (1987)	Assess tobacco advertising at the POS and determine its prevalence in the retail setting	Simple random sample of packaged goods retail store owners and managers (n=61)	Descriptive analysis of in-store interviews and store audit data	Receipt of monetary incentives for displaying tobacco advertising	Two-thirds of the owners and managers reported receiving incentives (~66%)	<ul style="list-style-type: none"> • Monetary rewards • Required to display tobacco company and product advertising 	<ul style="list-style-type: none"> • Tobacco stores that sold tobacco for profit (rather than as a traffic builder) were more likely to receive monetary incentives • Fewer tobacco stores that sold for profit were willing to display anti-tobacco signs than stores that sold as a traffic builder
Feighery 1999²	Santa Clara County, CA, U.S. (1997)	Examine how industry incentives for tobacco products compare to incentives for other products	Random sample of small retail store owners and managers fluent in English that promoted and sold tobacco products (n=108)	Quantitative analysis of store observations and telephone interview data	Retailer incentive programs	<ul style="list-style-type: none"> • 62% of stores received slotting/display allowances • 24% received trade allowances 	<ul style="list-style-type: none"> • Slotting fees given to retailers • Allowances for marketing materials and displays • Average incentive value: \$204.51/month • Required to have in-store displays • Required to follow specific tobacco product placement (i.e., prominent locations) 	<ul style="list-style-type: none"> • Tobacco products promoted on in-store displays and placed in prominent locations • A greater percent of small retail store owners reported receiving incentives from tobacco manufacturers than food and beverage manufacturers
Weinbaum 1999³	California, U.S. (1996-1997)	Examine tobacco retailer policies, beliefs, and perceptions in relation to changing youth tobacco access laws	A subsample of tobacco retail store managers from the Youth Tobacco Purchase Survey (YTPS) 1996 dataset (n=320)	Thematic analysis of telephone interviews paired with secondary analysis of the Youth Tobacco Purchase Survey (YTPS) 1996 dataset	Discounts or incentives to display tobacco promotional materials.	34% received discounts or incentives to display promotional materials for tobacco	<ul style="list-style-type: none"> • Discounted tobacco products • Monetary rewards • Free promotional display units • Required to display promotional material 	NR

Bloom 2001⁴	U.S. (NR)	Identify how slotting fees and tobacco industry promotions altered the retail environment	Tobacco retailers (n=5) and authors of other tobacco retail reports (n=4)	Description of in-store tobacco retailer observations and telephone interviews	Relationship marketing, cooperative merchandising agreements, Philip Morris Retail Leaders Program.	NR	<ul style="list-style-type: none"> • Buydowns • Slotting fees given to retailers • Volume discount • Free or discounted equipment (i.e., display cases) and entertainment (i.e., NASCAR tickets) • Payment amount to the retailer based on the number of requirements met • Reportedly, convenience stores could make the cash equivalence of \$20,000/year • Required to follow specific tobacco product placement (e.g., behind the counter or self-service (dependent on local policies), at a specific height) • Required to reserve a specific number of shelf facings for all products and space for new products • Required to display in-store advertising • Required to use tobacco company-set prices 	<ul style="list-style-type: none"> • Increased displays and POS advertising • Growth of specialty "tobacco-only" retailers • Increased variation and lower prices over time • Self-service: Philip Morris pays more to stop this selling technique, other manufacturers pay more to keep it • Financial incentives and promotions from tobacco companies increases the likelihood retailers would be "vocal allies"
Lee 2001⁵	California, U.S. (2000)	Determine the effects of community-level bans on self-service tobacco displays and customer	Random sample of stores that sell tobacco and performed contract negotiations (n=198)	Quantitative analysis of in-store interview data	Contracts negotiated between retailers and tobacco sales representatives	More than half of the retailers reported receiving incentives (57%)	<ul style="list-style-type: none"> • Buydowns • Discounted products • Monetary rewards (average value over 3 months = \$236) • Free goods with orders 	Retailers with self-service tobacco displays were more likely to experience shoplifting and to receive incentives from tobacco manufacturers

		tobacco accessibility on the retail environment and merchants						
Carter 2003⁶	Australia (2003)	Understand the relationship between the retail environment and cigarette marketing	Tobacco industry documents (n=172), retail trade publications, and cigarette advertisements (n=44)	Content analysis of qualitative data in tobacco industry, and related articles and advertisements	Partnerships with retailers to build business	NR	<ul style="list-style-type: none"> • Buydowns/rebates • Rewards given to retailers redeemable at tobacco manufacturer hosted events (e.g., Philip Morris “Longbeach dollars” for Philip Morris auction nights) • Price supports • Free or discounted equipment (i.e., display cases), manufacturing, and maintenance • Professional support for merchandising • Required to follow store-layout and design for marketing and product placement specified in planogram 	Creation of distribution hubs pairing tobacco distribution with other goods like drinks, sweets, and convenience foods
Feighery 2003⁷	21 states, U.S. (2001)	Understand the incentive programs between tobacco manufacturers and retailers, and how they impact the retail environment. Identify potential visual indicators of retailer program participation	Convenience sample of owners or managers of independent stores or retail chain locations identified through Yahoo! Yellow Pages (n=29)	Thematic analysis of telephone interviews	Retailer incentive programs	Most retailers participated in multiple incentive programs	<ul style="list-style-type: none"> • Buydowns • Volume discounts (i.e., \$0.35/pack for 45% of retail space agreement) • Allowances for marketing materials and displays • Required to adhere to standards for sales volume • Required to display tobacco company signage • Required to follow specific tobacco 	<ul style="list-style-type: none"> • Encouraged tobacco sales; the larger volume of tobacco products sold, the more money retailers receive • Decreased tobacco prices: “None of my product goes on sale unless the sales rep requests [it]” • Differential store visuals: stores with contracts display discounted prices, clearly mark shelves,

							<p>product placement and percent (i.e., 45%) of products on displays and shelves</p> <ul style="list-style-type: none"> • Required to follow store-layout and design for marketing and product placement specified in planogram • Required to use tobacco company-set prices • Barred from selling competing brands that retail for lower prices 	and prominently display tobacco products
Feighery 2004⁸	15 states, U.S. (2001)	Determine the extent to which retailers participate in incentive programs with tobacco manufacturers, and how the programs influence tobacco product amount, placement, marketing, and pricing in the retail setting	Stratified cluster sample of retailers identified as selling tobacco by SIC codes and telephone confirmation (n=468)	Secondary quantitative analysis of store audit, compliance check, and telephone interview transcript data	Retailer incentive programs	<ul style="list-style-type: none"> • 65% of retailers participated in one or more incentive programs 	<ul style="list-style-type: none"> • Monetary rewards • Required to follow specific tobacco product placement (i.e., cigarettes near the POS and prominent locations) • Required to follow store-layout and design specified in marketing diagram • Required to display cigarette advertising 	<ul style="list-style-type: none"> • Increased marketing material for manufacturer the contract was with • Impact varied by which manufacturer the contract was with • Participating retailers displayed more (14.0 vs. 7.4) tobacco advertising materials in store than non-participating stores • Encouraged tobacco sales; the larger volume of tobacco products sold, the more money retailers receive • Retailers with Lorillard contracts offered significantly cheaper Newport cigarettes than retailers without Lorillard contracts
Feighery 2005⁹	15 states, U.S. (2001)	Determine whether state-level minimum	Stratified cluster sample of retailers in communities of \geq	Multi-level analysis of retail tobacco prices at	<ul style="list-style-type: none"> • Contracts like the Philip Morris 	<ul style="list-style-type: none"> • Buydowns: 66% of stores in states 	<ul style="list-style-type: none"> • Buydowns 	<ul style="list-style-type: none"> • Neither contract prevalence or cigarette prices varied by state-

		cigarette price laws are undermined by tobacco retail incentive programs	25,000 people, identified as tobacco retailers by SIC codes and telephone confirmation (n=apx.1500)	the store- and state-level	Retail Leaders Program <ul style="list-style-type: none"> • Two cigarette company incentive programs: buydowns and master-type volume discount contracts 	without minimum price laws, 55% of stores in states with minimum price laws <ul style="list-style-type: none"> • Master-type contracts: 61% of stores in states without minimum price laws, 49% of stores in states with minimum price laws 		level minimum cigarette price law status <ul style="list-style-type: none"> • Tobacco retail incentive programs may undermine minimum price laws
Lavack 2006¹⁰	U.S. (NR)	Examine why and how tobacco companies have implemented POS promotion	Tobacco industry documents (n=260)	Thematic analysis using sorting methodology	Promotional incentive programs between tobacco companies and retailers	NR	<ul style="list-style-type: none"> • Monetary rewards (e.g., \$3/row on up to 25 rows) • Free or discounted equipment (i.e., display cases) and maintenance • Required to follow specific tobacco product placement, percent, promotions, and display patterns (e.g., minimally and exclusively the top two shelves, at eye-level, ends of aisles, POS) across the store as specified in the planogram • Required to adhere to standards for sales volume (i.e., ≥ 100 cartons and minimum of 17 cartons of R.J. Reynolds sold/week) 	Encouraged tobacco sales; the larger volume of tobacco products sold, the more money retailers receive

							<ul style="list-style-type: none"> • Required to carry and distribute products of all price-tiers • Visits from tobacco company representatives to ensure contract is followed 	
Yerger 2007¹¹	U.S. (2005-2006)	Describe how tobacco companies competed for inner city urban core business in the 1970s-1990s	Tobacco industry documents (n>400)	Qualitative analysis of tobacco industry tactics for targeting inner city consumers	Retailer programs	NR	<ul style="list-style-type: none"> • Monetary rewards (i.e., \$20-\$40; monthly payments) • Sweepstakes and large prizes (i.e., Cadillac Vehicle) • Free gifts • Free tobacco products • Free promotional display units specially made for small retail stores • Required to prominently display specific brands and products • Required to display promotional tobacco signs and products (i.e., signs featuring African American models) 	Increased promotion and visibility of menthol tobacco products in inner city urban cores
Feighery 2009¹²	California, U.S. (2007)	Identify the impact of the Philip Morris policy, sanctioning retailers that sell tobacco to minors, on retail tobacco prices and promotion	Philip Morris tobacco retailers found guilty of illegally selling tobacco products to minors in 2006 (n=185)	Two time-points (pre- and post-sanction) analysis of retail tobacco prices and promotions	Philip Morris Retail Leaders Program	109 of the 196 stores that sold tobacco to minors had a contract (56%)	<ul style="list-style-type: none"> • Resources and support for merchandising and promotions • Barred from selling to minors 	<ul style="list-style-type: none"> • Contract sanctions for retailers found guilty of selling tobacco to minors had no impact on cigarette prices or in-store promotional material

John 2009 ¹³	Oklahoma County, OK, U.S. (NR)	Understand tobacco advertising, industry tactics, and who has the power over store signage and placement in the retail setting	Random sample of retailers paying tobacco taxes (quantitative data: n=110; qualitative data: n=9)	Quantitative analysis of store audit data and thematic analysis of in-store interviews	Contractual arrangements with stores involving financial incentives and product advertisement	All of the interviewees (100%)	<ul style="list-style-type: none"> • Buydowns/rebates (\$8-9/carton) • Volume discounts • Required to follow specific tobacco product shelving and overall placement • Required to have specific in-store displays • Visits from tobacco company representatives to ensure contract provisions were implemented • Tobacco company representatives had full control over displays, shelving, advertising, and promotional materials 	<ul style="list-style-type: none"> • Store success depends on contracts: “[If you don’t comply] they would just yank the contract and you are out of business” • Product promotions associated with contracts depended on customer base
Rooke 2010 ¹⁴	London and Nottingham, UK (2009)	Study tobacco displays at POS and determine the extent to which they are tobacco industry funded	Random sample of tobacco retailers (n=113), retail-related press published in 2009	Descriptive analysis of in-store interviews and retail-related press	Contractual obligations, incentives, and pressure from tobacco companies	Nearly four out of five retailers with tobacco-industry incentives had to follow specified conditions (79%)	<ul style="list-style-type: none"> • Monetary rewards and local store vouchers • Free cigarette packs • Product offers on promotional items • Small gifts (i.e., pens) • Free or discounted equipment (i.e., display cases) • Visits from tobacco company representatives to ensure contract is followed • Tobacco company representatives had full control over tobacco product displays 	Retailers stocked more tobacco products than they would have chosen to on their own

Lee 2014¹⁵	South Korea (2009-2011)	Identify the strategies transnational tobacco companies used to increase their market presence in South Korea and how these strategies impacted the tobacco industry and public health in South Korea	Tobacco industry documents (n=456)	Qualitative content analysis interpreted alongside social and historical contexts (hermeneutics)	Cooperative relationships with convenience stores	NR	<ul style="list-style-type: none"> • Slotting fees given to retailers (equivalent to thousands of US Dollars) • Subsidies • Free samples and discounted products • Small gifts (i.e., lighters) that can be sold for income • Required to display products in prominent locations • Required to display POS posters and materials 	<ul style="list-style-type: none"> • Increased promotion of tobacco products • Competition between brands led to threats against retailers in regard to license renewal • Developed relationships between retailers and manufacturers
Chan 2015¹⁶	Oklahoma, U.S. (2008)	Explore voluntary retailer support for reducing the number of tobacco advertisements	Locally owned convenience store owners and managers that sell tobacco products, identified through local tobacco coalitions, personal networks, and other retailers (n=22)	Thematic analysis of in-store and telephone interviews	Tobacco company incentive programs	21 out of 22 stores had a contract (95%)	<ul style="list-style-type: none"> • Required to display tobacco company and product advertising • “You don’t want to violate the contract” (p. 703) 	Retailers were willing to remove only non-contractual tobacco advertisements from the POS
Robertson 2015¹⁷	New Zealand (2014)	Examine retailers’ perceptions and relationships with the tobacco industry	Stratified sample of tobacco retailers representing various store types (n=21)	Qualitative description of semi-structured, in-store interviews	Rebate agreement between the tobacco industry and the retailer	“Most participants”	<ul style="list-style-type: none"> • Monetary rewards • Required to stock specific brands • Required to follow specific tobacco product placement 	NR
Pinard 2016¹⁸	15 rural counties in Nebraska, U.S. (2014)	Assess rural storeowners’ beliefs and practices that influence their sustainability and ability to encourage	Convenience sample of small rural food retailers (n=15)	Qualitative analysis of semi-structured, in-store interviews using grounded theory	Manufacturer and distributor agreements	“The vast majority accepted [contracts] as common practice and a “necessary evil” of doing business”	<ul style="list-style-type: none"> • Required to follow specific tobacco product placement and percent (e.g., minimally and exclusively the top two shelves) of products on displays and shelves 	<ul style="list-style-type: none"> • Retailers stocked and promoted less healthy products due to manufacturer pressures

		healthy food choices					<ul style="list-style-type: none"> • Required to follow specific store-layout • Required to display specific tobacco company signage 	
Hwang 2018¹⁹	Seoul city and Gyeonggi province, South Korea (NR)	Collect information on contractual agreements related to tobacco products	Random sample of male convenience store owners (n=3)	Thematic analysis of semi-structured, in-store interviews	Specific relationship between tobacco companies and convenience stores	All store owners reported contracts (100%)	<ul style="list-style-type: none"> • Monetary rewards • Volume discounts • Allowances for advertising • Free samples on new products • Free or discounted equipment (i.e., display cases) and maintenance • Required to reserve a specific number of shelving units for tobacco company products • Required to display a specific number of tobacco advertisements • Required to adhere to overall tobacco brand appearance with both advertisements and displays • Visits from tobacco company representatives to ensure contract was followed 	Contractual advertisements and displays are individually created to target local customers
Stead 2018²⁰	Four communities, Scotland, UK (2015-2016)	Explore retailer relationships with tobacco companies and their experiences with implementing tobacco display bans	Stratified sample of small, independent tobacco retailers (n=24)	Thematic analysis of semi-structured, in-store interviews	Retailer partnerships or loyalty schemes	23 of 24 retailers had a contract (96%)	<ul style="list-style-type: none"> • Monetary rewards (i.e., £250/year • Gifts (e.g., hospitality, iPads, business equipment) • Free samples of new products • Free or discounted equipment (i.e., display units) 	<ul style="list-style-type: none"> • Encouraged tobacco sales; the larger volume of tobacco products sold, the more money retailers receive • Verbal advertising for specific brands under an advertising ban

							<p>maintenance and updates (e.g., to adhere to updated display policies)</p> <ul style="list-style-type: none"> • Required to follow store-layout and design for marketing and product placement specified in planogram • Required to display a retail tobacco unit • Required to maintain tobacco product availability • Required to dedicate a percent of retail space to specific tobacco brands (i.e., two-thirds of the unit space) • Required to promote and prominently display specific brands and products • Barred from stocking or displaying competing brands • Tobacco company representative visits and mystery shopping from tobacco company representatives to ensure contract is followed • Tobacco company representatives encouraged employees to verbally promote specific products to customers 	
Welker 2018²¹	Indonesia (2007; 2014; 2015-2016)	Describe the tobacco retail environment in Indonesia and	Tobacco retailers, marketing managers, marketing contractors, market	Ethnographic analysis of data collected from visits to	Retail program requiring retailers to adhere to	NR	<ul style="list-style-type: none"> • Monetary rewards • Free or discounted building maintenance and upkeep 	Retail environment is saturated with tobacco advertising

		how it interacts with a major tobacco company	retailers and customers, meeting attendees and leaders (n=NR)	retailers, interviews with retailers and marketing managers, and attending markets and meetings for tobacco retailers	tobacco company requirements		<ul style="list-style-type: none"> • Free business plan consultation • Free or discounted health insurance for retail owners and up to three family members • Free or discounted merchandise and gifts (e.g., calculators, blenders, home goods) • Required to expand product offerings • Required to adopt “modern” retail characteristics (e.g., visible price labels, expiration dates, electronic signs, colorful shelving) • Required to display street advertisements 	
Callard 2019²²	Four Quebec municipalities, Canada (2017)	Determine the effect of banning tobacco company incentive programs on cigarette prices	Tobacco company websites and all convenience stores selling tobacco in the area confirmed by store audits (n=273)	Content analysis of tobacco company websites and quantitative description of single time point store audits	Tobacco industry retailer programs	0% due to local ban	NR	Even after contracts were banned in the area, prices continued to vary for the same products in different stores, indicating that manufacturer pricing techniques continue to lower the cost of tobacco and blunt tax increases
Chavez 2019²³	San Francisco, CA, U.S. (2017)	Explore corner store owner perspectives in neighborhoods with high tobacco retailer density	Convenience sample of independent, family-owned convenience store owners and managers (n=38)	Qualitative content analysis of open-ended in-store interviews	Financial incentives from tobacco companies to sell and advertise certain products	7 out of 38 stores had a contract (18%)	<ul style="list-style-type: none"> • Buydowns • Tobacco company representatives discontinued in-store visits 	Retailers with contracts placed buydown coupons directly on tobacco product packaging
Apollonio 2020²⁴	U.S. (2018)	Evaluate the relationship between tobacco	Tobacco industry documents and court cases released	Qualitative Content analysis of tobacco	Sales rebates and pricing agreements between tobacco	NR	<ul style="list-style-type: none"> • Buydowns • Paperless coupons 	Stores bordering high-tax jurisdictions tend to have excessive displays and

		industry price promotion and state tobacco taxes	between 1987-2016 (n~90)	industry documents and related articles	companies and retailers (paperless coupons)		<ul style="list-style-type: none"> • “Niche promotions” for border stores • Required to display tobacco company promotions 	price promotions for tobacco products
D’Angelo 2020²⁵	4 cities, U.S. (2013-2014)	Examine small food retailer perceptions of tobacco industry contracts	Convenience sample of small food store owners and managers in low-income neighborhoods (n=63)	Convergent parallel mixed methods design collected qualitative and quantitative data through in-store merchant interviews	Tobacco industry requirements of retailers in return for financial incentives	<ul style="list-style-type: none"> • 87% of retailers had a formal contract with tobacco distributors • 95% reported receiving incentives 	<ul style="list-style-type: none"> • Buydowns • Slotting fees given to retailers • Monetary rewards • Free marketing materials and displays • Free or discounted products • Median incentive value: \$930/year • Required to follow specific tobacco product placement • Tobacco company representatives had full control over displays, shelving, advertising, and promotional materials • Required to use tobacco company-set prices • Visits from tobacco industry representatives to ensure contract was followed • Tobacco company representatives encouraged employees to verbally promote specific products to customers 	<ul style="list-style-type: none"> • Retailers can sell tobacco products at low prices and set competitive pricing for their local area • Small stores need contracts to remain competitive with tobacco prices compared to larger stores • Particular tobacco manufacturers monopolized contracts in different areas based on demographics (e.g., Lorillard (Newport Menthol) contracts in Baltimore, a city with 60% Black residents)
Watts 2020a²⁶	3 states, Australia (2018)	Identify the tobacco industry incentives given to and	Random sample of current tobacco retailers that decide at the store-level to	Thematic analysis of open-ended responses to	Benefits in exchange for doing something for the tobacco company	<ul style="list-style-type: none"> • 266 retailers reported tobacco company 	<ul style="list-style-type: none"> • Free or discounted equipment (i.e., price lists) 	NR

		requirements expected of tobacco retailers	sell tobacco and do not sell alcohol (n=800)	structured telephone interviews		benefits in exchange for doing something (33%) <ul style="list-style-type: none"> • 110 of the retailers who reported tobacco companies providing them with shelving units or displays agreed to do something in return (30%) 	<ul style="list-style-type: none"> • Required to promote and prominently display specific brands and products • Required to dedicate a percent of retail space to specific tobacco brands • Required to maintain tobacco product availability Required to stock specific brands 	
Watts 2020b²⁷	Australia (2019)	Understand tobacco company promotional strategies used in the retail setting	Convenience sample of individuals who previously worked in sales or marketing for one of four tobacco companies operating in Australia (n=4)	Thematic analysis of responses to either in-person or online teleconference semi-structured interviews	Contractual trading terms between tobacco companies and retailers	NR	<ul style="list-style-type: none"> • Monetary rewards and gift cards • Allowances for marketing and related expenses • Free or discounted merchandise • Free samples of tobacco products • Exclusive parties for retailers • Vacations highest performing retailers • Tickets to sporting and music events • Meeting sponsorships (e.g., sponsorship of the Independent Grocers Association conference) • Retailer education opportunities (e.g., face-to-face meetings and off-site events covering new products and highlighting sales) 	Verbal advertising for specific brands under an advertising ban

							<ul style="list-style-type: none"> • “Once-in-a-lifetime opportunities” (e.g., paddle boarding around glaciers, driving exotic cars) • Required to follow specific tobacco product promotion and display patters (e.g., at eye-level) • Required to offer full tobacco product range • Tobacco company representatives encouraged employees to verbally promote specific products to customers 	
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Note: NR=Not reported. POS=Point-of-Sale. SIC= Standard Industrial Classification.

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