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Xcaliber International Acquires Tantus Tobacco Ahead of FDA Regulations

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Pryor, Okla. – Xcaliber International, the leading 4th tier cigarette and cigar manufacturer, announced its plan to acquire Tantus Tobacco, a tobacco products manufacturer in Russell Springs, Kentucky. The announcement comes on the heels of the FDA’s final rule that will regulate electronic cigarettes, cigars and pipe tobacco similar to cigarettes.

In conjunction with today’s FDA announcement, Xcaliber has said it will acquire all Tantus cigarette, cigar and pipe tobacco brands manufactured prior to 2007 and move manufacturing to its 100,000 square foot production facility in Oklahoma. All brands will act as new predicate tobacco products and likely be grandfathered under the new regulations. The Tantus family brands include 24/7, Mainstreet, Sport, Gsmoke, Berley, Berkley cigarettes, as well as Red Buck and Richwood filtered cigars. Bacco and Red Buck pipe tobacco will also be included in the acquisition. The additional Tantus sales personnel will more than double Xcaliber’s current sales staff and significantly expand their reach into new markets.

Xcaliber was founded in 2001 by Bruce Taylor, Lee Levinson and Mark Mccullough. It has grown into the largest discount cigarette manufacturer in the United States. Its current brands include Echo, Edgefield, and Exeter cigarettes as well as Blue Grass filtered cigars. Xcaliber currently has a presence in over 50,000 retail locations. As of release, Xcaliber has brands listed on 29 state directories throughout the South and Midwest, with plans to be certified in all 50 states by the third quarter of 2017.

“As our production facility and manufacturing efficiency have grown, expanding our product portfolio is a natural progression for us,” said Xcaliber International CEO, Derrick Taylor. “We also saw the FDA’s announcement on the horizon and knew we had to be proactive.”

Brian Cooper, founder and CEO of Tantus said, “I’m thrilled to see Xcaliber take our established brands and extend them into new areas. For many years we produced a quality product that rivaled those of major manufacturers. Xcaliber will provide an opportunity for me to watch products the Tantus team created to grow and prosper. Clearly Tantus and Xcaliber have a great deal of synergy.”

Xcaliber says the manufacturing and sales transition plan should be completed by August 1, 2016.