

WISCONSIN TOBACCO REPORTER

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NUMBER 3

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NOTE BOOK SKETCHES

At the luncheon given at the Carlton, Edgerton, to the tobacco leaf men and representatives of the Northern Wisconsin Tobacco Pool, one of the younger packers proposed that the leaf men of Wisconsin discuss the formation of an association of Wisconsin tobacco men. The men present were so intent upon the business of arriving at a pleasant understanding with the Pool and disposing of the now nearly forgotten contract to lease or sell warehouses to the new co-operative organization that the suggestion made by the young man became lost in the shuffle.

That the leaf men, manufacturers and dealers in Wisconsin tobacco have not seen the need of an organization is rather remarkable. Many have talked of the desirability of such an organization, but no move has been made in recent years to bring the men of the industry together to talk over matters of interest to all of them. In nearly all of the other tobacco-growing states there are such organizations, and there are national organizations of tobacco merchants and of leaf men, as there are organizations of the different crafts within the tobacco industry. Wisconsin leaf men, cigar manufacturers and tobacco merchants sit each in their places of business. They know one another, try to keep track of one another's movements, sales and other operations, but they have not found it worth while to meet in conventions to talk over their problems, learn one from the other, cheer one another, nor are they together for the purpose of giving Wisconsin an official representation in the national tobacco organizations.

Here is not a question of a co-operative association or the formation of a body with a legal status in handling and merchandising tobacco. The thing that some of the Wisconsin tobacco men have in mind is to meet together from time to time to exchange views and to further movements for the good of the Wisconsin industry. The tobacco men of Chicago have recently come together in such an organization.

Some are a little timid about making the first move, especially at this time. They feel that for the leaf men and manufacturers to start such an organization at this time would be construed as a move counter to the newly organized co-operative Pool. There should be nothing to fear on that score. The Pool and the leaf men in the state have arrived at a pretty fair understanding of one another. Both sides realize that the success of the entire industry will depend upon the ability of working together. The growers have their interests to further, and the efficiency with which they can handle their end of the business will mitigate to the good of the industry. By the same sign the leaf men must find it to the advantage of the industry to increase their efficiency in doing their share of the business. There is room for both, and the efficiency and the service to the industry by the leaf men could undoubtedly be enhanced by a closer knitting together of the individuals engaged in the same business into some sort of an organization. If for no other purpose, the meeting together of the men in the business would constitute an open court, a clearing house of experiences and opinions that would prove exceedingly valuable to most of them.

St. Cloud, Minn., Nov. 20, 1922.

Editor Reporter: Enclosed please find check for \$1.50 as subscription to The Reporter. We certainly enjoy and appreciate the information we get thru The Reporter in regard to tobacco culture and tobacco marketing. I grew up near Madison, Wis., and I am well acquainted with the tobacco game and also know a great many men in the tobacco business.

We had about 500 acres of tobacco grown in Minnesota the past season. About 150 acres were grown in the southeastern part of the state near Peterson, and about 75 acres near Rochester. The rest of it was grown 75 miles north of Minneapolis near St. Cloud. Clear Lake raises about 75 acres. St. Cloud about 50 acres. Richmond about 100 acres. Kimball about 25 acres and Cold Spring 25 acres.

This section has been growing tobacco for the past 12 years and some exceptionally fine crops have been grown of late years, and a great many crops have sold as high as 35c a pound, which shows that size and quality are not lacking in this section. This year, however, was a little too dry in some sections, and some was hit by hail and was sold as stemming at 6c. The binder end of it sold from 10 to 15c with fillers out.

Minnesota has very good soil for tobacco growing and fine crops of tobacco have been produced in this section. A great advantage here is that there are only a few acres of tobacco grown to each farm, which enables the growers to manure their fields heavily every year, and also makes it easier for them to take good care of their crops and handle them to a better advantage than where too many acres are grown. I think the time is coming when Minnesota binders will be just as much in demand as Wisconsin binders is today.

Yours very truly,
Chas. H. Lien,
State Tobacco Expert,
St. Cloud, Minn.

Wisconsin Tobacco Market

EDGERTON, WIS., Dec. 1, 1922.

The stemming concerns have been active in securing independent lots of 1922. The Lorillard Co. sent their men out last week into every section and the price level was brought to 10 cents. It looks as if the the available stemming stock which has been moving at from 6 to 9c, according to type, now will ride between the lower figure and the 10c point, and at these figures the goods will move pretty freely. The cigar leaf crops vary much in quality and desirability. The price for the real fancy southern has touched 25 cents. Sam Room west of Cambridge sold 5 acres and John Notsetter of Nora sold 7 acres at 25c. These crops represent the top-notch in leafiness, thinness, color, finish and soundness. Other crops have sold according to desirability from 13c to 20c.

The Pool officials are working to line up with the big stemmers a contract to sell all stemming stock controlled by it. This matter has been hanging fire for several weeks. It was thought at one time that the stemming concerns would endeavor to meet their needs out of the Pool offerings as their first move. Subsequent events have upset these surmises. The stemmers jumped in and took the non-Pool first, and up to the first of this week no definite understanding between the Pool and the stemmers had been arrived at. John Holman, warehouse director for the Pool, stated last Monday that he hoped to have the pending deals closed before Thanksgiving day.

Small lots of old tobacco cased by the growers and held on the owners' premises are found here and there over the southern growing section. The buyers are keeping tab of these lots, but are not rushing the buying.

The farmers have been busy stripping whatever quantities of tobacco were taken down during the past case weather spells. Not a great deal of the crop came down, however.

Quite a number of crops in the bundle or packed loose in cases are scattered through many sections. The stemmers are after this goods and offer better than 10 cents now going for new tobacco. It need not be a surprise if a cleanup of this tobacco be attempted at prices satisfactory to the owners. Scattered holdings of 1918 and succeeding crops of this kind will when gathered together represent considerable quantities of leaf.

New York

NEW YORK, Nov. 18, 1922.

The decks have not yet been swept clear of the wreckage from the last deflation period, as is indicated by the still high percentage of business embarrassments. Failures in October, for example, were larger in number than in the preceding month, despite the rising level of values. In most instances, it is conceded that there is no prospect of present prices being maintained indefinitely, and decided indifference is shown toward pushing them up further. The higher they go the greater will be the crash when the inevitable reaction comes. The buying policy of manufacturers seems to be based on a consideration of this situation. The result is that they are watching carefully the demands of the retailers and are taking into account the way collections are coming in. Their own purchases are influenced by these conditions, and these accounts, in a large measure, for what appears at times like fitful buying.—Journal.

New England

HARTFORD, CT., Nov. 16, 1922.

A complete working organization of the new pool has now been perfected and the association is in a position to handle the tobacco of its members to mutual advantage. Warehouses of the new pool are opening weekly, although there is much individual sorting going on. The association now has the details under way of casing and sweating the crop after the assorting is done by the grower. The Broadleaf crop is turning out fairly well though some pole sweat is evident. There is a fair percentage of light and medium wrappers, but as to weight, the crop is light because of the rainy growing season.—S. A. B. in Leaf.

Pennsylvania

LANCASTER, PA., Nov. 16, 1922.

About 60 per cent of the 1922 crop has been disposed of at an average price of 15 to 22 cents for wrapper goods and 3 to 7 cents for fillers. These prices are phenomenal and far exceed last year's. This can be easily explained. There is less old tobacco in Lancaster county than there has been at any time during its history as a tobacco raising section. The fact, however, remains that the 1922 crop is no better than the 1921, and while it burns a little freer on the leaf, nevertheless it is no longer in leaf, and the writer is really surprised it shows up as well as it does, for it was raised under adverse weather conditions. Four weeks' continuous drought is not conducive to the growth of tobacco.—Leaf.

CHICAGO, ILL., Nov. 11, 1922.

A splendid meeting of Chicago cigar
Concluded on page 8

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