

**TOBACCO REVIEW**

By P. A. MEYER  
October, 1937



**RAWLEAF:** Buying in the Valley is going on very slowly. In the Cagayan province the greater part of the crop has been bought up, while in the Isabela province about half of the available tobacco is still in the hands of the farmers. Exports to the U. S. A. were above average. Comparative figures are:

*Rawleaf Stripped Tobacco and Scraps*

	Kilos
Belgium .....	35,206
China .....	7,497
France .....	15,600
Guam .....	5,198
Holland .....	1,534
Hongkong .....	4,950
Italy .....	300,000
Straits Settlements ..	2,249
United States .....	268,447
Uruguay .....	4,720

Oct., 1937 .....	645,401
Sept., 1937 .....	2,141,370
Oct., 1936 .....	102,117
Jan.-Oct., 1937 .....	11,968,519
Jan.-Oct., 1936 .....	10,206,522

CIGAR shipments to the United States were as follows:

	Cigars
Oct., 1937 .....	20,428,920
Sept., 1937 .....	20,563,441
Oct., 1936 .....	16,630,801
Jan.-Oct., 1937 .....	151,116,093
Jan.-Oct., 1936 .....	143,250,943

**Manila's High-grade...**

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materials limit the possibilities.

Rattan furniture, in a word, fits admirably into plans for reciprocal Philippine-American commerce, just as does flour into Manila from Seattle and Portland. It is not something that competes with an established American industry, if it be said that its competition with wood furniture is but slight and indirect. Eventually, adaptations of wood and rattan as the common materials in certain styles of furniture may even benefit the wood-furniture manufacturer.

Many refinement of use of rattan in furniture are in the offing, dependent on the resources of thoroughly modern factories and the skill of craftsmen. These and many other advantages should come to the Manila industry, founded as it has been on genuine workmanship and a durable and presentable product of true beauty and utility.

Attention may be invited to an industry in America to which importation of Manila rattan furniture gives rise, the mak-

ing of cushions utilizing steel springs, burlap, felt, cotton padding, etc., and stout coverings. Already these cushions are made at our largest distributing point to date, Los Angeles, more satisfactorily than in Manila, partly on account of the soaring price of kapok in the Philippines. Every chair, every chaise longue and sofa requires cushions, and fabricating them in the United States offsets any curtailment of employment that might arise from making the furniture itself in Manila.

In short, the future of the industry is most promising in any scheme of trade based upon the Cordell Hull plan of true economic reciprocity. There are so many indications on every hand not merely that the existing demand is well-nigh insatiable, but that it will tend constantly to expand and take divers forms. Among these indications is the use of trailers. There are predictions in the automotive industry that very shortly, as many as twenty million Americans will be using trailers either through a part, or throughout all, of the year. Rattan is quite certain, when Manila factories become resourceful enough, to find its way into standard trailer acces-

sories and comforts. And more than that, into special equipment of many trailers built to order for professional needs.

For the present, no manufacturer need look beyond today's pressing demand upon his factory for its utmost production. But the situation will not be stabilized until production approaches actual demands. The future should be kept open to this end.

Extrac ed from Rattan Products Mfg. Co.'s brief to the MacMurray Committee.—Ed.

**Manila Businessmen...**

(Continued from page 68)

The officers and directors of this company are: **S. F. Gaches**, President; **Miguel Unson**, (President of the National Life Insurance Company), Vice-President; **C. M. Hoskins**, Secretary & Treasurer; **Amos G. Bellis**, Asst. Secretary & Treasurer; **B. H. Berkenkotter**, **J. C. Vickers**, and **B. S. Ohnick**, directors.

**The Yokohama Specie Bank**

**Ltd.**

(Established 1880)

HEAD OFFICE: YOKOHAMA, JAPAN

Capital (Paid Up) .....	100,000,000.00
Reserve Funds .....	134,400,000.00
Undivided Profits .....	10,745,726.93

**MANILA BRANCH**

**34 Plaza Cervantes, Manila**

**S. DAZAI, Manager**

Telephone 2-37-59 Manager

Telephone 2-35-28 Import Dept.

Telephone 2-37-58 Export & Current

Deposit Account Dept.

Telephone 2-37-68 Remittance & Deposit Dept.

Telephone 2-37-55 Cashier & Accountant

**The National City Bank**

*of New York*

ESTABLISHED 18 2

Capital (Paid) - -	U. S. \$	77,500,000.00
Surplus - - - -	"	43,750,000.00
Undivided Profits	"	12,949,374.52
Total Assets - - -		\$1,893,890,871.77

(as of March 31, 1937)

**COMPLETE BANKING SERVICES**  
**MANILA OFFICE**  
**National City Bank Building**