

Plug Tobacco sold in New Zealand (Duty, 3s. 6d. per Pound).

Brand.	Merchant drawing Supplies from the American Tobacco Company of New Zealand (Limited).					Retailer drawing Supplies from the Merchant.				
	Buys under Tariff at per Pound in Bond (Net).	Sells Assorted Packages at per Pound: (A) Case Lots, (B) Caddy Lots, In Bond (Net).	Profit per Pound in Bond.	Percentage of Profit per Pound in Bond.	Average Profit of Merchant on all Lines.	Buys at per Pound: (A) Case Lots, (B) Caddy Lots, Duty paid (Net).	Sells by the Single Plug and realises per Pound, Duty paid (Net).	Profit per Pound, Duty paid.	Percentage of Profit per Pound, Duty paid.	Average Profit of Retailer on all Lines.
	s. d.	s. d.	s. d.	Per Cent.	Per Cent.	s. d.	s. d.	s. d.	Per Cent.	Per Cent.
Juno, 7½s ..	1 2½	{ (A) 1 4½ (B) 1 5½	0 2 0 3	13 20		4 10½ 4 11½	6 3 6 3	1 4½ 1 3½	27½ 25	
" 4½s ..	1 2½	{ (A) 1 4½ (B) 1 5½	0 2 0 3	13 20		4 10½ 4 11½	6 9 6 9	1 10½ 1 9½	40½ 35½	
Victory, 7½s ..	1 8½	{ (A) 1 10½ (B) 2 0½	0 2 0 4	10 20		5 4½ 5 6½	7 6 7 6	2 1½ 1 11½	40½ 36½	
" 4½s ..	1 8½	{ (A) 1 10½ (B) 2 0½	0 2 0 4	10 20		5 4½ 5 6½	6 9 6 9	1 4½ 2 2½	26½ 22½	
Havelock, dark, 7½s	1 6½	{ (A) 1 8½ (B) 1 9½	0 2 0 3	11 17½	16·75	5 2½ 5 3½	7 6 7 6	2 3½ 2 2½	45 42½	35·25
" 4½s	1 6½	{ (A) 1 8½ (B) 1 9½	0 2 0 3	11 17½		5 2½ 5 3½	6 9 6 9	1 6½ 1 5½	30 27½	
Welcome Nugget, 7½s, 4½s	2 2	{ (A) 2 5 (B) 2 6	0 3 0 4	12 15		5 11 6 0	9 5 7 10	3 6 1 10	57½ 30½	
Imperial Ruby, 5s ..	2 2	(A) 2 5	0 3	12		5 11	8 9	2 10	47½	
" 6s ..	2 2	(B) 2 6	0 4	15		6 0	9 0	3 0	50	
Venus, 8s ..	1 1½	{ (A) 1 4 (B) 1 6	0 2½ 0 4½	20 33½		4 8½ 4 9½	6 8 6 8	1 11½ 1 10½	42½ 40	
Twist, 7s, 22s	0 11	{ (A) 1 1 (B) 1 2	0 2 0 3	17½ 27½		4 7 4 8	5 6 5 6	0 11 0 10	20 17½	

Merchant's average buying price, 1s. 7d. per pound. Duty, 3s. 6d. per pound = 233½ per cent.; duty on such brands as twists which cost 11d. per pound = 385 per cent.

Retailer's average buying-price, 5s. 3·4d. per pound, duty paid; average selling-price, 7s. 3·3d. per pound; average profit, 1s. 11·9d. per pound = 35·25 per cent.

The retail profits are based upon the Wellington Tobacconists' Association retail price-list, July, 1904.

THURSDAY, 27TH OCTOBER, 1904.

HENRY H. MIRAMS examined. (No. 3.)

1. *The Chairman.*] You have come here, Mr. Mirams, to give us some enlightenment in connection with the tobacco trade?—Yes. I am the New Zealand representative of Messrs. Kronheimer (Limited), of Melbourne, and they are sole agents for Derby and Golden Eagle tobaccos, and have been for many years.

2. Would you like to make a general statement with regard to the tobacco trade?—I shall be very pleased to answer questions generally, and perhaps add a little myself.

3. The object of our investigation is to endeavour to find out whether the trade is carried on on fair and square lines, or whether an unjust monopoly is being attempted by the American Tobacco Company by which it can compel people to confine themselves to its tobaccos alone, or some other tobaccos which it will approve of, for the purposes of control?—As far as my firm personally is concerned, we do not in any way dictate to any retailer or merchant as to what goods they shall stock. All we ask of them is to buy our goods, and that they do.

4. First of all, let me ask you if you have any connection whatever with the American Tobacco Company?—No, absolutely none. We are an Australian company.

5. Have you found the American Tobacco people interfering with your customers in any way?—Absolutely no.

6. Then, you are working in harmony with the American Tobacco Company?—Well, as far as trade competition will allow we are working in harmony with them. We do not say to any merchant, "You shall not stock any other goods than ours," and neither does the American Tobacco Company of New Zealand (Limited), to my knowledge, say so.

7. You have no tacit arrangements with them?—Absolutely none.

8. *Mr. Aitken.*] Of course, you have an idea as to the quantity of tobacco imported into the colony?—Yes.

9. What proportion of the tobacco trade of the colony do you say your principals do—that is, Messrs. Kronheimer (Limited)?—We deal mostly in plug tobaccos, which, as most smokers are aware, are the leading tobaccos used in New Zealand. We have more than 50 per cent. of the plug-tobacco trade of the colony.