

*The American Tobacco Company*  
INCORPORATED

QUALITY OF PRODUCT  
IS ESSENTIAL TO  
CONTINUING SUCCESS



**1946**  
**Annual Report**

ANNUAL REPORT

THE AMERICAN TOBACCO COMPANY

FOR THE YEAR ENDED DECEMBER 31, 1946



WITH CONSOLIDATED BALANCE SHEETS AND CONSOLIDATED  
STATEMENTS OF INCOME AND SURPLUS

*Executive Office*

111 FIFTH AVENUE, NEW YORK 3, N. Y.

## DIRECTORS

ORPHEUS D. BAXALYS	PRESTON L. FOWLER	HARRY L. HILYARD
RICHARD J. BOYLAN	PAUL M. HAHN	JAMES E. LIPSCOMB, JR.
THOMAS P. CONNORS	HIRAM R. HANMER	WILLIAM H. OGSBURY
JAMES R. COON	EDMUND A. HARVEY	FRED B. REUTER
JOHN A. CROWE	GEORGE W. HILL, JR.	VINCENT RIGGIO
JOHN S. DOWD		JAMES F. STRICKLAND

## OFFICERS

VINCENT RIGGIO .....	President
RICHARD J. BOYLAN .....	Vice President
JAMES R. COON .....	Vice President
PRESTON L. FOWLER .....	Vice President
PAUL M. HAHN .....	Vice President
GEORGE W. HILL, JR. ....	Vice President
EDMUND A. HARVEY .....	Treasurer
HARRY L. HILYARD .....	Assistant Treasurer
FRED B. REUTER .....	Auditor; Assistant Treasurer
EDWARD D. FLAHERTY .....	Assistant Auditor
A. LEROY JANSON .....	Assistant Auditor
JOHN W. HANLON .....	Secretary
FREDERICK W. KENNY .....	Assistant Secretary

## EXECUTIVE OFFICE

111 Fifth Avenue, New York 3, N. Y.

## CORPORATE OFFICE

117 Main Street, Flemington, N. J.

## TRANSFER AGENT

Guaranty Trust Company of New York  
New York 15, N. Y.

## REGISTRAR

City Bank Farmers Trust Company  
New York 15, N. Y.

*To the Stockholders of*

THE AMERICAN TOBACCO COMPANY:

The Treasurer respectfully submits the consolidated statement of income and surplus for the year 1946, the consolidated balance sheet of your Company as of December 31, 1946, and the report of Lybrand, Ross Bros. & Montgomery.

E. A. HARVEY, *Treasurer*

Flemington, N. J., March 1, 1947

# 1946 OPERATIONS AT A GLANCE

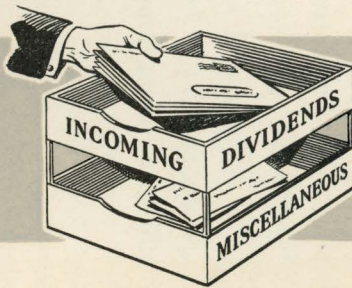
**THE COMPANY RECEIVED . . . . . \$766,857,000**

**RECEIVED FOR THE  
GOODS IT SOLD**  
(illustrated are only a few  
of our 200 or more differ-  
ent trade-marked brands)



**\$764,168,000**

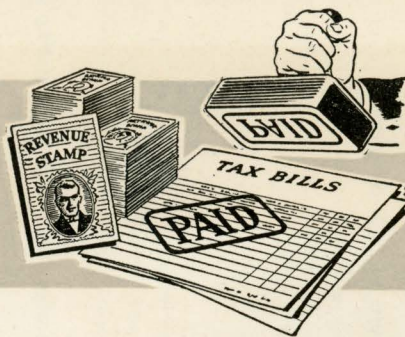
**RECEIVED FROM DIVIDENDS,  
INTEREST AND MISCELLANEOUS**



**\$2,689,000**

## THIS IS HOW IT WAS USED OR SET ASIDE:

**FOR REVENUE STAMPS  
AND TAXES**



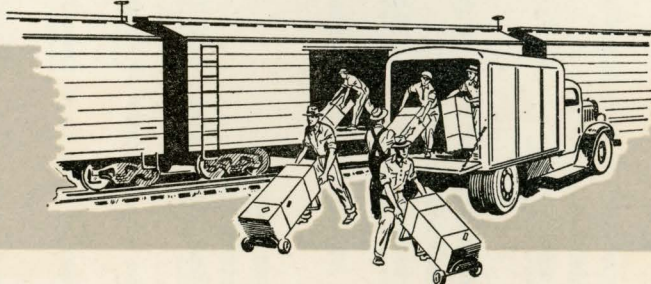
**\$437,936,000**

**FOR TOBACCO (including  
applicable expenses)**



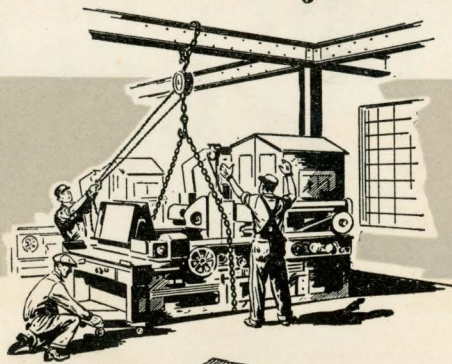
**\$199,779,000**

**FOR GOODS  
AND SERVICES  
INCLUDING WAGES**



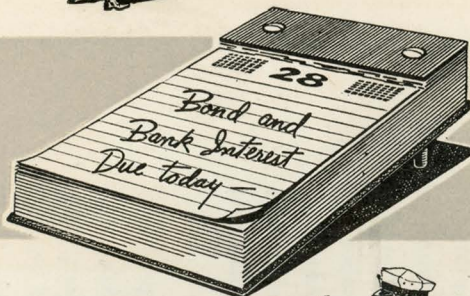
**\$89,299,000**

**FOR DEPRECIATION ON  
MACHINERY, BUILDINGS, ETC.**



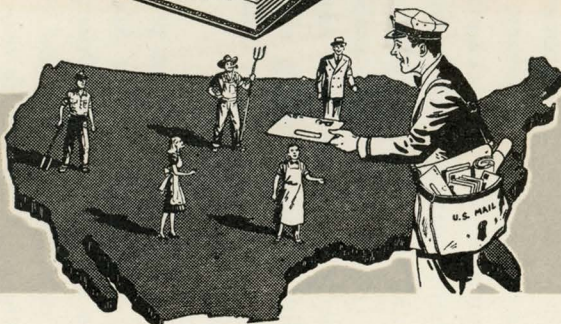
**\$1,598,000**

**FOR BOND AND  
BANK INTEREST**



**\$6,812,000**

**FOR DIVIDENDS  
TO STOCKHOLDERS**



**\$17,729,000**

**FOR ADDITION TO SURPLUS  
TO MEET FUTURE NEEDS**



**\$13,704,000**

**WHICH ACCOUNTS FOR . . . . . \$766,857,000**

## In Memoriam

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### GEORGE WASHINGTON HILL

The phrase "his life's work" is often loosely applied to a man's main achievement or to some task on which he has spent a major part of his time and energy.

But of the late George Washington Hill, it can be literally and truly said that The American Tobacco Company, your Company and ours, was *his life's work*.

He entered the Company as a boy, fresh from college. He remained with it throughout forty-two years that saw the greatest changes in the history of the tobacco industry. And under his presidency, the Company won and held first place in its field.

Into our Company Mr. Hill poured not some, but *all* the powers of his many-sided genius. His unswerving faith in quality of product. His emphasis on vital, resourceful salesmanship. Above all, his great gift for organization and for attracting men with the same singleness of purpose as his own.

During 1946, it was a source of deep satisfaction to him to see the Company to which he was so devoted achieve the greatest sales volume in its history. In the years ahead, the continued success of the living organization and the living policies he did so much to shape will be the most fitting monument to George Washington Hill.

# 483 YEARS OF EXPERIENCE SIT AT THIS TABLE

VINCENT RIGGIO

*President*

40 YEARS



PAUL M. HAHN  
*Vice President*  
*President American Cigarette*  
*& Cigar Company*

17 YEARS



JAMES R. COON  
*Vice President*  
*Comptroller*

27 YEARS



RICHARD J. BOYLAN  
*Vice President*  
*Director of Purchases*

45 YEARS



EDMUND A. HARVEY  
*Treasurer*  
*Finance and Credits*

40 YEARS



HARRY L. HILYARD  
*Assistant Treasurer*

10 YEARS



FRED B. REUTER  
*Auditor*

31 YEARS



ORPHEUS D. BAXALYS  
*Turkish Leaf*

24 YEARS



THOMAS P. CONNORS  
*Director of Traffic*

28 YEARS



GEORGE W. HILL, JR.  
*Vice President*  
*Advertising*

10 YEARS



PRESTON L. FOWLER  
*Vice President*  
*Chief of Manufacture*

20 YEARS



JAMES E. LIPSCOMB, JR.  
*President American Suppliers,*  
*Inc., Domestic Leaf Tobacco*

44 YEARS



JOHN A. CROWE  
*Assistant Chief*  
*of Manufacture*

36 YEARS



WILLIAM H. OGSBURY  
*Assistant Chief*  
*of Manufacture*

23 YEARS



HIRAM R. HANMER  
*Director of Research*

25 YEARS



JAMES F. STRICKLAND  
*Vice Pres. American Suppliers,*  
*Inc., Eastern Buying Markets*

24 YEARS



JOHN S. DOWD  
*Vice Pres. American Suppliers,*  
*Inc., Western Buying Markets*

39 YEARS

