1. Record Nr. UNINA9910787485203321 Autore **Duke Maurice Titolo** Tobacco merchant: the story of universal leaf tobacco company / / Maurice Duke, Daniel P. Jordan Pubbl/distr/stampa Lexington, Kentucky: ,: The University Press of Kentucky, , 1995 ©1995 **ISBN** 0-8131-6268-8 Descrizione fisica 1 online resource (241 p.) Disciplina 338.7/6797/0973 Soggetti Conglomerate corporations - United States - History Tobacco industry - United States - History Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di bibliografia Includes bibliographical references and index. Cover; Title; Copyright; Contents; Preface; Acknowledgments; 1 The Nota di contenuto Heritage: 2 Founding and Early Years: 3 The China Company Strikes Gold: 4 A New Profit Center to the North; Illustrations: 5 Cigar Leaf Tobacco; 6 The Depression and the Great War Years; 7 Postwar Growth at Home: 8 Postwar Growth Abroad: 9 A Worldwide Company: 10 Modern Foreign Operations; 11 A Changing Industry; 12 Diversification and Litigation; Epilogue: The 1990s and Beyond; Appendix 1: The History of Tobacco Consumption; Appendix 2: Universal Corporation Historical Data on Annual Earnings; Appendix 3: Tobacco Grades Appendix 4: Company OfficersBibliographical Note; Index; A; B; C; D; E; F; G; H; I; J; K; L; M; N; O; P; Q; R; S; T; U; V; W; Y; Z Sommario/riassunto Maurice Duke and Daniel P. Jordan vividly describe the colorful life and times of one of the South's -- and America's -- most important businesses and provide insight into how luck, management practices, and personalities helped the company rise to international prominence. Universal Leaf Tobacco Company, the world's largest independent leaf tobacco dealer, is one of the major buying arms for tobacco manufacturers worldwide, selecting, purchasing, processing, and storing leaf tobacco. The story opens during the aftermath of the Civil

War when Southerners realized once again the worldwide poten