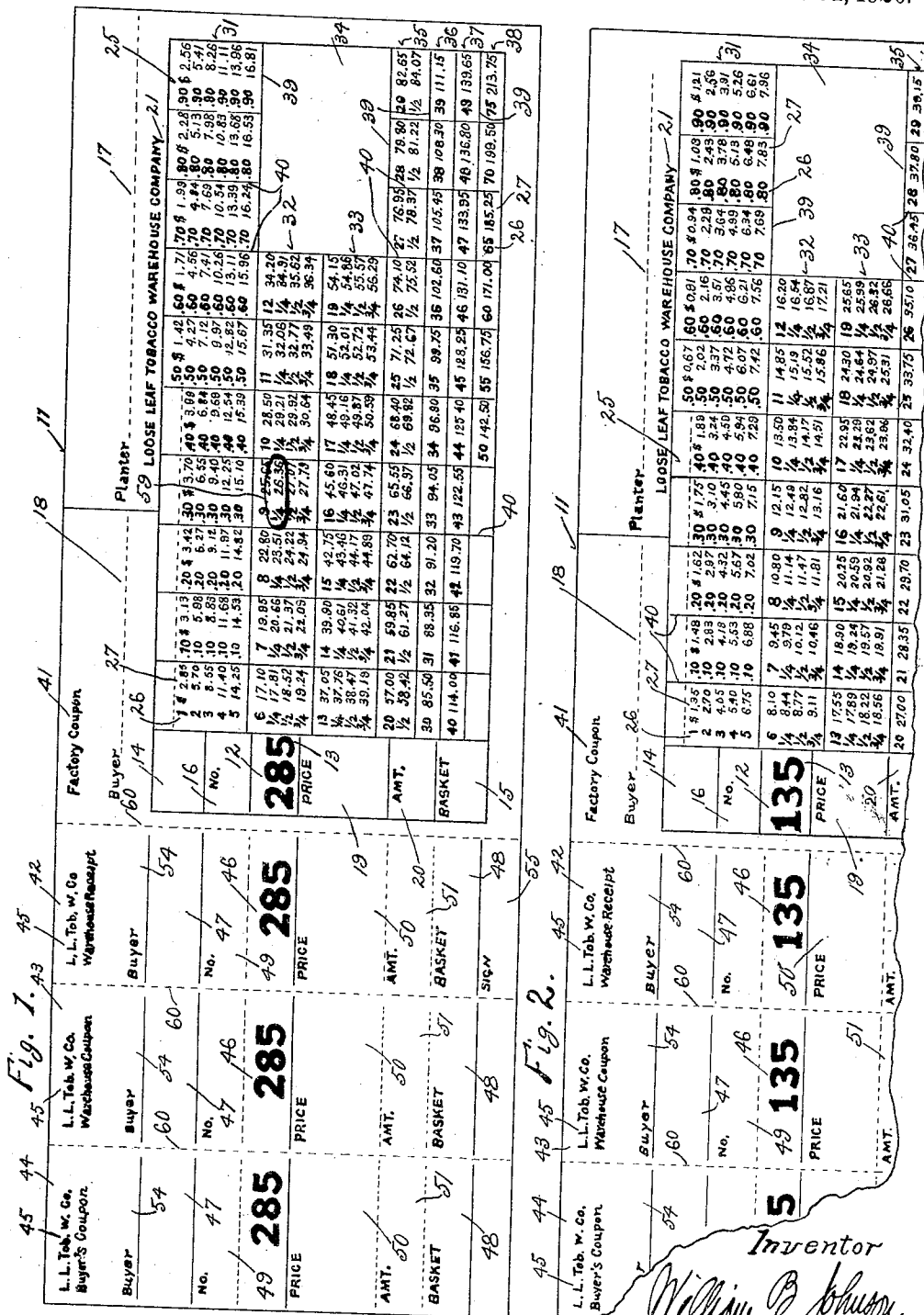


1,381,567.

W. B. JOHNSON.
TOBACCO CHART.
APPLICATION FILED JULY 19, 1918.

Patented Feb. 24, 1920.



UNITED STATES PATENT OFFICE.

WILLIAM B. JOHNSON, OF WALTON, KENTUCKY.

TOBACCO-CHART.

1,331,567.

Specification of Letters Patent.

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To all whom it may concern:

Be it known that I, WILLIAM B. JOHNSON, a citizen of the United States, residing at Walton, in the county of Boone and State of Kentucky, have invented certain new and useful Improvements in Tobacco-Charts, of which the following is a specification.

My invention is applicable for use in connection with the sale of loose tobacco in tobacco warehouses.

It is customary to sell loose tobacco in tobacco warehouses. The tobacco is derived from quite a number of sources, the accounting being made separately with each source. The weights and quantities and grades of tobacco from the various sources differ, the same source often including various lots of different weights and grades.

It is the practice to place the various lots of tobacco, whether derived from the same or different sources, in separate baskets, the tobacco in each basket being weighed. The sale price for the tobacco in the basket depends on its grade and other exigencies of a tobacco sale, which is usually a public sale.

Certain customs prevail at tobacco sales. Among these is the custom of designating the weights of the tobacco in the respective baskets in multiples of a given number of pounds, for instance of five pounds. Thus, if the actual weight of the tobacco in a given lot is two pounds or less above a multiple of five, the overweight above this multiple is disregarded. If the overweight is three pounds or more above a given multiple, the overweight is treated as five pounds, and the weight in the lot is designated as the next higher multiple of five. Fractions of a pound are entirely disregarded. The gradations of weight are, in practice, from five pounds to approximately eight hundred pounds and sometimes a thousand pounds, in multiples of five.

It is customary not to accept any grade of tobacco which will not sell for fifty cents per hundred pounds. The lowest bid received is at this price. Bidding may then advance in fractions of one-tenth of a dollar or ten cents per hundred pounds, until six dollars per hundred pounds is reached, when it may advance in fractions of one-fourth of a dollar or twenty-five cents per

hundred pounds, until twenty dollars per hundred pounds is reached, when the bidding may advance in fractions of one-half a dollar or fifty cents per hundred pounds, until thirty dollars per hundred pounds is reached, whereupon the bidding may advance one dollar per hundred pounds, until fifty dollars per hundred pounds is reached, whereupon the bids may advance five dollars per hundred pounds, no bids of other fractions or denominations than those above mentioned being countenanced or received.

When selling loose leaf tobacco in this manner, there may be a thousand or fifteen hundred or more baskets, sometimes as high as twenty-five hundred baskets, on the floor at a sale. The practice is to walk along the row of baskets and sell two hundred, three hundred or four hundred baskets per hour. Owing to the fact that most of the buyers are in a hurry, because they must reach trains or are desirous of attending other sales, and the fact that the various planters usually have long distances to travel after the sale, the disposal of the various lots takes place in rapid succession.

It has been the practice, heretofore, when selling a basket of tobacco, for two accountants to independently make the calculations of the amount of the sale, this amount being the product of the number of pounds of tobacco in the basket and the price at which sold, the accountants making their calculations independently and comparing their results for verification.

Due to the fact that the various calculations are involved and numerous, there being approximately thirty-two thousand results or values within the range of weights and prices above mentioned, and to the fact that the calculations must be made with extreme rapidity in order to keep up with the numbers of sales made per hour as above mentioned, experts only have heretofore been employed at this work, with the result that the work is very expensive because of the rapidity and accuracy required.

It is the object of my invention to provide means whereby the calculations of tobacco sales are simplified and economy in the sales produced. I accomplish this by providing a chart, of which a series is em-

employed in selling tobacco by means of my invention. I provide a chart or card for each recognized weight of the tobacco lots, that is, each recognized weight of loose tobacco laid in the respective baskets employed at a sale. The chart or card for each weight provided has on it the calculations for that weight at each of the prevalent steps in the scale of prices at which the tobacco may be sold, for instance, as above indicated in the whole numbers and fractions above mentioned.

I prefer, further, to provide notations on the chart or card, as will be hereinafter more fully explained.

The invention will be further readily understood from the following description and claims, and from the drawing, in which latter:

Figure 1 is a plan view of a chart embodying my invention, for a given number of pounds; and,

Fig. 2 is a plan view of another of the charts, for a different number of pounds, the chart being partly broken away.

The charts depicted in Figs. 1 and 2 are two of a series of charts embodying my invention.

The chart comprises a body portion 11, on which there is a space 12 containing a notation, as 13, of the number of pounds of tobacco for which the chart is calculated. In the present exemplification, the chart in Fig. 1 is calculated for 285 pounds. There is a space 14 for insertion of the date of receipt of the tobacco, for instance 11/5/17, if this is desired. There is a space 15, designated "Basket", in which the number given the basket is to be inserted, for instance the number 98; it being understood that each basket in the warehouse has a number differing from the numbers on all the other baskets. The baskets are consecutively numbered, and whatever basket is handiest when the tobacco is received at the warehouse is selected as the receptacle for the tobacco.

There is a space 16 designated "No.", in which the serial number is to be placed, for instance the number 87. This serial number denotes the number given the lot of tobacco in the basket. The lots of tobacco in the respective baskets are given consecutive serial numbers each day in the order in which they are respectively placed in the baskets. These notations show that there are 285 pounds of loose leaf tobacco in the basket, that the basket is numbered 98, and contains Lot No. 87 of tobacco, received on the fifth day of November, 1917.

There is furthermore a space 17 on the body of the chart, designated "Planter", for the insertion of the name of the planter, and a space 18, designated "Buyer", for the notation of the name of the buyer of

the tobacco. This name may be that of the factory buying the tobacco, or the name of the buyer or purchasing agent who acts for the buyer in the purchase.

A space 19, designated "Price", receives notation of the price per hundred pounds at which the tobacco in the basket is sold, and a space 20, designated "Amount", receives the notation of the sum for which the contents of the basket are sold at the stated price.

The body of the chart is also provided with the name 21 of the warehouse conducting the sale.

The body of the chart further comprises a tabulation 25 of the permitted prices per hundred pounds of tobacco, and the products 27 of said respective prices multiplied by the number of pounds noted in the space 12. The prices and products are preferably arranged in groups, determined by the whole number and fractional prices. Group 31 comprises the prices under \$6.00. The prices of this group are arranged in vertical columns respectively of whole numbers and fractions, the fractions being graduated in steps of .10, and the respective whole numbers and fractions thereof and the products thereof respectively being arranged in horizontal columns.

Groups 32 and 33 comprise the prices per unit of weight from \$6.00 to but not including \$20.00, the whole numbers and the fractions applying thereto, and the products thereof, being arranged in vertical columns, the whole numbers and fractions thereof respectively, and the products associated therewith respectively being arranged in horizontal columns.

Groups 32 and 33 are superposed and have a space 34 at their side under the group 31. This space 34 is arranged to receive notations of the supplier of the system or other suitable advertising or information data.

Group 35 comprises the next higher gradations of whole numbers and fractions, namely from \$20 to but not including \$30, in which the gradations are at $\frac{1}{2}$ dollar per hundred pounds, the whole numbers and the fractions and the respective products of the calculations therefor being arranged in two horizontal columns, which are superposed.

Groups 36 and 37 represent the dollar advances in price, namely from \$30 to but not including \$50, with the products thereof arranged in two horizontal columns.

Group 38 comprises the prices from 50 to and including 75 dollars and the products thereof at the given weight, the steps of the gradation being five dollars per hundred pounds. This group is arranged in a horizontal column.

It will thus be noted that the upper and

lower groups are arranged in horizontal columns principally of ten divisions and the intermediate groups of whole numbers and their fractions are arranged in vertical groups, with the space 34 between said upper and lower groups at the side of said intermediate groups.

The groups are separated by group-lines 39, and the groups are subdivided by division lines 40, forming blocks in which the subdivisions of the tabulation are contained.

The chart may comprise one or more detachable coupons. The body of the chart is, in the present exemplification, designated a factory coupon, as shown at 41. Detachable coupons are shown at 42, 43, 44, the coupon 42 being designated a warehouse receipt, the coupon 43 being designated as a warehouse coupon, and the coupon 44 being designated a buyer's coupon. Each detachable coupon has thereon a designation of the tobacco warehouse company, as shown at 45. One or more of the detachable coupons, with either or any of the designations referred to, may be employed, and the balance omitted, if desired.

Each detachable coupon has thereon a designation 46 of the number of pounds for which the chart is calculated, which corresponds with the number of pounds on the body of the chart, and may be provided with a space 47, for insertion of the date to correspond with the date inserted in the space 14. Each of the detachable coupons has thereon a space 48 designated "Basket" in which notation is made of the number of the basket, which corresponds with the number inserted in the blank 15, in the body of the chart. Each detachable coupon has a space 49, designated "No." in which the serial number of the lot of tobacco in the basket is marked, which corresponds with the serial number in the space 16 in the body of the chart. Each detachable coupon has a space 50, designated "Price," in which is marked the price per hundred pounds for which the tobacco in the particular basket to which the chart is applied is sold. Notation of the price at which the tobacco is sold is made in each of the spaces 50 to correspond with the notation made in space 19. Each detachable coupon has a space 51, designated "Amount," in which the total amount or product of the price multiplied by the number of pounds of tobacco in the basket, is marked, which corresponds with the marking of the sum in the space 20 of the chart.

Each detachable coupon is provided with a space 54, designated "Buyer," for the insertion of the name of the buyer of the tobacco contained in the particular basket to which the chart is applied.

The coupon 42, which is the warehouse receipt, is provided with a space 55, in which the direction "Sign" is noted, which space is

arranged to receive the signature of the purchaser, or his agent, to whom the tobacco in the basket is delivered, and acts as a receipt from the purchaser to the warehouse company.

In practice, in employing my invention, as many tabulated charts are furnished by the supplier of the system as are represented by the various weights per basket which the tobacco warehouse is arranged to sell. These weights, as hereinbefore stated, are in multiples of five pounds.

A cabinet is provided with pigeon-holes, each pigeon-hole being provided with as many cards or charts of a given number of pounds as are liable to be used during the season or at the sale, or a number of sales, the idea being to have a sufficient supply of each chart on hand to accommodate the probable number of weights of baskets of tobacco and the number of baskets of each weight as are liable to be offered at any given sale. The cabinet is arranged to contain as many pigeon-holes as there are permitted weights, instanced hereinbefore as in multiples of five pounds, ranging from five pounds to approximately eight hundred or one thousand pounds, depending on the custom of the particular market.

The card or chart instanced in Fig. 1 of the drawing is one for a basket containing 285 pounds of tobacco, and the card or chart instanced in Fig. 2 is another of the series of cards or charts, being the one for a basket containing 135 pounds. In my improved system the chart for each one of the units of weight, in the present instance each weight of from five pounds to eight hundred or a thousand pounds, contains the products of calculations thereon of the given number of pounds, for which each chart is intended, multiplied by the prices per pound, hereinbefore designated, so that each chart has the products thereon for its given number of pounds calculated at all prices, all the charts or cards forming the series of charts of my invention.

The cabinet is arranged close to the weigher's stand. When the loose leaf tobacco is delivered at the warehouse, it is placed in one or more baskets, depending on its grade and the amount of tobacco of each grade. The basket of tobacco is weighed and a card is selected from the cabinet, corresponding with the weight determined on. I shall instance that the weight determined on is 285 pounds, so that the card selected for that given basket is a card like that shown in Fig. 1 of the drawing. The name of the planter is inserted in the space 17 in the body of the chart. The number of the basket is inserted in the spaces 15 and 48, respectively in the body of the card and in as many of the coupons as may be employed. The serial number of the lot of tobacco is inserted in

the blanks 16 and 49, designating the number given the lot of tobacco contained in the basket.

The card is then laid on the basket of tobacco and the basket of tobacco is placed on the floor of the warehouse in its proper place in connection with other baskets, so as to be ready to be sold when the auction or sale takes place.

At the sale, as hereinbefore stated, great numbers of baskets of loose leaf tobacco are sold within a short space of time, my invention permitting this to be done expeditiously and in convenient manner and without the likelihood of errors occurring. When a given basket has been sold, the price per hundred pounds is inserted in the space 19 marked "Price" in the body of the chart, and the name of the buyer is inserted in the space 18. This is usually done by the ticket marker. This price may be instanced as nine and a quarter dollars per hundred pounds. The ticket-marker or usually another clerk, immediately refers to the notation of nine and a quarter dollars in the tabulation, opposite which notation the amount or total \$26.36, the amount of sale for the entire basket of tobacco, is found without calculation. He thereupon marks the price and the amount in the tabulation with a mark thereabout, as shown at 59, and carries down the amount or sum, namely \$26.36, into the space 20, representing the amount of the body of the chart.

The data of the sale is then duplicated by some one other than the ticket-marker on all of the coupons, which may be done before returning the chart to its basket, or the ticket-marker or other clerk may return the chart to the basket and the duplication of the information on the coupon may be supplied later.

All calculations however are avoided, so that any careful clerk may supply the data relating to the basket just sold, thereby dispensing with the high priced expert calculators and accountants, which have heretofore been employed for making the calculations of each basket as the same is sold, and avoiding the employment of two such expensive calculators or accountants, so that their separate results may be compared for verification.

As soon as the sale of the tobacco in the basket is completed and the data filled in the spaces on the card, the end coupon 44, marked buyer's coupon, is detached and given to the person bidding in the tobacco, who is usually a buyer for a tobacco factory, and serves as a memorandum of the sale.

The warehouse conducting the sale detaches the coupon 43, marked warehouse coupon, for its records, having first inserted the name of the buyer in a suitable book of permanent record, in which the other data

on the coupon is also transcribed after the sale of the tobacco in the basket has taken place.

When the tobacco in the basket is called for or delivered, the person receiving the tobacco signs the warehouse receipt, the signed coupon being retained by the warehouse company as its receipt for delivery of the tobacco.

The body of the chart, which preferably also serves as a factory coupon, accompanies the tobacco and is forwarded to the factory purchasing the tobacco as a complete record of the sale and a verification of the price and its calculation.

The cards or charts shown in the drawing are for weights of 285 and 135 pounds. It will be readily seen that my invention is applicable to the system regardless of the number of pounds represented by the chart. The various charts, of which there would be two hundred to accommodate weights of five to one thousand pounds in gradations of five pounds, form a series of charts, each of which contains the data hereinbefore described and each of which has thereon a tabulation of all the prices hereinbefore mentioned and the products of said respective prices multiplied by the number of pounds noted on the chart. The prices are preferably given more prominence than the products, as by being printed in heavier type, as indicated in the drawing, so that the particular price per unit of weight at which the tobacco is sold may be readily found on the chart.

The chart may be provided with suitable perforations to permit ready separation of the coupons from the body of the chart and from each other.

Having thus fully described my invention, what I claim as new and desire to secure by Letters Patent, is:

1. A tobacco chart having notation thereon of a given weight, and a tabulation of a scale of prices and the values of said weight of tobacco at said respective prices in proximate association, and said chart having notation thereon of the selling agency and a plurality of appropriately designated spaces to receive notations of ownership at different times of the tobacco.

2. In combination, a tobacco chart for use in sales of loose leaf tobacco in baskets, said chart comprising a body portion and a series of coupons, said body portion and said coupons each having notation thereon of a given number of pounds, said body portion having a tabulation thereon of a scale of prices per unit of weight and the values at said respective prices for said number of pounds, said body portion and said respective coupons having appropriately designated spaces thereon for notation of the number of a basket, the serial number of

the tobacco lot in said basket, the price per unit of weight, and the value of said number of pounds at said price, said body portion further having thereon an appropriately designated space for insertion of the name of the planter and an appropriately designated space for insertion of the name of a buyer, and one or more of said coupons having thereon a space designated similarly to said last-named space for duplication of the name of the buyer.

3. In combination, a tobacco chart for use in sales of loose leaf tobacco in baskets, said chart comprising a body portion and a series of coupons, said body portion and said coupons each having notation thereon of a given number of pounds, said body portion having a tabulation thereon of a scale of prices per unit of weight and the values at said respective prices for said number of pounds, said body portion and said respective coupons having appropriately designated spaces thereon for notation of the

number of a basket, the serial number of the lot of tobacco in the basket, the price per unit of weight, and the value of said number of pounds at said price, said body portions further having thereon an appropriately designated space for insertion of the name of the planter and an appropriately designated space for insertion of the name of a buyer, one or more of said coupons having thereon a space designated similarly to said last-named space for duplication of the name of the buyer, and one of said coupons having thereon an appropriately designated space for signature for constituting said coupon a receipt.

In testimony whereof, I have hereunto signed my name in the presence of two subscribing witnesses.

WILLIAM B. JOHNSON.

Witnesses:

THERESA M. SILBER,
JAMES J. FITZPATRICK.