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ESTABLISHED 1896.

The CIGARETTE WORLD & TOBACCO NEWS.

THE
RETAILERS
JOURNAL.

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Published on the 15th of every Month.

FOR

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APPLY TO

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Sole Agent for the United Kingdom:

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Royal Navy (Jamavana) Blend.

Packed in 1 oz. Packets and 2 oz. and 4 oz. Tins.

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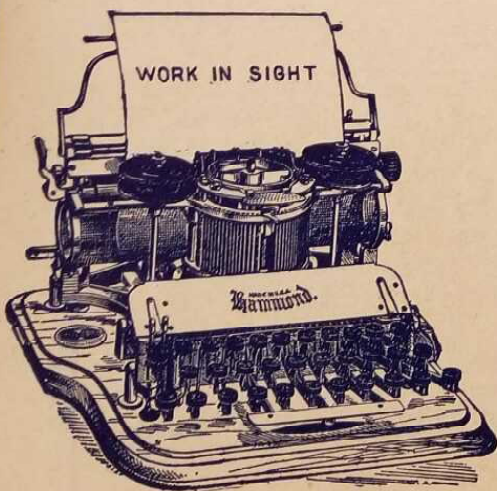
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We have a fine selection of BRITISH, MEXICAN, INDIAN, and MANILA CIGARS. If you are open to purchase, may we have the pleasure of quoting?

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Who are not connected with any
Trust or Combine.

The Cigarette World AND TOBACCO NEWS.

APRIL 15th, 1907.

All Communications to be addressed to Offices of "Cigarette World," 32, The Broadway, Wimbledon, S.W.

Blocks should be sent direct to
Messrs. Chorley & Pickersgill, Ltd., The Electric Press, Leeds.

The Editors will be pleased to consider any articles which may be submitted on subjects of interest to the Trade. Prompt payment will be made for those accepted. MSS. must be clearly written on one side of the paper only, and stamps should be enclosed for their return in case of rejection. Designs for Advertisements are specially desired.

Advertisements of which proofs are required should reach us on the 8th of the month; samples can be dealt with up to the 10th.

"JOHN BULL" AND THE IMPERIAL TOBACCO TRUST.



WHEN the tobacco war started this journal as in duty bound took up the side of British manufacturers, though we felt it right to point out the danger to the trade and to the public which might result from so powerful an amalgamation as the Imperial Tobacco Company unless its directors pursued a much more liberal-minded policy than is usual in such cases. After the so-called victory, we kept a watchful eye on the big "combine," and from time to time criticised its policy fearlessly

**"DE RESZKE" CIGARETTES.—POPULAR AND PROFITABLE.—WRITE FOR SAMPLES AND PRICE LIST TO
J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.**

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TADDY & CO.,
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PACKET SHAGS, PACKET BIRD'S EYE, &C.
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Flaked and all Descriptions of Fancy Tobaccos in Embossed
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and impartially. We did this despite the fact that we were deriving a considerable profit from its advertisements, and we soon found that our independent attitude was resented. After a time we were obliged to deal trenchantly with the infamous campaign which was entered upon to capture the Irish roll trade by reducing prices below cost, and we pointed out the grave danger to which one of the few flourishing Irish industries was exposed. Soon afterwards exception was taken to one of our leading articles, which was not aimed at the Imperial alone, but also referred to other manufacturers who had treated the retail trade unfairly as to profits. As a result we lost, as we fully expected, the advertising contracts of all the firms united in the Trust. In short, because we declined to be dictated to as to our policy, and applied very necessary criticism to the Trust in the interests of the trade which it is our object to serve, we were punished for our presumption in the hope that our feeble efforts would be crushed. This hope was, however, not realised, and we have every reason to congratulate ourselves on the sympathy and support we have received since our final rupture with the controlling forces of the "combine." We do not impute motives, we do not even comment, but we merely state the fact that all this time we were alone in our policy, and the other trade journals made little, if any, attempt to obtain justice for the trade from the Imperial. As time wore on the disgraceful doings of the American Tobacco Trust, one of the worst among the many trusts which are strangling American industries and making vast fortunes by every kind of corruption, caused them to be brought to book. The American trade journals, and most of the American outside Press, remained silent, and only very meagre reports were obtainable. There was, however, a conspicuous exception, *Tobacco* of New York. This journal refused to accept any advertisements from the American Tobacco Company, and gave a faithful account of the successful prosecutions instituted against it, which we have reproduced in our columns. None of these accounts were ever published in any paper in this country except *The Cigarette World*. Truly a strange conspiracy of silence, and it appeared stranger yet when nearly every newspaper in the country turned out many columns daily about the iniquities of the Soap Trust. We began almost to despair, and to wonder why it was that a Soap Trust should be so terrible a thing while a Tobacco Trust was not even thought worthy of mention. At last, however, a paper has been found to deal openly with the Imperial. Our bright and entertaining contemporary, *John Bull*, has published one or two articles which we reprint elsewhere which put the case against that concern both ably and forcibly. We are glad to notice that the writer draws attention, as we have often done, to the way in which Yankee influence has continued to control the directors, and has introduced Yankee methods. We invite our readers' careful attention to these articles, and we shall gladly supply copies of this issue free of charge in case anyone wishes to give a friend the opportunity of reading the truth. The following paragraph referring to the conduct of the Imperial towards Irish manufacturers should

bring home to the mind of every thinking person the evil results of the Trust, and should open the eyes of the public as to what would inevitably happen should the trade get entirely into its control:—

"The move killed those who had manufactured roll and pigtail only. Old-established firms, which for generations had descended from father to son, had to give up manufacturing and become middlemen. Many hung on till ruin stared them in the face, and having lost their all have themselves become workmen. One manufacturer endeavoured to form a second combine, but without success. He is now a clerk, glad to earn a few pounds a week by serving the Trust he opposed!!"

The second article has particular reference to the policy of the Trust in Havana, and it will be found, we are sure, most interesting to our readers.

It only remains to express our thanks to the proprietors of *John Bull* for the service they have rendered to the trade and the public by their timely exposure of the methods of the Imperial. Their trenchant criticism will be of the utmost value, and will, we hope, awaken many in the trade from their apathy. We need not point the moral at any length. We have often said that unless retailers shake off the shackles of the Trust they will sooner or later have a terrible awakening. At present they are living, or rather existing, in a fool's paradise, and are duly grateful for the bonus bribe they receive. A day will come when there will be no bonuses and lower profits if they help the Imperial in its attempt to crush out competitors. Let them support independent manufacturers from whom they can get better articles and higher profits; if they do not then they only have themselves to blame for the consequences.

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Probably before our readers have had time to digest this issue the budget will have appeared and all doubts cleared up. Things have panned out even better than was expected, and Mr. Asquith has undoubtedly one of the best opportunities ever given to a Chancellor of the Exchequer. He has already shown himself so sound a financier in putting down wasteful expenditure, and more particularly in resuming the operation of the Sinking Fund, that we have every reason to hope for the best. We must perhaps be prepared for some little disappointment as to relief of taxation, but if Mr. Asquith shows himself determined to restore our national credit we can easily put up with that disappointment. The present depressed price of government securities, despite all the reasons given by omniscient writers, is in our view a very serious matter indeed, and has caused very heavy losses to those least able to bear them, and a rise of a few points in our premier security would restore the confidence of the investing public and bring about a healthier state in all the markets. We believe that the policy to be announced will command the support of the country, and that it will be found to be directed towards the points we have indicated, and we are content to patiently await the Chancellor's speech.

THE MARQUIS OF HEADFORT WRITES:—"THE 'DE RESZKE' CIGARETTE IS OF VERY NICE FLAVOUR AND IS PLEASANT TO THE PALATE."

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MIXED PARCELS.

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Opening orders a speciality. No shop complete without them!

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In consequence of a number of people in the TRADE calling themselves the
TOBACCONIST SUPPLY SYNDICATE,
and to save the trouble of answering correspondence on the subject, we
beg to inform our Customers and the Trade generally that the

TOBACCONIST SUPPLY SYNDICATE

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— E.C. —

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263, Portobello Road, W.
52, Bolsover Street, W.
20, Sussex Place, South Kensington.
43, High Street, Putney, S.W.
115, Old Kent Road, S.E.

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Trade News and Notes.

LADY DESART has started tobacco growing in county Kilkenny. Her brother-in-law, Mr. Otway Cuffe, is managing the industry for her. Successful experiments in tobacco growing in Ireland have already been made by Colonel Everard in Westmeath.

GOLD MEDALS FOR TOBACCO.—The Ardath Tobacco Company, of State Express Works, London, has just received high recognition of the quality of their tobacco and cigarette manufacture. At the New Zealand International Exhibition, which has attracted many thousands of visitors from all parts of the world to Christchurch, special awards and gold medals have been granted to the Company for the following:—State Express Virginian cigarettes, Ardath smoking mixture, Quo Vadis Turkish cigarettes, and Ardath Cabinet Cigars.

NEW SWANSEA TOBACCONIST'S SHOP.—Gentlemen in the west end of Swansea will be pleased to hear that a first-class tobacconist's shop and hairdressing saloon has been opened in St. Helen's Road, near the Hospital, by Mr. Edwin Hall, where all smokers' wants can be supplied. Mr. Hall has had 13 years' experience with Messrs. Sanders ("Tit-Bits") in Castle Street, and has won several prizes in window dressing competitions. His shop is of the first-class order, whilst his hairdressing saloon is fitted up in the best possible style, and superintended by first-class hands.

Mr. HENRY GIBSON JALLAND, of the Old Rectory, Caister-on-Sea, Great Yarmouth, late Chairman of Messrs. Jalland & Co. Ltd., wine merchants and cigar importers, of Goose Gate, Nottingham, who died last February, aged 62, left estate valued at £57,204 gross with net personalty £13,651. The testator left £2,000 each to his brothers, Dr. William Hamerton Jalland, F.R.C.S., D.L., M.P., of York; Mr. Alfred Ernest Jalland, and Mr. Robert Arthur Jalland; £200 to his servant, Elizabeth E. Smith; £500 for the benefit of the poor of Caister, and £200 each to the Nottingham General Hospital, Nottingham Dispensary, and Wine and Spirit Trades' Benevolent Institution.

VAGABOND ATHLETIC CLUB.—TOBACCO TRADES LEAGUE.—Vagabond (A. Baker & Co. Ltd.) entertained Myrtle Grove (Taddy & Co.) at East Finchley, on March 18th, and won by three goals to two goals (previous game was one all—draw). Owing to the gusty nature of the wind, which was across the pitch, nothing can be said about the quality of the play, and the issue was with the team that could control the ball longest, which, by the way, seemed very lively. The visitors opened the scoring with a hard drive soon after the start. The home team quickly equalised, scoring the next. In the same turn the "Vags." winning goal was luckily got. W. Crowe secured and tried, but hit the upright, the ball rebounding to De Meza, who sent it to the custodian, who had no chance to handle. Rebounding from him the ball was secured by Procter,

who had run up just in time to twist it into the corner of the net. The Vagabonds have started a cricket club (average 17, very weak). The hon. secretary would be glad to receive open dates from clubs of the same strength in the borough. All away matches. Hon. Secretary, A. E. Hillsdon, 24, Stavordale Road, N.

TOBACCO GROWING IN BARONY OF FORTH. **PROBABLE PURCHASE OF LAST YEAR'S CROP BY MESSRS. GALLAHER, LTD.**—The crop of tobacco grown last year for experimental purposes in the Barony of Forth has turned out, after three weeks' maturing, in every respect up to the standard expected, and it is anticipated that there will be an increasing demand for Irish-grown tobacco this year. Messrs. Gallaher, Ltd., of Belfast, seem to be anxious to give the home-grown tobacco a trial this year, and Mr. Gallaher, the head of this renowned tobacco firm, notified his intention of visiting the tobacco curing station at Lough, where the crop is at present stored. A Committee representing the growers was appointed to meet Mr. Gallaher, who was accompanied on the occasion by Mr. E. N. Keller, tobacco expert. Samples

of the tobacco of various grades were submitted to Mr. Gallaher, who spoke very highly of it as regards "body" and colour. The growers feel confident that the crop this year will prove a very remunerative one, and the enterprising people of the Barony of Forth are to be congratulated on their tact, resourcefulness, and skill in bringing to such a highly satisfactory state the cultivation of the "weed," the growth of which had heretofore been prohibited in this country. It is understood that the Tobacco Growers' Society, through their energetic Secretary, Mr. W. J.

Lambert, is in communication with several prominent Irish tobacco manufacturers with a view to the disposal of the crop for home consumption, and it is believed it is only a matter of some months until the "weed" of the Barony of Forth will ascend in curling ringlets from the "pipe of peace" of the farmer, the labourer, and the artisan. May its price be reduced, that we may the more luxuriously enjoy its cooling incense both night and day.

TOBACCO TRADES' COUNCIL.—March 28th. Limited by guarantee. Unlimited number of members. Liability, 1s. As title. T. Gallaher is the first president, B. Baron vice-president, and H. J. Nathan Director of Council; 10, Throgmorton Avenue, E.C.

THE PRICE OF TOBACCO.—Interviewed at Belfast recently, Mr. Thomas Gallaher, head of Gallaher, Ltd., described as "nonsense" the suggestion that the alleged short stocks of tobacco would lead to an early increase in retail prices. The war between the combine and the independents, he said, was still too keen to admit of this. Mr. Gallaher believes that in the forthcoming Budget there will be no alleviation of the present duty, but he thinks the Chancellor of the Exchequer may grant an increased allowance on tobacco offal.

CONNOISSEURS SMOKE

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HIGH-CLASS
CIGARETTES.

PURVEYORS TO HIS HIGHNESS



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GOLD MEDALS, CROIX BIJOUX, CROIX D'HONNEURS,
DIPLOMES D'HONNEURS, &c., &c.

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Tel. Address—TEOFANI, LONDON. Tel. No. 2783 AVENUE.

THE JAPANESE EMBASSY:—"VISCOUNT HAYASHI HIGHLY APPRECIATES THE 'DE RESZKE' CIGARETTES."

Fires.

FIRE AT SOUTH SHIELDS.—A fire occurred recently on the premises of F. W. Thew, tobacconist, Mile End Road, South Shields. The Fire Brigade, on arriving, found that a large quantity of matches were on fire. One jet of water was got to work, and the flames extinguished. Some damage was done to the stock and fixtures.

FIFTY THOUSAND CIGARS SPOILED BY FIRE.—A fire broke out at one o'clock on the afternoon of March 28th in the premises of Messrs. Frankau, cigar merchants, at 30, Gracechurch Street. The flames had their origin in the office of the managing director, Mr. Gilbert Frankau, on the first floor, and though they were speedily quenched it was found that about 50,000 cigars of the "H. Upmann" brand, valued at £3,000, which were packed in cabinets in the room, were rendered useless by the combined effects of fire and water.

Foreign.

GERMANY.—According to a report by the Belgian Consul-General at Munich, tobacco cultivation in Bavaria is steadily increasing, the area of that plant in 1906 being 224,581 ares, or 68 ares more than in the preceding year; the number of tobacco growers is now 8,476, as compared with 8,273 in 1905. Are = .0247 acre.

PARIS NOTES.—"Caporal" tobacco has been put on the market by the French State which is advertised to contain no nicotine. Experiments performed on hapless rabbits tend to prove that this is the case. An infusion of ordinary "Caporal" tobacco was injected into the veins of a rabbit and at bunny's demise, five weeks later, his aorta was found covered with large spots, due to arterio sclerosis. Inferentially, all smokers of ordinary "Caporal" have their arteries in the same state. On the contrary, another rabbit throve upon injections of a solution of the new tobacco containing no nicotine, and when he was slaughtered two months later his aorta was spotless.

INDIAN TOBACCO INDUSTRY. A FACTORY TO BE ESTABLISHED AT MONGHYR.—An important attempt is about to be made in the Indian tobacco cultivation. A well-known tobacco concern, after a series of exhaustive experiments, has decided to establish a factory for the manufacture of tobacco and cigarettes. American experts are sent for to study the industry. As a result of the visits and inquiries made, a factory on up-to-date lines is now being constructed at Monghyr. At first, only imported leaf will be dealt with in the factory. The intention is to cultivate a seed from imported and indigenous seed, and when the crops are available, to put on Indian market an article, Indian in every sense of the word. Monghyr shows, in the manufactory, a centre, because the climate is eminently suitable, it is within easy reach of a large tract of country, practically untouched by the trade in the finer kinds of tobacco. The venture is undoubtedly one of great possibilities.

CANADIAN TOBACCO.—Mr. H. D. Van Sant, the United States Consul at Kingston, says that during 1906 the tobacco trade in that part of Canada was exceptionally brisk, the amount of cigars manufactured in Kingston, and in fact, throughout Ontario, being scarcely equal to the demand. Several leading cigar makers state that "green" cigars are turned over to the trade as soon as made on account of rush orders. Thus far the efforts to raise a domestic tobacco equal in quality to the tobacco raised in the United States has not met with the degree of success anticipated. It is said that cigars in this district

are made almost entirely of a mixed American and Canadian tobacco, and entirely of Wisconsin or Connecticut binders. The latter is said to be the best binder tobacco imported into Canada from the United States. In 1906 Canada manufactured 3,178,725 lbs. of tobacco and 1,031,110 cigars from home-grown leaf; and from domestic and foreign leaf tobacco in combination, or mixed foreign and domestic leaf, 1,845,272 lbs. of tobacco, 9,630,795 cigars, and 7,161,500 lbs. of cigarettes.

TURKISH MATCH MONOPOLY IS SNUFFED OUT BY FOREIGN OFFICE. THE FOREIGN OFFICE WILL OPPOSE, SO THAT ANY MONOPOLY IS HOPELESS.—With reference to the gamble in New Founders' shares, to which we alluded in a recent issue, the *Globe* has stated that early this month a Stock Exchange firm wrote to the Under-Secretary of State for Foreign Affairs this letter:—"In the interests of the investing public we beg to draw your attention to certain rumours which have from time to time been recently circulated on the Stock Exchange to the effect that His Majesty's Government have given their consent (by withdrawal of their protest under the provisions of the Berlin Treaty) to the granting of a monopoly for the sale of matches in the Ottoman Empire to an English syndicate, which rumours have neither been officially confirmed nor denied." The firm pointed out that, in presence of the fact that a huge premium for the shares of the syndicate claiming to own the concession had been established on the strength of this rumour, it seemed that some denial or confirmation was due from the Department. Two days later the subjoined reply came to hand:—"Gentlemen,—I am directed by Secretary Sir E. Grey to inform you, in reply to your inquiry of the 6th inst., as to a rumoured modification of the policy of His Majesty's Government with regard to the establishment of a match monopoly in Turkey, that the policy of His Majesty's Government has undergone no modification in this respect; and that all reports as to a cessation of opposition on the part of His Majesty's Government to the establishment of such a monopoly are without foundation.—I am, gentlemen, your most obedient humble servant, (Signed) E. GORST." Explanations by the responsible parties are now being awaited with more than ordinary interest.—*Financial News.*

THE RUSSIAN CIGARETTE.—The quantity of cigarettes smoked in Russia is almost incredible, and they are practically the only form of smoking indulged in by all classes, and it is not too much to say that the average number smoked would not fall short of 150 a week for every male over 15 years of age. The cigarettes are small, 1 lb. of tobacco sufficing for about 1,000. They are composed of paper tubes, ready rolled, usually, with a cardboard mouthpiece, the tobacco being inserted in the tubes either by hand or by a machine. The preparation of these paper tubes, which are called *gilzy*, is a separate industry, the principal local centre of which is Brest Litovsk. The reason that this business flourishes especially at Brest is that 80 per cent. of the local population there are poor Jews, owing to which labour is excessively cheap, besides which the position of the town at the junction of six lines of railway facilitates the import of materials and the export of the readymade article. This industry was first started at Brest, in 1880, by one, Samuel Rubinraut, who in that year began to make such tubes, or *gilzy*, of ordinary cigarette paper by hand. Having subsequently invented a simple machine for filling the tubes with tobacco, the business grew so much that within a short time he was giving employment to 200 hands. Other factories were opened, and in 1904 a machine was invented for making tubes with the cardboard mouthpiece ready inserted at one end, the machine being worked by petroleum motor. The number of workmen employed has varied according to the method of production. In a factory where, when all was done by hand, 100 men were employed, only 70 were required after the introduction of the first machinery, since the invention of the new machines in 1904 this number

THE EARL OF PEMBROKE CONSIDERS THAT THE "DE RESZKE" CIGARETTES SHOULD "MEET WITH GENERAL APPROVAL."

LORD REGINALD HERBERT WRITES:—"I FIND THE 'DE RESZKE' CIGARETTES VERY NICE."

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has been further reduced to 30. In all, from 600 to 700 hands are employed in this industry at Brest. They work usually in two shifts, an eight hours' day having been in force since July 1st, 1906. There are at present at Brest six larger factories, employing machinery of the latest type, with motor power, several smaller without motors, and 12 workshops in which only the old-fashioned machines are used. The output of one of the larger factories is from 100 to 400 cases a week, a case containing 40 boxes, with 250 tubes (gilzy) in each. The total production of gilzy at Brest at the present time is estimated at 150,000 cases, with 10,000 gilzy in each, of a total value of 600,000 roubles. For making the gilzy the materials required are cigarette paper, cardboard for mouthpieces and boxes, cotton wool and labels. The cigarette paper comes in bales from Warsaw, St. Petersburg, and Berditchev; cardboard from Vilna, Riga, and St. Petersburg. The cotton wool comes from Lodz and Bialystok. Besides local demand, there is an export of these gilzy to the Far East.

GERMAN CIGAR FACTORIES. NEW STRINGENT REGULATIONS.—Realising that unclean or insanitary conditions of employment may prove a serious menace to the health of the community, the German Federal Council has passed a set of stringent regulations with regard to establishments in which cigars are made, sorted, or packed. Employers are forbidden to allow the workrooms, storing rooms, or drying rooms to be used as sleeping, living, or cooking apartments. The premises in which work is carried on and the approaches to them, when under the same roof as sleeping rooms, &c., must be provided with doors closing automatically, dividing the working from the dwelling rooms, and these doors must be kept closed during the working hours. A number of conditions are laid down with regard to the height, construction of flooring, air space, and ventilation. To prevent as far as possible danger to the health of employees from the inhalation of particles of dust, no tobacco may be used except in a moist state, and (so that it may not become dry) it must be brought into the workrooms only in sufficient quantities for one day's work. Three times daily the rooms must be closed for at least half an hour on each occasion, and during these periods the windows must be thrown wide open thoroughly to ventilate the rooms, and it is also laid down that the walls, ceilings, and floors must be thoroughly cleaned at least three times in the year. Spittoons must be placed in the workrooms, and near by, or in the rooms, facilities for washing, &c., must be provided. Women and young persons can only be employed when they are directly engaged by the employer. No one is allowed to receive their wages for them, except in the case of husbands, fathers, or brothers working in the same factory. These regulations are to come into force on May 1st.

Police.

NOT A SERIOUS MATTER.—John Banfield, a tobacco-nist, of North Woolwich Road, was summoned by the Commissioners of Customs for having in his possession and selling a quantity of cavendish tobacco containing liquorice, a material and ingredient prohibited for use in the manufacture of that class of tobacco in the United Kingdom. Mr. T. H. Ward prosecuted. The defendant, pleading guilty, said that he took the tobacco in part payment of some groceries he had supplied, and he was not aware that there was anything the matter with it. He exposed it for sale, and had not been guilty of any concealment in the matter. Mr. Gillespie said he did not think the case was a serious one, and he would impose a fine of the treble value in each of the four summonses—a total of £2 7s. 6d. in all.

WILLIAM WALLIS, traveller, employed by Messrs. Nuthall & Co., merchants, Kingston-on-Thames, was summoned at the Chertsey Petty Sessions recently for selling two pounds of tobacco without a license. The Inland Revenue Commissioners, for whom Mr. J. H. Shaw appeared, prosecuted. It was explained that the case was taken under the Tobacco Act, 1842, whereby no person can offer or hawk tobacco without being a licensed manufacturer. The practice complained of went on to a considerable extent, and the Board of Inland Revenue determined to stop it. Defendant entered the Blue Anchor Inn, Byfleet, on February 12th, and asked the landlord what he could do for him. The landlord bought a pound of tobacco, paid defendant, and received a receipt. Defendant admitted the sale. The defence was that the tobacco was part of tobacco which had been ordered by another customer, but had been returned to defendant, who sold it to the landlord. For Messrs. Nuthall it was stated that travellers had instructions not to supply tobacco, except on order. Defendant was fined £2 and costs.

STATE EXPRESS CIGARETTES.

Series:

No. 555 No. 999 Nos. III & 222
(Standard Quality). (Extra Quality). (By weight only).

ARDATH SMOKING MIXTURE.

MEDIUM (Standard Strength). MILD AND FULL.

Quo Vadis CIGARETTES.

Series:

GRADE 50 GRADE 100 GRADE 18
(Standard Quality). (Extra Quality). (By weight only).

Gold Medals: LONDON (1905-6), NEW ZEALAND (1906-7).

Write for Price List No. 90, revised up-to-date, to the

Manufacturers:—

ARDATH TOBACCO COMPANY,
Worship Street, LONDON, E.C.

A DARING BURGLARY. BIG HAUL OF CIGARS.—During the Easter Holidays a daring burglary was committed on the premises of Messrs. Abdulla & Co., the well-known cigar importers and cigarette specialists, of 9, New Bond Street. All the circumstances point to the robbery having been most carefully planned and to the thieves being expert cracksmen. Entry to the premises was obtained by forcing the front door in Bond Street, and the burglary must have been carried out with the greatest expedition, seeing that a constable on duty passes the premises every few minutes. The door of the shop was discovered by the police to be partially ajar early in the morning, and

"DE RESZKE" CIGARETTES.—A CAPITAL SELLING LINE.—SAMPLES AND PRICE LIST FROM J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.

Mr. Grove, one of the directors of the company, was immediately summoned. On his arrival it was found that a big haul had been made by the thieves, goods to the value of several hundred pounds having been carried off. The glass in several of the showcases in the front shop had been smashed, and the cases were for the most part stripped of their contents. The articles stolen comprised two gold medals awarded to Messrs. Abdulla at international exhibitions, a large number of amber cigarette tubes, of which the firm claim to have the most valuable collection in the world, gold and silver-mounted meerschmum pipes, and a stock of the finest brands of cigars and cigarettes manufactured. The burglars were apparently connoisseurs of good smoking material, for they had carried away only the very best of the stock and left a large number of the less choice cigars and cigarettes strewn about the floor. Evidently apprehensive of being discovered the thieves did not explore the upper premises, or the loss might have been more serious than it is. Scotland Yard officers now have the case in hand, but up to the present no arrest has been made, and the firm are considering the advisability of offering a substantial reward for the apprehension and conviction of the burglars. Among the goods stolen was a valuable stock of cigars that had already been sold to West End customers, but were being held in reserve pending the return of the purchasers from places abroad, whither they had gone to spend Easter.

POLICE RAID ON AN ALLEGED BETTING HOUSE. A FINE OF SIXTY POUNDS.—In the Northern Police Court, Dublin, on April 3rd, before Mr. Mahony, Simon Byrne, tobacconist, was charged by Inspector Lenihan, Police-Sergeant Whyte, 26 C, and Constables Keogh, 159 C, O'Connor, 225 C, and Cunningham, 142 C, that, being the owner and occupier of the shop and parlour, 78, Great Britain Street, he used them on the 1st instant and on divers other prior dates for the purpose of money being received in connection with betting transactions relating to horse-racing, and John Byrne, Elgin Road, agent, and Patrick Heron, 11, Grenville Street, army pensioner, were charged with having been found in the shop, and with using and haunting the office, which was then being used as a betting house. Mr. Tobias prosecuted, and Mr. Harrington, M.P. (instructed by Mr. M. J. O'Farrell), defended. Inspector Lenihan deposed that he knew 78, Great Britain Street, where Simon Byrne carried on business as a tobacconist. On the 1st instant, about 1.30 p.m., witness entered the shop on the authority of the warrant (produced). There were several races on in England and Ireland that day, including Fairyhouse. He found in the shop the three defendants. Simon Byrne was behind the counter, and the other two were outside. He told Simon Byrne that he had information that he was carrying on betting again, and that he had a warrant to search the place. Simon Byrne denied it. Witness found £43 16s. 11½d. in the till and in his pocket. In a geranium pot, under some moss, and under an artificial flower he found three betting docket (produced). In each of the purses (produced) he found a betting docket, which contained the names of horses. One of the dockets had the name "Gourd" on it, and "5s. to win." "Gourd" was the name of a horse running at Kempton Park races. Another docket had the name "Black Ivory" and other writing—the names, he thought, of two more horses. A man named Traynor came into the shop and went to hand Simon Byrne a docket, but the latter declined to take it. Witness asked Traynor what the docket was, and Traynor said "a rent receipt." Sergeant Whyte took the docket from Traynor. Witness gave back the 5s. to Traynor, but kept the docket. "High Wind" was the name of a horse running that day at Fairyhouse. Simon Byrne suggested that they brought him there, but there was no foundation for that. Mr. Byrne's sister came in in a very excited state, and said that if she were a man she would shoot them, and that she did not wonder at their being Invincibles about. Considerable confusion was caused, and Simon Byrne snatched the four dockets, and witness only got one back from him. John

Byrne said that the dockets in the geranium pot had been there twelve months. Witness was cross-examined by Mr. Harrington in reference to the search made by himself and by Sergeant Whyte.—Constables Keogh, O'Connor, John Byrne was examined, and he stated that he was collector and agent for the Triumph Loan Fund Society, which carried on business in the parlour at the back of his brother's shop. There were 650 members of that society, and people visited the place on business connected with it. Sometimes the people paid when he called on them, and sometimes they rolled up the money in the dockets and left the dockets and money in the shop for him. These dockets had no connection with betting. He came there to see whether any further premiums had been paid, and whether there had been any calls for him. He had often seen Heron there buying tobacco. On cross-examination by Mr. Tobias, witness said that he saw two or three members of the Loan Fund Society handing in money in the shop. Simon Byrne was one of the trustees of the society. Mr. Brown was secretary, and Mr. Cummins was treasurer. Witness paid the collection to Mr. Brown. His brother often received the society money from people in the shop.—To Mr. Harrington: Witness produced the balance sheet of the society. That was the only office the society had.—To Mr. Tobias: His brother had been fined before, and witness himself had been cautioned.—Mr. Harrington then urged that this was only a case of suspicion, and that there had been no tangible evidence that betting had been carried on there.—Mr. Mahony said he had come to the conclusion that there was evidence sufficient to convict in this case. He would fine Simon Byrne £60, and he would caution the other two defendants. Notice of appeal was given on behalf of Simon Byrne.

CIGARETTE MAKERS' STRIKE. ALLEGED THREATS.—Morris Garson appeared before Sir Albert de Rutzen at the Bow Street Police Court on April 4th to answer a summons charging him with using threats towards Carrie Springer, a cigarette maker living at Whitechapel. The defendant was formerly employed as a cigarette maker by Philip Morris & Co., of Bateman Street, but three weeks ago he went out on strike together with a number of the other workpeople. Subsequently he took part in the picketing arrangements. The complainant elected to remain at work, and was riding on a 'bus with two other women when she was spoken to by the defendant, who also occupied a seat on the top of the vehicle. According to the evidence of the complainant and her companions he used insulting language and threatened to shoot them. The defendant was ordered to pay 23s. costs, and to find one surety in £5 to keep the peace for two months.—Solly Fronn, Adolf Pridman, Jack Laddie, John Rubinroth, Louis Shapiro, Hyman Kirsinski, and Hyman Kurash, cigarette makers, were charged before Mr. Kennedy at the Marlborough Street Police Court on April 4th with creating obstruction in Bateman Street, Soho, Mr. Percy Wisbey defended. From the evidence of policemen and others it appeared that the men charged were acting as pickets in connection with a strike at a cigarette maker's premises in Bateman Street. Crowds assembled to watch those taking part in the strike, and the police could not keep the footway clear. Many persons seemed attracted by the badge "picket" worn on the arms of some of the men. Mr. Wisbey, in cross-examination, elicited that there was no disorder, the defendants going into the roadway when spoken to. The crowd, however, increased on seeing the pickets move about.—Police-constable Ives thought that if the pickets had gone away for about half an hour and returned without their badges the trouble would have ceased.—Mr. Kennedy remarked that that seemed a good idea, and he was glad to hear there was no violence, as had occurred in connection with charges arising out of a previous West End strike.—Mr. Wisbey remarked that this was a case of "peaceful persuasion" only. Mr. Kennedy discharged all the prisoners, and suggested that they should do their best to avoid obstruction in the future.

THE COUNT DE NEVERS CONSIDERS THE "DE RESZKE" CIGARETTES EXCELLENT IN QUALITY AND FLAVOUR.

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Public Companies.

JOSEPH TRAVERS & SONS.—The ordinary general meeting of Joseph Travers & Sons, Ltd., was held on March 18th at the Cannon Street Hotel. Mr. J. I. Rogers, who presided, said that their turnover in the past year had been abnormally large—in fact, as nearly as possible double what it was in their first year as a company—and their gross profits had been unusually good. Unfortunately these extra profits had been swallowed up by increased expenses, which latter, to the extent of some thousands of pounds, were not likely to recur. The net result, therefore, did not permit them to pay more than 10 per cent., which he hoped and believed the shareholders would consider to be quite satisfactory. In the opinion of the Board the business was never in a sounder or more promising condition, and if they were correct they could hope for a continuance of their prosperity. The chief event of the business year had been the completion of the concentration of their warehouses in St. Katharine Docks, which was begun before the last meeting. They had for some years suffered considerable inconvenience and loss from having so many separate warehouses and cellars, without the proper waterside and bonding facilities so necessary in the modern developments of trade, when a so much smaller proportion of imported goods was stored in public warehouses. In St. Katharine Docks they had full waterside facilities and tea and wine bonds. They believed that the concentration of the warehouses would prove very valuable in facilitating and increasing the business and in saving expense, both of which results had already been achieved to some extent. The report was adopted.

Obituary.

MR. GEORGE C. FAIERS, tobacconist, hairdresser, and newsagent, who for some months has carried on business in Brentgovel Street, Bury St. Edmunds, died on Sunday evening, March 17th, after a few days' illness.

THE LATE MR. ISAAC ISAACS.—The remains of the late Mr. Isaacs, proprietor of the Pure Tobacco Company, were, on March 18th, laid in their last resting-place at the Jewish Cemetery at Willesden, in the presence of a large and sorrowing gathering of relatives and friends. In the circle with which the deceased gentleman was connected in the trade he was held in the highest esteem, and socially he was one of the best of companions, possessing a kind and true-hearted disposition. The late Mr. Isaacs had been failing in health for twelve months, and for the past two months had been suffering from bronchitis and pneumonia, but he rallied later, and it was quite anticipated that he would be about again in a short time. Heart failure, however, supervened, and he passed peacefully away about 1.30 on the morning of March 18th. The funeral cortege left the private residence of the deceased gentleman, 1, Rochester Terrace, Camden Road, about 11.30 amidst evidences of sympathy and respect on the part of his neighbours. The body was conveyed in a closed hearse with no plate on the coffin, according to the Jewish custom. The coaches conveyed the following:—Mr. J. Isaacs (brother), Mr. H. Hart (uncle), Mr. E. Hart and Mr. E. Hart (nephews), Mr. J. Hart, sen., Mr. J. Hart, jun., and the Rev. Lipson, the Jewish minister, who officiated at the graveside in a very impressive manner. Besides the above there was a large gathering of personal friends, which included Mr. W. Harwood, Mr. A. V. Turnham, Mr. W. M. Saunders, Mr. J. Hough, Mr. R. Chapman, and Mr. J. Nathan.

SIR HUBERT PARRY, BART., WRITES:—“‘DE RESZKE’ CIGARETTES ARE REMARKABLY GOOD—THE PLEASANTEST I HAVE EVER SMOKED.”

THE LATE SIR HENRY IRVING STATED “‘DE RESZKE’ CIGARETTES ARE MOST EXCELLENT.”

Rhodesia's Progress.

AS EVIDENCED BY THE CHARTERED COMPANY'S REPORT—TOBACCO-GROWING.

THE Chartered Company's report reflects fully the great improvement that has occurred in the outlook in Rhodesia during the past financial year. In fact the directors are able to state that prospects of early expansion in many directions are so encouraging that the time is ripe for a general revision of the commercial organisation of the company in South Africa, with the object of strengthening and expanding it in such directions as may appear necessary.

The substantial character of the improvement in the Chartered Company's position will be apparent from the appended table:—

Year to March 31st.	Revenue.	Deficit.
1899	£326,054	£652,200
1900	394,000	479,567
1901	502,454	308,314
1902	586,144	347,073
1903	633,038	418,362
1904	608,309	465,534
1905	641,342	257,407
1906	698,044	105,769
1907 (estimated)	718,951	83,444

These figures, of course, refer to the whole of Rhodesia—including the sparsely populated and almost undeveloped north-eastern and north-western sections.

In Southern Rhodesia, which is the main centre of interest to British companies—mining, land, and commercial—the revenue collected by the Administration from all sources for the year ending March, 1906, was £523,668, and the administrative expenditure was £499,767. The corresponding revenue for the year ending March 31st this year was estimated at £533,490, and the expenditure at £531,380. The directors state, however, that the latest information received from Sir William Milton, the able administrator of the district, shows that a surplus of £50,000 for the year ending March 31st next is now confidently anticipated. The result is arrived at by including in the general revenue of Southern Rhodesia, as in previous years, the bulk of the income derived from the property of the company, which is expected to amount during the current year to £80,000. The improvement in the gold-mining industry has already been fully emphasised in our columns; the report further details the commercial development of the country in a very complete form. The reports in regard to experimental cotton growing are not favourable. The last two seasons have not been propitious. "A further experiment should be tried, and with a favourable season I have no doubt as to the result," is Sir William's concluding remark on this subject.

Tobacco-growing is evidently a subject that is attracting increasing interest. A Turkish cigarette tobacco leaf has been favourably commented upon. A tobacco expert who made an extended tour of the country has reported most favourably on the prospects for tobacco cultivation in Rhodesia. The crop grown during the summer 1904-5 was above the average of anything that had been hitherto produced in the country, both as regards quantity and quality, and the bulk of this is said to have found a market in South Africa at remunerative prices. Cigar tobaccos have been given a fair trial this season, with more than satisfactory results, and a trial lot of purely Rhodesian cigars will somewhat later be placed on the market. Ramie appears to have done well, and in other respects Rhodesia is gradually becoming to a lesser extent entirely dependent upon its mines.—*Daily Report.*

"John Bull" on the Imperial Tobacco Co.

THE FREEZING-OUT PROCESS.



THE apathy of the British public with respect to this gigantic Trust, with its capital of £18,000,000, is curious. When, a few months ago, a Radical philanthropist started a Soap Trust there was an immediate outcry that quickly killed the thing. The guile of the serpent was wanting. The Soap Trust resorted to short measure with brutal candour, and there is a limit to John Bull's complaisance. The Tobacco Trust people were wiser in their generation. They could plead justification for the promotion of the Trust. They were only defending their own against the greed of the Yankee. In due course the two wolves came to terms. They called a draw, and effected a joint combine more powerful than ever. The Yankee contriver was given a seat on the English board, and Yankee methods were the result. Before then the Trust had obtained control of the largest and most powerful company of multiple tobaccoists, owning some 200 shops in all parts of the country. This was a great stroke. It meant the prominent show of all Trust goods to the exclusion of independent manufacturers. It also meant the boycotting by these powerful tobaccoists of all new lines of independent firms.

Trust magnates are not satisfied with doing well themselves; their rivals must be wiped off the face of the earth. The freezing-out process is the worst form of tyranny. In America, if a tobaccoist offends the Trust by not giving their goods the most prominent show, then a shop is opened on each side of him, until he is frozen out. In England, it is not yet the tobaccoist's turn (though his profits have been curtailed in many of the best selling lines); that will come later; just now he is being tempted by bonuses.

The independent manufacturers are the first victims. The Trust, with an annual profit of about two millions, can well spare some of it to crush rivals out of existence. In 1901 numerous tobacco manufacturers carried on business all over the country, one or more existing in each of the large towns. These were generally old-established businesses, supplying the local needs in loose tobaccos and roll. In the main they were spinners, that is, manufacturers of the tobaccos known as Irish roll and pigtail. For a time, at any rate, the combine could afford to lose money on these two articles, and their first act was to sell them at less than actual cost price. "Live and let live" is not a motto beloved by Trusts; they prefer "Might is right," and no feelings of sentiment are allowed to intrude.

The move killed those who had manufactured roll and pigtail only. Old-established firms, which for generations had descended from father to son, had to give up manufacturing, and become middle-men. Many hung on till ruin stared them in the face, and having lost their all have themselves become workmen. One manufacturer endeavoured to form a second combine, but without success. He is now a clerk, glad to earn a few pounds a week by serving the Trust he opposed.

The present year started with 429 licensed tobacco manufacturers in Great Britain and Ireland, and one must go back 39 years to find a fewer number than this. Up to 1901 (the birth of the Trust) the number of tobacco manufacturers taking out licences had steadily increased. At the present rate of reduction a few years will witness the entire extinction of independent manufacturers. A decrease of 72 manufacturers in five years looks bad enough, but

these figures do not fully show the gradual process of extinction. There are a number of manufacturers who are both spinners of roll and cutters of tobacco. Many of these have oiled and stored their spinning machinery, but are doing a little cutting of the better grades, and so take out a licence. But the end is not far distant for them. Certain kinds of cut tobaccos are now also being sold at, or under, cost, and a strong effort is being made by the Trust to capture the 3d. and 2d. cigar trade. The penny packets of cigarettes (an enormous trade) they already practically monopolise.

Many tobaccoists, alive to the fate in store for them, whilst stocking Trust goods, do not show them in their windows, but only sell them when asked for. The combine, however, send numerous window-dressers all over the country, persuading tobaccoists to have their windows dressed by them. Many of the weaker tobaccoists consent, and, of course, their windows only show Trust goods to the exclusion of all others.

The effect of the Trust upon other tobacco companies is seen in the following list, which is that of all the tobacco companies quoted on the Stock Exchange other than the Trust:—

	£	s.	d.
A. Baker & Co., £1 paid shares price	...	0	14 0
Cope Bros. & Co., £5	...	1	17 6
R. & J. Hill, £1	...	0	10 0
Hunter, Wiltshire & Co., £5	...	4	0 0
B. Morris & Son, £3 5s.	...	3	0 0
Singleton & Cole, £1	...	1	0 6

There is only one outside tobacco firm whose shares stand at par, and this is a firm who are principally distributors for the Imperial and others. This does not appear as if the outside manufacturers had been stimulated in their efforts by the success of the combine. Nor does the fact that each year up to the formation of the Trust the number of manufacturers in this country steadily increased, but since then have just as steadily decreased. Since the creation of the Trust old-established firms such as Harvey and Davy, Newcastle-on-Tyne; Robinson & Barnsdale, Nottingham; Aviss Bros., Coventry—employing between them upwards of 1,000 workpeople—have given up business. The first-named firm had been established considerably over a century.

In order to make it quite clear how the "freezing-out process" is being worked, it is necessary to go back some years to the time when the well-known Havana cigar brands of "Henry Clay" and "Bock" were acquired by an English company with English capital. This company subsequently obtained the control of another company, "The Havana Cigar and Cigarette Factories." These factories worked well enough under the new management, and no attempts were made to interfere with the British wholesale Havana merchants importing these brands.

A few years later, however, an American company was formed, with American capital, called "The Havana Commercial Company," which bought up such well-known factories as "La Corona," "Pedro Murias," "Villar y Villar," "La Carolina," &c., &c. This company was a few years later absorbed by another American concern, viz., the Havana Tobacco Company, which, in addition to the aforesaid factories owned by its predecessors, the "Havana

Commercial Company," secured for itself the well-known factories and brands of "Cabanas" and "J. S. Murias."

This brings us down to practically recent times, and gives us the genesis of "The American Trust," as it is popularly called, but whose correct title is "The American Tobacco Company," an essentially American Company, having Mr. Duke as president.

This American Trust commenced business by buying up the Havana Commercial Company, and 1902 saw the beginning of the struggle for capturing the English market.

It was started by the American Trust gaining a footing in England by the purchase of "Ogdens," then an English company, for the general tobacco supply. The promises of the Trust at that time, through the medium of Ogdens, will be remembered, and what came of them in the Courts.

The struggle resolved itself into a fight between the Imperial Tobacco Company (a combination specially formed to resist this American invasion, and consisting of W. D. and H. O. Wills, Lambert & Butler, Players, Churchman, Adkin, &c., and Ogdens, and ended in the American Trust being apparently vanquished, Ogdens being transferred to the Imperial Tobacco Company, Mr. Duke and another colleague being given a seat on the board of that company.

Thereafter the export trade of the two Trusts was pooled under the title of "The British American Export Company," with the preponderating interest greatly in favour of the Americans. Probably, as part of the spoils, the Imperial Tobacco Company had handed over to it by the American Trust the concession of the whole of the "Havana Tobacco Company's" brands of Havana cigars, which at that time comprised Bock & Co. (El Aguila de Oro), Henry Clay, Intimididad, Espanola, La Corona, La Rosa de Santiago, La Flor de Naves, Don Quixote, Cortina Mora, Estalla, La Prominente, Hijas de Cabanas y Carvajal, J. Murias & Co., and all other brands of this factory; Pedro Murias, Meridiana, Villar y Villar, Africana, Antiguiedad, Casimiro Alvarez, La Carolina, La Commercial, Flor de Cuba, Flor de Murias, Flor de Yuclan, Manuel Garcia Alonso, La Vencedora, La Rosa Aromatica, La Flor de Habana, Waldorf Astoria, La Imperial, and all cigarette factories of the above, and also the cigarette factories of Prudencio Rabell, La Hidalgua, &c.

The result was that by this means the Imperial Tobacco Company obtained control of from 75 per cent. to 80 per cent. of the whole output of the Havana cigar trade.

In order to deal with this concession the Imperial Tobacco Company made arrangements by which the Havana Cigar importing firm in England of W. Klingenstein & Co. was formed into a limited company with a capital of £600,000, the majority of the directors being nominated by the Imperial Tobacco Company.

The next step was to give W. Klingenstein & Co. Ltd. the sole agency of all the "American Trust's" Havana brands in England, and the result was that other competing Havana cigar importers were obliged to send their orders for the brands controlled by the Havana Tobacco Company to W. Klingenstein & Co. Ltd. for transmission to Havana, although W. Klingenstein & Co. Ltd. still continued to be an importing house, and thus obtained full information of what Trust goods were being handled by their competitors.

Very shortly three or four importing houses found this position intolerable. They ceased to have anything to do with the Trust or its goods, and commenced to exclusively support those factories in Havana which had not been absorbed by the Trust. Presumably to meet this unexpected movement, and protect those importers who continued to deal in the Trust goods, the Trust company formulated a scheme whereby a minimum selling agreement came into existence with more or less satisfactory results to the Trust customers. But apparently the Trust was not going ahead as fast as it would like, for late in 1905 W. Klingenstein & Co. Ltd. ceased to hold the sole agency

for the Trust, and those importers who continued to handle Trust cigars were allowed to send their orders direct to the Trust, without the intervention of W. Klingenstein & Co. Ltd. Since that time the selling agreement has been more honoured in the breach than in the observance.

All these moves not bringing the Trust appreciably nearer their goal of monopoly, a policy of "freezing-out" is now being adopted. The multiple tobaccoists controlled by the Imperial Tobacco Company also make a prominent show of Trust brands of Havana cigars to the exclusion of independent brands.

Fortunately there are some Havana factories, known as the "Independents," who steadfastly refuse the blandishments of the Trust, such as "Romeo y Julieta," "Punch," "Larranagu," "Partagus," &c., and in spite of tempting offers of purchase on the part of the Trust, their owners still prefer to keep their factories, and retain their independence and individuality.

The Trust now crowd three or four or more brands under one roof in Havana. What the next move will be remains to be seen, and it rests entirely with the British public as to how long the insidious methods of this gigantic Trust, with its 500,000,000 dols. capital, are to be allowed to continue under the guise of apparently fair and bona-fide competition.—*John Bull.*

NEW LINES.

MURRAY'S "FRONT-BENCH" CIGARETTES.—The latest threepenny packet of cigarettes—"Front-Bench" (Murray, Sons & Co. Ltd., Belfast, Dublin, and Glasgow)—is certainly one of the most up-to-date we have ever had the pleasure of inspecting. Put up in tens and fifties (3d. and 1/3 retail), in handsome green and gold packets. "Front-Bench" Cigarettes are claimed to be "the acme of perfection"—a statement we can heartily endorse after having personally tried and tested. The manufacturers select for the purpose only the most delicate leaves of the choicest Virginian tobacco plants, and these are cured under the most hygienic conditions, with the result that "Front-Bench" Cigarettes are particularly suitable for inhaling. An eminent analyst's report to this effect is printed on every packet. Another point which is bound to increase the sale of this excellent cigarette is the inclusion in every packet of a splendid photogravure of some well-known Member of Parliament, politicians both from Government and Opposition benches being depicted. These artistic productions form an interesting and unique collection, which will, we believe, be eagerly sought after. In addition to these attractions Messrs. Murray are making a special first-order offer, which we can assure the trade is well worth an inquiry. Address Messrs. Murray, Sons & Co. Ltd., Whitehall Tobacco Works, Belfast.

GENUINE CAMPAIGN CIGARS.

"Every man who stays to the end," said Simon Steingut, "Mayor of Second Avenue," at a meeting, "will get a fine cigar."

Steingut spoke long and earnestly, and his audience's patience was well-nigh exhausted.

"Here's what I promised," said Steingut, as he put his hand in his coat pocket and began the distribution of cigars. "You'll have to supply your own matches."

"Come, let's get away," said Steingut to a friend a moment later. "I got a hundred cigars for fifty cents, and if they get on to it they'll be after me."

In consequence of pressure on our space we are compelled to leave out "Gazette" this month.

TURKISH AND VIRGINIAN TOBACCO, SPECIALLY PREPARED FOR CIGARETTE MANUFACTURE.
SAMPLES, WITH PRICES, FROM J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.

United Kingdom Cigarette Manufacturers' Association.

ANNUAL GENERAL MEETING.

[HELD OVER FROM LAST ISSUE.]

THE Annual General Meeting of the United Kingdom Cigarette Manufacturers' Association was held on February 5th at the Cannon Street Hotel, E.C., Mr. P. Teofani, President, in the chair. After the minutes of the previous meeting were read and confirmed, the President presented his report of the year's work.

Messrs. P. Teofani, G. Raphael, and D. Phillips were respectively unanimously re-elected President, Hon. Treasurer, and Hon. Secretary, and all the Vice-Presidents were re-elected.

The following memorial has now been forwarded to the Chancellor of the Exchequer:—

February 11th, 1907.

"Right Honourable Sir,

"At a meeting of the United Kingdom Cigarette Manufacturers' Association held on February 5th, I was directed to ask your attention to the need for all persons who make cigarettes for sale to be licensed as manufacturers. There are many of these makers who take out a 5s. 3d. license to retail, yet manufacture cigarettes, and are under no Government control and supervision.

"I am also desired to ask that the question of manufacturers being permitted to have their goods weighed and sampled in the factory for deposit in warehouse for ships' stores may be expedited.

"I have the honour to remain, Sir,

Your obedient servant,

(Signed) "P. TEOFANI,

"President of the United Kingdom Cigarette Manufacturers' Association."

The following reply has been received:—

"Treasury Chambers,

"Whitehall, S.W., February 13th, 1907.

"Sir,—I am desired by the Chancellor of the Exchequer to acknowledge the receipt of your letter of the 11th inst., urging that all persons making cigarettes for sale should be licensed as manufacturers, and that the question of manufacturers being permitted to have goods weighed, &c., in the factory be expedited.

"Yours faithfully,

(Signed) "MARK STURGIS.

"P. Teofani, Esq.,

"President of the United Kingdom Cigarette Manufacturers' Association."

A letter was sent thanking the Cigar Federation, Nottingham, for the part taken in representing manufacturers at the Summer Conference of the British Trade Mark Owners held in Whitehall, and for their efforts in the re-establishment of the old fees.

Mr. Teofani's report was as follows:—

Since the last meeting of the United Kingdom Cigarette Manufacturers' Association on February 12th, the cigarette trade, in common with other branches, has had its storms and its calms. Last year the shadow of the Budget hung threateningly over us; this year it has not the same disquieting aspect.

The most important service that the Cigarette Association rendered in the past year to its members and to all cigarette and tobacco manufacturers was getting the 1d. per lb. retained on cigarette offal. The reduction of the strip duty will be still fresh in the memory of all. Accompanying that reduction was the proposal to set back the offal rebate to 3s. per lb. The members of the Cigar Federation, with their London colleagues, met this proposal with such

strenuous resistance that there was actually a Government proposal to give the 1d. to stalks alone. Here was the time for action! Acting in concert with our Vice-president, Mr. G. Raphael, and our Secretary, Mr. Phillips, a letter was forwarded to the Chancellor of the Exchequer containing statistics to prove that not only should the 1d. on offal be retained, but that the export rates on cigarettes should be 3s. 5½d. per lb. What was the result? We got the 1d. extended to all kinds of offal, but lost it on the export. The rebate on all offal was kept at 3s. 1d. per lb., but the drawback on cigarettes dropped from 3s. 5d. to 3s. 4d. per lb. To-day the Cigarette Association can state without fear of contradiction that had it not been for the energetic action of this Association, combined with that of the Cigar Federation, the trade to-day would only be receiving an offal rebate of 3s. per lb. instead of 3s. 1d., which it at present gets.

Although we did not get out of the last Budget all we wanted, yet we did succeed in getting another concession, and that was the statutory right to supply ships' stores direct from our factories. The question of supplying ships' stores emanated from this Association, and throughout we have been loyally supported by the Cigar Federation, with which Association we have cordially co-operated in all matters affecting the welfare of each. As low as 2 lbs. of cigarettes, as well as cigars and *bona fide* snuff, can now go to the ship from the factory. In October another concession was granted manufacturers, viz., the right to deposit all kinds of offal in a tobacco bonded warehouse and for export, and to receive the rebate thereon before the bags were shipped. Hitherto any manufacturer intending to export his offal was compelled to keep it stored on his licensed factory until it was ready for immediate shipment. Now it can be stored in bond instead and await shipment there, and as the manufacturer receives immediate rebate, what the trade would like would be to deposit offal in the nearest tobacco bonded warehouse for abandonment purposes. Some manufacturers are handicapped in this respect in being compelled to send their offal long distances by rail to special warehouses for offal when there are tobacco warehouses in the locality. At present a manufacturer can deposit cigarettes in bond at ports remote from the factory so as to have goods at hand for the supply of ships' stores, but strangely enough the regulations insist on the sampling and examination of these goods for the drawback being performed in the warehouse and not at the licensed factory. This is an inconvenience to us, and should be remedied by having the weighing and sampling done at the factory. Representations have been made to the Customs by this Association, and it is to be hoped that the concession will soon be granted.

The question of the licensing of all persons as manufacturers who make cigarettes for sale has once again been brought forward in the trade Press, and with your sanction the Chancellor of the Exchequer will again be approached on this subject.

It is a matter for congratulation to see the continued progress of tobacco consumption, and to know from our own experience that the cigarette still occupies the foremost place with the smoker of the United Kingdom. The holding of the meeting this year earlier than last prevents me from estimating the extent of the increase, but judging from statistics published so far the increase is likely to be a substantial one. Inasmuch as cigarette manufacturers will be compelled to state on Government census paper next year the quantity of cigarettes, and other private information

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A GOOD 2d. SMOKE IS THE "SHELLEY" CIGAR; IT YIELDS EXCELLENT PROFIT. SAMPLES, WITH PRICES, FROM J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.

relating to the trade done by them this year, we shall know the relative volume of the cigarette trade of this country. It will probably reach, if not exceed, 25 thousand millions of cigarettes. The reduction of the strip duty from 3s. 3d. to 3s. 0 1/2d. has caused the trade pendulum to swing back to strips, with the consequent lessening of employment in this country. Imported cigarettes this year are not very much behind the quantity imported last year.

The United Kingdom Cigarette Manufacturers' Association takes this opportunity of thanking the Cigar Federation, and particularly Mr. A. H. Dexter, the President, for the part he took in representing manu-

facturers at the Summer Conference of British Trade Mark Owners held in Whitehall, and for his success in contributing to the re-establishment of the old fees.

The Cigarette Association has been in existence now for four years, and has been a factor of the greatest good to its members in upholding their interests and promoting their welfare. Its *raison d'être* has long been proved. There are many obstacles to be yet ridden over, but the surest and shortest way for the cigarette manufacturers to progress is to co-operate, and in the Cigarette Association are found the means whereby its members can best help themselves.

IRISH TOBACCO.

THE PROSPECTS OF TOBACCO-GROWING IN IRELAND.



AMONG the minor reforms which may be expected from the present Government, there is every hope that the prohibition which has so long existed against the growing of tobacco in Ireland will be removed. The Chancellor of the Exchequer has already

declared that the Government will give their support to the Bill which is now before Parliament for this purpose. It is true that the Prime Minister refused, because of pressure of business, to make the Irish Tobacco Bill a Government measure; but in view of the fact that it is unopposed, and that no objection has ever been put upon the paper to it, it is reasonable to expect that before this year comes to an end it will once more be legal for Irishmen to grow tobacco upon their own soil.

It is a well-known fact that some 70 years ago tobacco was grown with considerable success in certain portions of Ireland, notably in the County of Wexford, where one of the most successful cultivators of the weed was a Mr. Davies, an ancestor, it is interesting to note, of Signor Marconi, the celebrated inventor.

In 1831 an Act of Parliament prohibited the cultivation of Irish tobacco for no reason that can be ascertained, save that the Excise authorities complained that if a duty were put upon Irish tobacco it would involve to themselves a certain amount of trouble. For this and no other reason Irishmen were forbidden to grow tobacco on Irish soil, although it had been abundantly proved that the soil and climate of Ireland were quite suitable for tobacco cultivation.

The experiments which have been conducted during the last four or five years under the auspices of the Irish Department of Agriculture have proved on the whole highly successful. In Meath, in Wexford, and elsewhere, various kinds of tobacco have been grown with great success, and a good deal of employment has been given, particularly to younger people.

Colonel Everard, in Meath, is perhaps the most expert authority on tobacco growing in the whole country. He has experimented widely, and has tried 30 different varieties of plant. He is satisfied from what has actually taken place under his own supervision that, given fair play, the tobacco industry might be a considerable one in Ireland.

The trouble up to now has been that the cultivation has been confined to very limited areas. Last year only 77 acres were under cultivation, and the object of the Bill

which is now before Parliament is to remove all restrictions and to enable anybody who so desires to grow tobacco as widely as it may be considered likely to pay.

On the unmanufactured tobacco coming into the United Kingdom a duty of three shillings is levied, and by way of encouragement and as a special favour, the Chancellor of the Exchequer agreed that one shilling of this duty shall be removed in case of Irish grown tobacco. This, however, has been confined to the tobacco experimentally grown, and there is, I fear, no reason to believe that in the immediate future this rebate of a shilling off the duty will be extended to tobacco growing generally, although, indeed, it ought to be for the tobacco industry was deliberately stamped out by the British Parliament, and consequently it would only be the merest justice if some encouragement were given in a financial way to the re-establishment of an industry which is well calculated to give in Ireland what is most needed—employment to the young people of both sexes.

The object of the Bill, however, which I introduced into Parliament, and which has the support of the Government, and which I hope to pass into law, is merely to repeal the law prohibiting the growing of tobacco in Ireland. As to the question of duty, that will, no doubt, arise afterwards, and whilst I believe that the great majority of the present House of Commons would be willing to depart from their hard and fast free trade principles in a matter of this kind calculated to help industry in Ireland, still at this moment the feeling against protection in all its shapes and forms is so strong that even for Irish tobacco, except where experimentally grown, I don't suppose there is any hope, at least in the immediate future, of getting from a Liberal Government anything in the shape of protection.

However, the main point has always been to repeal the law against tobacco growing, so that all those who wish to do so may cultivate without restriction the crop, which once was not at all uncommon in Ireland. With the rebate of a shilling which has been given to Colonel Everard and others, there is no doubt that tobacco growing would be a most profitable industry. It remains to be seen, however, whether, with the full duty imposed, tobacco growing would be a profitable industry. That is a question to be decided in the future. If the crop is not found to be profitable, there will be no need of any law to prevent people from growing it. On the other hand, when the present Bill becomes law, it will be for the people them-

IF YOU MAKE YOUR OWN CIGARETTES SEND FOR SAMPLES AND PRICES OF OUR SPECIALLY PREPARED TOBACCOS. J. MILLHOFF & CO., LTD., 27, COMMERCIAL ST., LONDON.

selves to decide, and at any rate it will no longer be a crime for an Irish farmer to grow an acre or half an acre of tobacco if he thinks fit to do so.

It has come as a surprise, even to many people intimately acquainted with Ireland, to know that tobacco flourishes so well in Irish soil. As a matter of fact it is simply wonderful to see the luxuriance with which the tobacco plant thrives in Ireland. I have seen many acres under the crop when it was approaching maturity, and it certainly presented a very beautiful sight. The plant is large, and the leaves are singularly beautiful. In fact, to visit Colonel Everard's plantation one might easily imagine oneself in Virginia instead of in the County Meath.

There are, I know, quite a number of well-to-do people in Ireland with expert knowledge (one of whom has been tobacco growing for ten years in Sumatra), who are extremely keen on getting permission to plant largely in different parts of the country. They look forward with much interest to the passage of the Bill now before Parliament into law, and it is hoped that they may not be disappointed. The fact that the whole Irish representation, that is to say, the 103 Members representing Ireland, signed a petition to the Prime Minister in favour of the Bill is surely a unique demonstration and a demonstration which has had a very marked effect on Parliament. As a rule, when a Bill is down for second reading it is not long upon the paper before it is accompanied by notices of motion for its rejection. The Irish Tobacco Bill has been for a considerable period on the paper waiting for second reading. No notice for its rejection has so far appeared, so there is every reason to hope that before the present year comes to an end one more Bill will be placed upon the Statute Book, having for its object the freeing of the Irish people from those restrictions which an indifferent British Parliament placed upon them in many directions after the ill-fated Union.—WM. REDMOND, M.P., in *Catholic Herald*.

Tobacco Investigated:

MEDICAL OPINIONS.

PHYSICALLY there is much to be said in favour of tobacco. The two most dangerous of the many composites contained in tobacco are paradine and nicotine. The proportion of the latter, however, is by no means so great as the vast majority believes. The reason for this is that the action of heat decomposes nicotine, so that when consumed in smoke form, little, if any, is taken into the system. Masticated, or used as snuff, the proportion of nicotine becomes slightly more pronounced.

Tobacco is scientifically classified under the narcotic list of poisons, which are all depressants. It possesses, however, the virtue of being a most powerful and effective antiseptic. The deleterious consequences visited on so many of those addicted to the tobacco habit are purely, in the great majority of cases, from its abuse. Abuse, or excess, in regard to the taking of tobacco in any of its various forms is entirely relative to the individual; even a single cigar or cigarette will produce a narcotic effect. Individuals so acted upon should not attempt to smoke. A case such as just cited is, however, no criterion to go by for smokers at large.

A peculiar belief fixed in the minds of most men, and all women of the non-smoking contingent, is that of all forms of tobacco the cigarette is by far the most injurious. This conviction is even held by the majority of those addicted to pipes and cigars. As a matter of fact, however, the cigarette is of the three the least harmful. Why? Simply for the reason that the tobaccos employed for cigarette purposes are of the mildest forms known. The cigar comes next, while the pipe, on account of the secretions of tobacco oil which accumulate in the bowl, base, and stem, is accounted the most dangerous.

THE PIPE.

In substantiation of what has just been said regarding cigarettes, we quote from an eminent authority, Dr. Fernandez. In effect he says that "nicotine-amblyopia, or impairment of vision through smoking, is almost unknown in Cuba, though smoking there is so excessive. This fact is accounted for by the fact that no pipes are used, and there is little chewing." Dr. Stewart Patton, the well known authority on insanity, and specialist, in his book on "Psychiatry" (the science of mental diseases), advances a different statement. "Although it is frequently stated in text-books," he says, "that excessive use of tobacco may give rise to marked mental disturbances, it is extremely doubtful whether the drug is ever the sole cause of a definite protracted mental aberration." Personally we incline to accept Dr. Patton's views on the subject, as his experience along this particular line has made him an accepted authority even among those of his own profession.

Dr. John V. Shoemaker, in his treatise on the subject, says: "Tobacco must perform some important part in physiological life, or in the struggle for existence, or it would not be so widely used by men who are distinguished by the soundness of their judgment and their success in solving the problems of social existence in every other detail." Dr. Norman Kerr states that from the use of tobaccos comes "concentration of thought, mental satisfaction, protection from infection, and domestic happiness. There are some persons so constituted that their intellectual powers require to be arrested and concentrated before any definite intellectual effort can be even entered upon. To such persons tobacco has proved invaluable, the advantages far outweighing the disadvantages.

VALUE OF TOBACCO IN WAR.

"No other substance, narcotic or otherwise, is yet known which will serve this purpose, and yet do so little damage. Were tobacco not known, the idiosyncrasies of such persons would interfere with the achievement and excellence of their work. When one is exposed to severe weather in the trenches, the power of tobacco to stay the stomach's crave for food when no food is to be had is marvellous. The action of tobacco under such circumstances cannot be considered as harmful.

"Further, its disinfecting powers are well known. Personally, I would not think of going through some fever wards without a lighted pipe, cigar, or cigarette in my mouth." Further on he remarks: "I have never seen tobacco destroy moral capacity or in any way lead to offences against morality or to acts of criminal violence. Its abuse has effected physical injuries, but appears to leave untouched the conscience and moral sense."

Another fact advanced by medical men who have made a special study of the subject, is that any individual who so far falls under the seductive spell, of say, the cigarette habit as to earn the epithet of "fiend," is organically rather weak minded. In the absence of tobacco he would turn to some habit much more dangerous—morphine or cocaine, for instance.—*Science Siftings*.

D'ANNUNZIO'S "CIGARETTES."—Much amusement has been caused in Italy by an incident in which Gabriele d'Annunzio is the leading figure. It appears that some time ago the famous poet had manifested a desire to Commendatore Riccardi to give a series of lectures in South America. This was mentioned to Signor Bonetti, the impresario, who at once offered to pay all travelling and other expenses, and £400 for each of a series of eight lectures, or £3,200 in all. The offer was duly forwarded to D'Annunzio, who telegraphed the following reply: "I was disposed to cross the Atlantic, but not for a packet of cigarettes. Thanks all the same. (Signed) Gabriele." Needless to say, this answer amazed Riccardi and Bonetti. The former said he would like to have the address of D'Annunzio's cigar merchant, and the other declared indignantly that he would not give a penny more.

SPECIAL ADVANTAGES IN GOOD SELLING LINES: CIGARS, CIGARETTES, OR TOBACCO.
APPLY TO J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.

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A STRIKING APPEAL.

MESSRS. SYDNEY PULLINGER, LTD., of Birmingham, are distributing at the Tobacco Exhibition the following striking circular, headed "Who Helped to Kill the Cigar Trade?" There is much force in the remarks made, and retailers would do well to lay them to heart.

"How often have you heard a man say 'No, thanks! I can smoke a pipe or a cigarette but not a cigar—I tried one once, it didn't suit me.' But did you find out what the cigar was that he tried? Probably one sold at cent. per cent. profit.

"It's the wrong idea, that the cigar must be sold at very high profits that has driven smokers to prefer cigarettes. If you sold cigars as cheaply more would be smoked.

"There's nothing in the smoking line so nasty as a bad cigar.

"Let us induce you to start increasing your Cigar Trade. Try one line first that will still show you a handsome though not an exorbitant profit.

"Try our New Hand-made Five Cent. Cigar, which is specially blended for light smokers, of good size and appearance. Cool, mild, and of exceptionally fragrant aroma.

"We shall be pleased to forward a sample box for your approval.

"Give value in Cigars.

"If you tried to make up on Cigars for the small profits on proprietary Tobacco and Cigarettes, you helped to kill the goose that laid the golden egg. Had cigars been sold at the same margin of profit other tobacconist goods are sold at, the public would have continued smoking them.

"2½d. packets of Cigarettes cost you about 16/9 net per 100 packets. Do you pay 16/9 net per 100 for Cigars to sell even at 3d. each?

"Wake up! give value in Cigars and smokers will come back to them."

CIGARETTE-MAKER'S INJURY. BRISTOL GIRL OBTAINS COMPENSATION.—The victim of an accident at the factory at Ashton Gate of the British-American Tobacco Company (Ltd.) a few months ago—a girl employee named Ada Quentin Pierce—sued the company, at the Bristol County Court on April 9th, for compensation. Mr. W. A. Roberts supported the claim, and Mr. E. H. O. Wethered (barrister) represented the defendant company. Mr. Roberts stated that Ada Pierce was a girl of 17 years of age, and the accident occurred on December 4th of last year. The action was brought on the ground of negligence on the part of the company. On December 4th plaintiff was working a driving cigarette machine—such a machine as she had been working for some weeks only, although employed at the factory for some years. Becoming suddenly giddy, she, to prevent herself from falling, put out her right hand, which was caught in the dust-hole of the machine, but she had the presence of mind to stop the machine with the other hand. One finger had since to be amputated, and another finger was badly lacerated. Mr. Roberts's submission was that the machine was a dangerous piece of machinery within the reading of the Act of Parliament. There were several other machines running at the same time identical to the one causing the accident, and since that time it was admitted that guards had been affixed to the machines. It was suggested by

Mr. Roberts that the particular atmosphere of the room—the odour of snuff and tobacco—might act upon young girls, conducing to fainting, and such a contingency ought to have been guarded against by defendants. Mr. Roberts claimed that there was a liability under the Employers' Liability Act. Plaintiff substantially bore out the facts relating to the injury to herself.—Mr. James Thornton, engineer, stated that in his opinion the machine ought to have been guarded.—Mr. Wethered said the point he had to answer was whether it was a dangerous piece of machinery. The necessity of fencing did not arise before that. He submitted that no negligence had been shown, because if defendant firm had to provide against every possibility of accident in the case of fainting fits, the machines would have to be entirely boxed. Although the company since had guarded the dust-hole, there had been no legal obligation upon them to do so, and it had been a very inconvenient matter to do.—His Honour said the question he had to consider was whether or not defendant company—as reasonable men, having reasonable regard for the safety of their employees, and considering contingencies which must occur with young girls such as plaintiff—ought not to have arrived at the conclusion that the dust-hole should have been fenced. If so, there was negligence. His Honour proceeded to state that he had seen the machine, and he had come to the conclusion that there was no ground for supposing that a girl's hand could under any circumstances pass into the hole. Therefore he could see no case of negligence. Under the Employers' Liability Act and Common Law the case of plaintiff must fail. His Honour found for plaintiff under the Workmen's Compensation Act, allowing at the rate of 2s. 9d. a week (half wages) as from January 9th.

A FORTUNE IN A SNUFF-BOX.—Among the snuff-boxes stolen from Mr. Charles Wertheimer's residence in Park Lane, there are probably several whose value is expressed in four figures, but the costliest of them all falls far short of the £6,400 paid by Messrs. Duveen, at the Hawkin's sale, for a Louis XV. oblong gold box by Hainelin, signed and dated 1758, which was found in the drawer of a wash-stand. It is interesting to recall that Mr. Charles Wertheimer and his brother, Mr. Asher Wertheimer, were among the largest purchasers of art treasures in this memorable sale, their purchases including a Louis Quinze oval gold snuff-box, enamelled *en plein*, with battle scenes, £480; a Louis Seize oval gold snuff-box, painted in opaque grisaille enamel, with figures of Diana and Cupid, after Boucher, £420; a Louis Seize oval gold, with pastoral scenes, £500; a Louis Seize oblong gold, £220; an oval gold, with lovers at an altar, £250; an oblong octagonal, by Drain, of Paris, £400; and several others at prices ranging from £100 to £200.

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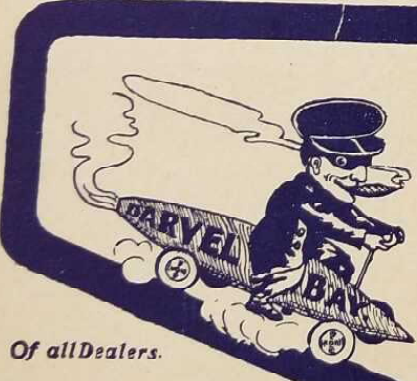
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THE FOLLOWING
Virginia Leaf, col
col
Strips, col
col
Kentucky Leaf, c
go
Strips, col
go
Maryland and Ol
Negrohead and C
col
fin
Columbian ...
Java ...
Turkey ...
Japan ...
China ...
Sumatra ...
Samsoun ...
Latakia ...
Paraguay ...
Greek ...
German and Dut
Manilla ...
Havana ...
Yara and Cuba
Esmeralda ...
Cigars ...
Cheroots and Cig
THE
Stock, 21st Februar
Landed since
Total Stock ...
" Exported
" Bonded
" Duty Paid
" Deliveries
Stock, March 23rd.
Imports from Jan
March, 1907
Increase 1907
Decrease 1907
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March, 1907
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INDEX TO ADVERTISEMENTS.

Ardath Tobacco Co., London, "State Express Cigarettes"	PAGE.	Muratti, B. Sons & Co. Ltd., Manchester, "High-Class Cigarettes" ...	PAGE
Cohen, Weenen & Co., London, "Royal Navy Blend"	69	Murray, Sons & Co. Ltd., Belfast, "Front-Bench Cigarettes" ...	Cover 78
Custance, J. H., Putney, "Asthore Cigarettes"	Cover i.	Pullinger, Sidney, Ltd., Nottingham, "High-Class Cigars" ...	61
Freeman, "F.D.B. Segars"	Cover i.	Singleton & Cole, Ltd., Birmingham, "Mixed Parcels"	62 & 66
Gallaher, Ltd., Belfast and London, "High-Class Tobaccos"	78	Standard Lines	80
Goodbody, T. P. & R., Dublin, "Donore Castle Cigarettes"	Cover i.	Taddy & Co., "Specialties"	64
Hammond Typewriter Co., London, E.C.	63	Teofani & Co., London, "High-class Cigarettes"	67
Havana Cigar Co., Congleton, "Amio Cigarettes"	Cover ii.	The French Cigarette Paper Co., London, "Cigarette Paper"	66
Millhoff, J. & Co. Ltd., London, "De Reszke Cigarettes"	Cover iv.	The Tobacconists' Supply Syndicate, London	66
	63 et seq.		

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