

PHILLIPS

SWEET

QUINCE

GOLD

5

CIGARETTES

10

Guaranteed Pure Virginia.
Sweet, Cool, and Fragrant.



Freeman's
'DARVEL BAY'
(BORNEO)

Cigars
STILL HOLD THE LEAD,

AND SELL AS FREELY AS IMPORTED HAVANAS.

Made in six sizes.

Sole Agents: JOHN CARIDI & CO.,

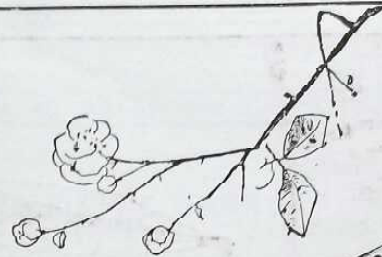
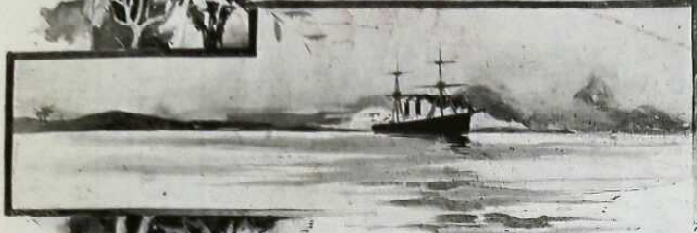
32, Great St. Helen's,

LONDON, E.C.

Telegraphic Address:

"DRASTIC, LONDON."





S. CAVANDER and CO.'S

**GRAND
TOBACCO**

HAND-CUT VIRGINIA

In 1, 2, and 4 oz. Packets, and 1 lb. and 6 lb. Boxes.

NAVY CUTS,
FLAKES,
GARRISON PLUG,
AND
OTHER TOBACCOS,

CIGARS
AND
CIGARETTES.

PRICE LIST
ON
APPLICATION.

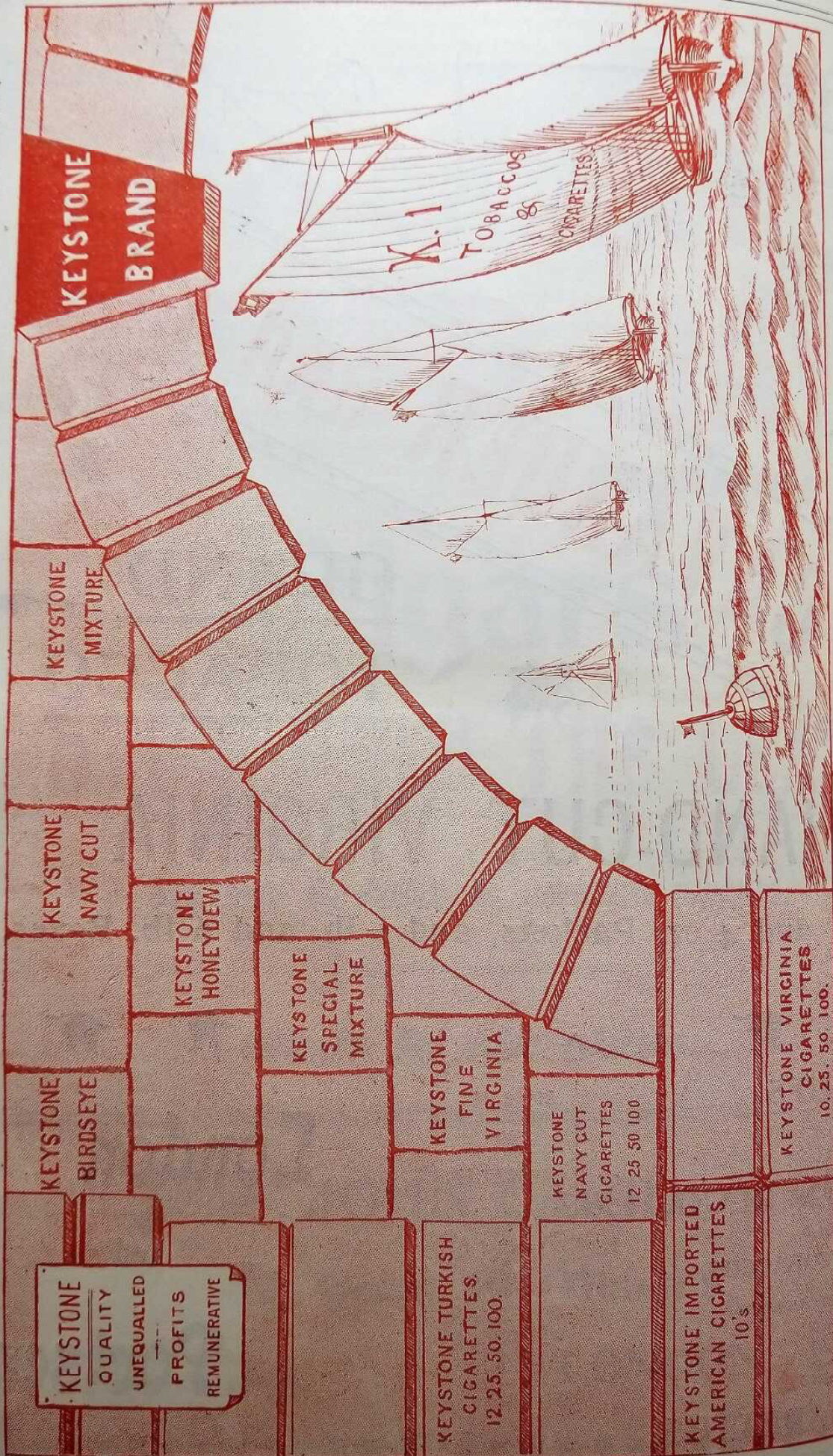
London

and

Portsea.



THE BRIDGE THAT WILL CARRY YOU SAFELY OVER.



KEYSTONE
QUALITY
UNEQUALLED
PROFITS
REMUNERATIVE

KEYSTONE TURKISH
CIGARETTES.
12 25. 50. 100.

KEYSTONE
NAVY CUT
CIGARETTES
12 25 50 100

KEYSTONE
FINE
VIRGINIA

KEYSTONE
SPECIAL
MIXTURE

KEYSTONE
HONEYDEW

KEYSTONE
BIRDSEYE

KEYSTONE
NAVY CUT

KEYSTONE
MIXTURE

KEYSTONE
BRAND

KEYSTONE IMPORTED
AMERICAN CIGARETTES
10's

KEYSTONE VIRGINIA
CIGARETTES
10. 25. 50. 100.

THE LONDON AND DISTRICT TOBACCONIST'S MUTUAL SUPPLY CO., LTD.

Chairman—Mr. PETER B. HARRIS.
81, TURNMILL STREET, FARRINGDON STATION, E.C.

Tobaccos.

A FEW OF THE FIRM'S BRANDS

AMERICAN PLUG (BRIGHT). 2 oz. Bars.

ARCHDUKE. In 1 oz. Packets only.

ARMY & NAVY PLUGS. 1, 2, 4, 8, 12 oz., & 1 lb. Bars.

BLACK & BROWN FLAKES. 1 and 5 lb. Tins from 4/-.

BRIGHT FLAKE HONEYDEW. 1 and 5 lb. Boxes.

FAMOUS 6^d & 1/- PLUG. 2 and 4 oz. Bars.

FREE AND EASY MIXTURE. 1 oz. Pkts. 4 oz. Tins.

COLD LEAF HONEYDEW. 1 and 5 lb. Tins.

GOLD PLATE HONEYDEW. 1, 2, & 4 oz., 1 & 5 lb. Tins.

HARLEQUIN FLAKE. 1, 2, and 4 oz. Tins.

LABOUR LEADERS. 1 and 2 oz. Packets.

IRISH ROLL.

PIGTAIL.

SHAGS. Loose, and in Packets, at all Prices.

LATE AND EARLY FLAKE. 1 and 5 lb. Tins.

LOOSE MIXTURES. Black & Brown Cavendishes at all [Prices.

MANX PLUG (BRIGHT). 2 oz. Bars.

NAVY CUT. 1, 2, and 4 oz., and 1 and 5 lb. Tins.

NUTCRACKER. In 1 oz. Tins only.

PARAGON MIXTURE. 1, 2, & 4 oz. Pkts., 2 & 4 oz. Tins.

POPULAR MIXTURE. ½ oz. and 1 oz. Packets.

RICH DARK HONEYDEW. 1, 2, & 4 oz., 1 & 5 lb. Tins.

SUN DRIED HONEYDEW. In 1 and 5 lb. Tins.

TWO FLAKES. 1, 2, and 4 oz., and 1 and 5 lb. Tins.

VIRGINIA HONEYDEW (BRIGHT). 1 and 5 lb. Boxes.

ALSO

BLACK and BROWN COILS, and

BLOCK TARGET. Black and Brown.

GALLAHER



Limited,

Belfast, London, Liverpool & Dublin.

Cigars.

A LARGE VARIETY OF BRITISH AND FOREIGN ALWAYS IN STOCK.

Cigarettes.

COLUMBINE (GOLD TIPPED). Tins of 10's and 20's, and 1 lb. Boxes.

DAY STAR. 3d. Packets of 14 Cigarettes.

GOLDEN HARVEST. ½ lb. and 1 lb. Boxes.

GOLD PLATE. ½ lb. and 1 lb. Boxes.

GOLDEN SPANGLED. In 10's and 50's.

HARLEQUINS. In Tins of 10's and 20's.

PARAGON. ½ oz., 1 oz., ½ lb., and 1 lb. Boxes.

SILKWORM. In 1d. Packets of 6 Cigarettes.

WINDFALL. In ½ oz. Packets.



Awarded Gold Medal, London, 1897.

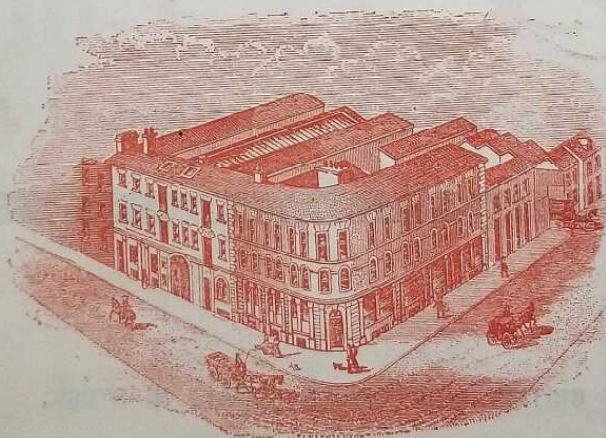


PACKED IN 2 OZ., 4 OZ. & 1 LB. TINS.

AN EXQUISITE PIPE TOBACCO, MANUFACTURED FROM THE
FINEST BRIGHT VIRGINIA LEAF.

SAMPLES AND PRICE ON APPLICATION TO RICHARD LLOYD & SONS, HOLBORN BARS, LONDON.

IMPORTERS
OF
CONTINENTAL
CIGARS.



SAMPLES
SENT ON
APPLICATION.

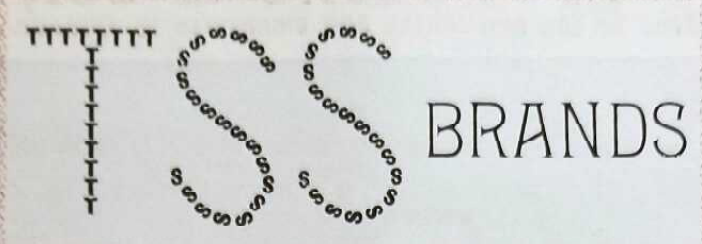
(HIGH CROSS CIGAR MANUFACTORY.)

Swain and van den Arend
LEICESTER.

TELEGRAMS—'CIGAR, LEICESTER.'

NAT. TELEPHONE, 668.

MANUFACTURERS OF
BRITISH CIGARS.




THE
TOBACCONISTS' SUPPLY SYNDICATE,
55, FARRINGTON STREET, LONDON, E.C.



Tobaccos, Cigars and Cigarettes.

Customers may rely on all of the
T.S.S. Brands being of the Best
Quality obtainable at the price.

 Favour us with a trial and judge for yourself.

OPEN TO ALL. MEMBERSHIP OPTIONAL.

**TO ENTITLE YOU TO THE BONUS OF 1 PER CENT. THE SUBSCRIPTION IS ONLY 1-
PER QUARTER, OR 3/6 PER ANNUM.**

Offices—
55, Farringdon Street, London, E.C.

Warehouse—
2, 3 and 4, Plum Tree Court, E.C.

Factory—
21, Farringdon Street, E.C.

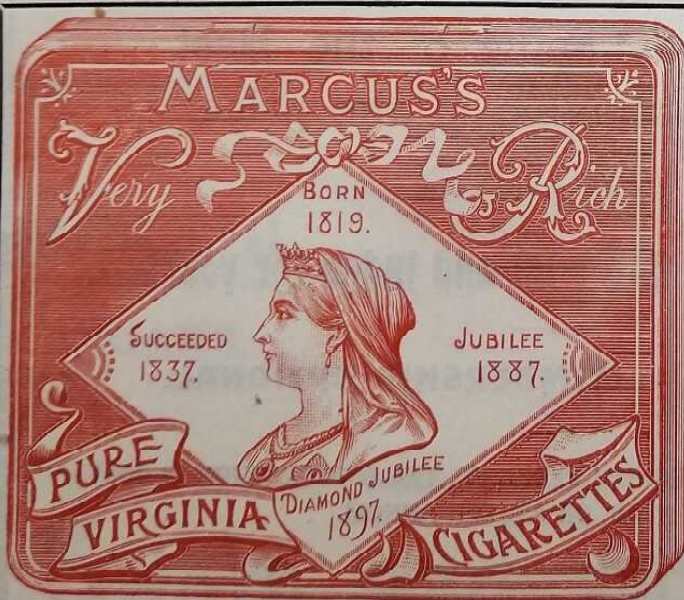
Branch Depots—
20, Sussex Place, South Kensington.
167, Earl's Court Road, S.W.
263, Portobello Road, W.
238, Great Portland Street, W.

10, Long Lane, E.C.
127, Strand, W.C.
43, High Street, Finsbury.
36a, Hill Road, Wimbledon.

SEND FOR PRICE-LIST
(WHOLESALE ONLY) TO

THE ORIGINAL MAKERS OF LOS BRILLIANTES AND CIGARETTES IN ENGLAND.

R. P. GLOAG & CO., WALWORTH, LONDON, S.E.
ESTABLISHED 1851.



MARCUS'S

NEW LINE

The Finest

3^{D.} Enamelled
TIN

Yet Introduced.

The Handsomest

LINE

on **3^{D.}**
the Market.



SEND FOR PRICE LIST TO SOLE AGENTS.



...
FACTORY:

CAIRO,
EGYPT.

BEST
EGYPTIAN
CIGARETTES

...
MELBOURNE
HART & CO.,

(CIGAR IMPORTERS) 19, Basinghall Street, E.C.

NOW READY.

SINGLETON AND COLE'S

New Price List

(UP TO DATE)

CONTAINS A COMPLETE LIST OF
ALL MANUFACTURERS' PRICES.

176 pages.
200 illustrations.

SPECIAL DISCOUNTS

INVALUABLE AS A REFERENCE TO TOBACCONISTS.

Copy sent Post Free on application.

SINGLETON & COLE,
11 to 16, CANNON STREET, BIRMINGHAM.

AUGUST, 1897.



THE sturdy little fellow on the left with the fanfare is depicted in the act of proclaiming to the world (I trust on the occasion of a first anniversary you will pardon a toot or two on our own trumpet) that THE CIGARETTE WORLD has the largest circulation of any Tobacco paper. This is undoubtedly due first of all to its popular price, and secondly to our novel method of distributing it, at all events as regards London and Suburbs. Modesty precludes me from doing more than hint at a third reason, viz., its value to the retailer. We have already "extended" to the provincial towns and seaside resorts, *still only asking the penny for the journal*. The results of our travellers' efforts in this direction I am pleased to say have been eminently satisfactory, and warrant a continuance of them.

* * *

I ACKNOWLEDGE with gratitude the many kind wishes we have received for "Many Happy Returns." Apart from the fact of the astounding development of the Cigarette industry having justified our existence, it is gratifying to find the idea that a field existed for a new trade paper on totally new lines, and which appealed to tobacconists, licensed victuallers, and all who retail tobacco in its many and varied forms. It is unnecessary here to enlarge further on the subject, as the ideas which suggested the starting of THE CIGARETTE WORLD are indicated in an article which will be found in another column under the heading of "Avoirdupois Trade Journalism."

* * *

TRADE—solid trade—it is pleasing to report, has been good throughout the month. Manufacturers have been working at high pressure, and retailers have recovered their equilibrium, which was most unexpectedly upset by the record Jubilee.

**FOUR
GOOD
THINGS.**

Snowdrop.

Fine Mild HONEYDEW.
In 1 oz. Packets, Per lb.

4/0

Crocus.

Fine Full HONEYDEW.
In 1 oz. Packets, Per lb.

4/0

Roundhead.

Mixed FLAKE.
In 1 oz. Pocket Tins, Per lb.

4/8

Dreadnought.

Hand-Cut VIRGINIA.
In 1 oz. Pocket Tins, Per lb.

4/8



PRACTICALLY nothing of importance has occurred worthy of chronicling since the issue of our last number (July the 15th). In that we reported the "Hand-cut" Cigarette case of the Amalgamated Cigarette Makers' and Tobacco-Cutters' Union v. Salmon and Glückstein, Ltd., which naturally has excited considerable comment, especially in the public press, but seeing what is practically equivalent to an appeal is pending, the case must be regarded as *sub judice*.

* * *

A FACT, eloquent of the prosperity of the tobacco trade generally, surely is the many new and colossal factories that are either just completed or in course of construction, and which include in every instance up-to-date machinery and latest fittings. The following so far have come under my notice, but doubtless the list can be extended. I should like to add to it, and so shall be glad to hear from other firms who are "extending":—

W. D. & H. O. WILLS.
LAMBERT & BUTLER.
TADDY & CO.
W. & F. FAULKNER.
GOODMAN & HARRIS.

GALLAHER, LTD.
COHEN WEENEN & CO.
B. KRIEGSFELD & CO.
KINNEAR, LTD.
R. P. SWAIN & Co.

W. SYKES.

* * *

LAST month I commented upon Messrs. J. and R. Freeman & Son's complaint of the wording of an advertisement on the part of the winners of the prize for "the best display of British Cigars," which appeared in the Exhibition number of a contemporary. I am pleased to note the offending words have been eliminated.

* * *

A BULL in a baccy shop! The particular bovine who recently entered the shop of Mr. O'Driscoll, at Lowestoft, must surely have been endowed with a keen sense of sympathy. One might almost think he must have read all those papers which so unwittingly contributed to frighten away trade during Jubilee time. Metaphor is not often so realistically prosaic as in this case, for the worthy proprietor literally "took the bull by the horns," and showed him the door. Plucky Mr. O'Driscoll—sensible bull—curtain. Damages nil. Thusly does our staff poet poetise:—

* * *

One day a fine bull, of proportions immense,
Through the bright town of Lowestoft was ambling;
Tired of the fields, and of cooling his heels,
On a voyage of discovery rambling.

Now this bullock was very sagacious, and
As down the street he his way wended,
A shop he espied, with door open wide,
A shop where tobacco was vended.

Through this door open wide, he just glanced inside,
And then in a dignified manner,
For the boxes displayed, a *straight cut* he made,
No doubt to select an Havana.

With scrupulous care, he inspected in there
The labels adorning the boxes;
No advising he needs, he knows all about *weeds*,
Does this most surprising of oxes.

The proprietor gazed, but was not dismayed,
No cowardly thoughts entered his head,
With his very best smile, he spake up the while,
And these are the words that he said.

"Oh bovine so bulky, so wide and so long,
What is it, oh, what can it be?
You think it is bully; enjoy the joke fully,
But I'm hanged if it's bully for me.

"At the shrine of the calf that is golden,
I have faithfully worshipped for years;
But then you see, you are not that kind of moo,
Or you'd end all my troubles and fears."

So beefore you have done any damage,
You'll excuse me you will I am sure,
I'm accustomed to mashers, but not fond of *smashers*,
So allow me to show you the door.

And now Mr. Bullock, a word in your ear,
There's a "cutter" whose shop's over there;
My regards please present him, and tell him I've sent him,
A client, oh I'm sure it's quite fair.

Jingle.

* * *

YET another instance of "English as she is spoke" and printed, has been unearthed—this time by the *Westminster Gazette*. On this occasion it is from sunny Spain:—

"This manufacture, the favourite of the smokers, of good taste, established in 1872, enjoys of long practice in fabrication, and is well acquainted with the soil of *Vuelta Abajo* (where all the purchasers are made) circumstance which united with the best taste for its elaboration, guarantees the good quality of its products. Shapes and sizer are made to order, to mets the taste and coprice of consumers."

* * *

It is to be hoped that the late but immortal Mr. Squeers's playful way of practically illustrating the propaganda of his teachings, will not extend itself quite so practically in the pulpit here, as it has recently done in America.

"The Rev. W. L. Laufman, of Cadillac, Michigan, U.S.A. recently advertised that on a certain Sunday he would, to illustrate an anti tobacco sermon, kill two cats in the pulpit of the local Methodist church. A packed congregation rolled up to see the show. Prominent on the pulpit were packages of fine-cut, plug, and chewing tobacco. At a selected point in the tirade an assistant brought up the cats, and a Dr. Miller administered nicotine to them. The first cat died, squealing and squirming, in a minute and a half. The second died in a minute and a quarter after getting a second dose. Then this "humble follower" announced to the thrilled congregation that next Sunday he would kill some more cats, to show the evil effects of alcohol, and would also have on exhibition the stomach of a drunkard."

* * *

THE quaint Calverley, in his "Ode to Tobacco," alludes to a similar cat-killing incident as follows:—

"Cats may have had their goose
Cooked by tobacco juice;
Still why deny its use,
Thoughtfully taken?"

and in bantering reply to the insinuations of what he terms grim-visaged prophets, he further versifies:—

"How they who use fuses All grow, by slow degrees, Brainless as chimpanzees, Meagre as lizards—	Go mad and beat their wives, Plunge, after shocking lives, Razors and carving knives Into their gizzards!"
--	---

PRINTERS' CERTIFICATE.

We hereby certify that we have printed and delivered 3,000 copies of the "Birthday Number" (15th August, 1897) of the CIGARETTE WORLD.

HARRISON AND SONS,

Printers in Ordinary to Her Majesty,
45, 46 and 47, St. Martin's Lane,
Charing Cross, W.C.

Late Trade News and Notes.

(Received too late for Alphabetical Classification.)

The Directors of Messrs. Salmon & Gluckstein, Ltd., have declared an interim dividend of 7½ per cent., accompanied with a statement that the business done is much larger than that of the previous half year.

The annual general meeting of the New London and Amsterdam Borneo Tobacco Co., Ltd., was held on the 5th inst. The chairman remarked that at the last meeting he stated that the directors expected the loss on the 1895 crop would be covered by the reserve fund. The balance sheet showed that after writing off that fund, the debit to profit and loss was £3,771, and that a balance remained of £235.

The S. & G. "Hand-made" Cigarette case:—Up to going to press the date has not yet been fixed when the Divisional Court will hear the arguments as to whether the magistrate is or is not to state a case for the opinion of the High Court. The case will probably go over the long vacation.

The Japanese Tobacco Monopoly Act will come into force January, 1898.

Messrs. Paterson & Co.'s match factory in Hammond Lane, Dublin, is the only place in Ireland where wax matches are made. The firm find employment for 150 indoor and 250 outdoor hands.

The author of the proposed Argentine tobacco monopoly is Dr. Demaria, and it is estimated it will yield £8,000,000 sterling to the Government. Dr. Demaria has secured the adhesion of his colleagues of the finance committee of the lower chamber.

The price of cigarettes has just been raised by the cigarette trust, a step which will result in a clear profit of over 1,000,000 dols. this year.

Four hundred women cigarette-makers have come out on strike at Krakow. They demand the removal of a new machine which has been introduced. The machine has been damaged, and some windows have been broken, but there has been no further disturbance of order.

The business carried on by the late Mrs. Beveridge, at Blairgowrie, for the last thirty years, is now in the market. All persons having claims against the deceased are requested to lodge the same with Messrs. A. & R. Robertson, Solicitors, Blairgowrie, agents for the executor, and all persons indebted to the deceased are requested to pay their accounts to the same firm.

Mr. Robert Tait, tobacconist, of 145A, Princes Street, Edinburgh, has removed to 39, Hanover Street, corner of George Street.

The old-established business carried on at 12, Union Place, Leith Walk, Edinburgh, by Mrs. Jane Livett, is for sale.

A fire broke out in the shop of Mr. William Marshall, tobacconist and newsagent, South Portland Street, Glasgow, and damage was done to the extent of £50.

Mrs. Beveridge, tobacconist, 9, Leslie Street, Blairgowrie, died on the 26th ult., aged 56.

Messrs. Eprile and Samson, tobacco and cigarette manufacturers and cigar merchants, 35, George IV. Bridge, Edinburgh, of which firm Reuben Eprile, Joseph Eprile, and Elias Samson were the sole partners, dissolved partnership on the 28th July. The business will in future be carried on by the said Reuben Eprile and Joseph Eprile at the above address, for their own behoof, under the name of Eprile and Sons, and they are authorised to collect and discharge all debts due to the firm, and will discharge all debts due by the firm.

The *Statist*, under date of the 7th inst., heads its article on the new company as follows:—"Hills, Limited (late Gilbey & Co.) Where are Gilbey and Gold?" It says: "The prospectus of *Hills, Limited*, is in one respect delightfully candid, and in other respects curiously mysterious. The promoter is highly to be commended for giving the profits of the century-old tobacco business of 'R. and J. Hill,' in High Street, Shoreditch, year by year for the last 25 years, showing for that period a total profit of £518,603, with an average profit, taking the whole period, of £20,744 a year. The figures also show that the average, which for the first five years

(1873-77) was £20,086, had fallen during the last five years (1893-97) to £18,397. But in the prospectus there is not the slightest allusion to the fact that for the last quarter of a century the Shoreditch tobacco business—in which there have been no Hills—has been carried on, apparently as an adjunct of the wine business of Messrs. Gilbey, in Oxford Street. Of the 18 shareholders of R. and J. Hill, Limited, 17 are members of the Gilbey family, and one of them—Mr. Walter Gilbey Gold, whose address is entered at the Joint-Stock Companies' Registry as 176, High Street, Shoreditch—appears to have been joint managing director. The authorised capital of R. and J. Hill, Limited, registered in 1872, is £125,000, but the amount paid up, which has evidently been quite sufficient for the business, has been only £100,000, held, according to the last filed list of shareholders, as follows:—

"Sir Walter Gilbey, £25,000; Sir James Blyth and Henry Arthur Blyth, each £12,960; Charles Gold and Henry Grinling, each £9,300; Henry Gold, £8,200; Alfred Gilbey, £6,490; William Crosbie Gilbey, £5,000; Newman Gilbey, £4,430; Walter Gilbey Gold, £4,000; Henry Walter Gilbey, £2,910; Alfred Gilbey Gold and Arthur Nockolds Gilbey, each £2,100; and Arthur Gold, Gibbons Grinling, Herbert William Blyth, and Arthur William Blyth, each £1,000; and David Abercrombie, who was with the old firm of R. and J. Hill, £16,250.

"Yet not one Gilbey, or Blyth, or Gold, or Grinling is to be on the board of the new Company, nor, so far as appears, in any way connected with it. They are to get £240,000 'cash' for their £100,000, and then they fold their tents and fade silently away. Why? During 25 years this apparently prosperous tobacco business in High Street, Shoreditch, has yielded in dividends, it is stated, no less than £504,939 11s. 1d. on a capital of £100,000. Why do the very rich shareholders who have found the bulk of this capital, and could easily have found five times as much if it had been needed, want to get out of it altogether, and require the payment of every penny of the purchase money in 'cash'? Is not 20 per cent. per annum good enough for them, or are they going to start another tobacco business of their own? Do they think that this grand old business, of which the profits in 1894 and 1895 were lower than in any other year of the quarter-century, has passed its best days? Whatever may be the reason for the disappearance of Messrs. Gilbey, Gold, Blyth, and Grinling, it is obviously of the utmost importance for those who have applied for shares in Hills, Limited, to know whether the powerful influence of Messrs. Gilbey, with their many thousands of customers throughout the world, will in future be exercised in favour of the new Company or against it, or not exercised at all.

"What the assets are for which the new Company is to pay the very great sum of £270,000 in cash (of which the promoter is to take £30,000 and the shareholders in the old Company £240,000) the prospectus does not clearly state, except that they include the freehold premises in Shoreditch, which some one—in qualified phrases—values at £40,000 (and for which we should be inclined to think £30,000 a full price), and a reserve of £19,241 in Colonial Government Stocks, making up with, presumably, some items not specified, what is called 'working capital' of £78,000."

Humorous.

MR. DRINKER: "Waiter, another bottle of wine."
WAITER: "Yes, sir."
MR. DRINKER: "I say, is my nose getting red?"
WAITER: "Y-e-s, sir, it is, sir, sorry to say, sir."
MR. DRINKER: "Hum! That won't do—never do at all. Send out and get me a yachting cap."

PARTICULAR ABOUT HIS TWOPENNY.

"I want a cigar," said the Particular Man to Philly Weary.
"What kind of cigar do you prefer?"
"I like a medium dark, all-tobacco cigar, in the proportion of ten diameters to its length, smoothly rolled, with the wrapper turning from right to left, and lapped about one-eighth of an inch. I want it to draw under no greater pressure than three pounds to the square inch, and still burn without creating more than 627 degrees, one half inch from the point of ignition. The resultant ash must not weigh more than 3·07 per cent. of the original cigar, which assumes that the original humidity must be at least 22 in excess of the normal."

"And the price?" asked the dealer.
"Six for a quarter," answered the Particular Man.—*Newark Call.*

Churchman's NEW Latest **3^{D.}** LINE.

Best Value Ever Offered.

Handsome Enamelled Tins
Curved to fit the Pocket.

* • *

**12 STRAIGHT CUT
VIRGINIA CIGARETTES.**

Factories:
**IPSWICH, AND
112 & 113, ALDERSGATE STREET,
LONDON, E.C.**



MURRAY'S

MELLOW SMOKING MIXTURE.
MILD COOL TOBACCO.
MOTTLED FLAKE.
GOLDEN FLAKE HONEYDEW.
'HALL-MARK' TOBACCO.
HAND-CUT VIRGINIA.

As the Retail Price of the above well-known Specialities allows a good Profit, Tobacconists should keep them in Stock.

MURRAY'S

IRISH ROLL.

Buyers of Genuine IRISH ROLL should give MURRAY'S a Trial.

Owing to its splendid smoking qualities and careful finish
IT IS NOW WITHOUT A RIVAL.

PRICE LISTS ON APPLICATION.

MURRAY, SONS & CO., LIMITED,

Manufacturers of Standard Irish Roll of the Finest Quality, and all sorts of High-class Tobacco, and Irish Snuff,

8, 10, 12, & 14, CALENDAR STREET, BELFAST.



Notices for this Column should reach us by the 10th of the month.

MULTUM IN PARVO.

N.B.—To facilitate future reference, Trade News is arranged alphabetically, where possible.

HEADINGS.

Announcements.
Burglaries.
Festive.
Fires.
Items of Interest.
Law and Police.
Limited Companies.

New Brands and Trade Marks.
Notes.
Obituary.
Personal.
Removals.
Tenders and Contracts.
Trade Changes.

Announcements.

WHOLESALE.

THE AMERICAN TOBACCO Co. has declared the usual quarterly dividend of 2 per cent. on both Ordinary and Preferred Stock.

MR. ROBERT R. BRUCE has been admitted into partnership by MESSRS. SOMERVAIL & Co., of Cullum Street, E.C.

MR. CORNELIUS CASEY has been appointed Manager of the Wither Grove Branch, Manchester, of The Foreign Cigar Co.

The magnificent new premises of MESSRS. GALLAHER, LTD., of Belfast, which, we believe, will enjoy the distinction of being the largest tobacco factory in the world, will now very shortly be opened. An account of a recent presentation to Mr. and Mrs. Gallaher appears in another column.

MESSRS. T. C. GOODING & SON, of Farringdon Street, E.C., state that they are not the plaintiffs in the case of Gooding v. Carlton, reported in our July number.

MESSRS. HALTER & Co., of Great George Street, Liverpool, have opened a cigarette factory.

MESSRS. THOS. OGDEN, LTD., had a right royal exhibit at the recent Brussels International Exhibition. It consisted of an exceedingly handsome stand, got up as if built of ivory, and measuring 12 feet square by 20 feet high. Tobacco in the leaf, and also in the manufactured state, was most effectively displayed, and attracted wide attention.

MR. R. J. ROBERTS, who for eight years has been manager of the cigar department of Messrs. Banks and James, of Coventry, has accepted a similar position with Messrs. R. & J. Hill, Ltd., of Shoreditch High Street. On the occasion of his leaving Coventry, Mr. Roberts was entertained at dinner at the Coventry Cross Hotel.

MR. SCHRÖDER, who for many years has represented Messrs. G. Kuschke & Co., has entered into partnership with MR. HÜFFER. Messrs. Schröder and Hüffer will carry on business as leaf merchants, at 41, Mitre Street, E.C.

MR. W. SYKES, of High Cross Street, Leicester, has acquired an important site on the Bow Bridge estate, and will shortly commence building a new factory on modern lines.

MR. J. SYLVESTER, so long associated with the U.T.A., will in future represent Messrs. Murray, Sons & Co., Ltd., Belfast, in Birmingham and district.

Liverpudlians, in appreciation of the Jubilee honour bestowed upon SIR JOHN WILLOX, are shortly about to present him with a testimonial. Lady Willox, who recently endowed a bed at the Liverpool Convalescent Institution, will also be invited to accept a presentation of jewellery.

RETAIL.

MR. JOHN C. BELL has opened an imposing shop in Renfield Street, Glasgow.

MR. T. C. FARGHER, of Liverpool, will probably be Mr. Watts' successor in the presidential chair of the Liverpool Tobacconists' Association.

MR. G. M. GALLAGHER has opened a handsome cigar divan in Lower Bagot Street, Dublin.

MR. GRUNDY, late of the firm of MESSRS. BRADFORD, has opened another well-appointed establishment, which includes a smoking lounge, in Church Street, Liverpool.

MESSRS. JORDAN & Co., of Earl Street, Dublin, have opened a branch establishment in Dorset Street.

MR. H. W. KNOCK has opened as a tobacconist at 39, Spital Street, Dartford. Mr. Knock has been manager of the *West Kent Advertiser*.

MR. KUIT, of Lord Street, Liverpool, has acquired the business lately carried on by MR. EDWARDS, of Lime Street.

MR. R. J. LEA, of Market Street, Manchester, has opened a branch establishment at Blackpool.

MRS. HARRIET PERRY, of 51, Park Street, Birkenhead, tobacconist, was summoned for Sunday trading. Mrs. Perry has held a tobacco licence for 30 years, and was always open on Sundays. The summons was withdrawn upon her undertaking to close on Sundays.

MR. RAWLINGS (late L. Siggs & Co.), of 10, St. Andrew Street, Cambridge, had an important exhibit of cigars, tobaccos, and cigarettes at the recent trades exhibition held in that town.

MR. E. J. REECE has opened at High Street, Cinderford.

MR. W. A. SIMPSON, of Nottingham, has seceded from the ranks of tobacconists, and joined those of the licensed victuallers.

MR. R. TAIT, tobacconist, will in future carry on business at 39, Hanover Street, Edinburgh.

MRS. M. A. THOMPSON, of City Road, Newcastle-on-Tyne, has purchased the business of Mr. S. Mitford, in Westgate Road.

MRS. MARY WYNNE, of 15, George Street, Birkenhead, was summoned for Sunday trading. The summons was withdrawn upon Mrs. Wynne giving an undertaking to close, which she most reluctantly did.

Fire.

The premises of MR. A. MERRY, tobacconist, Victoria Street Old Swindon, were recently destroyed by fire.

Removal.

MR. D. MARQUAND has removed to 34, Commercial Arcade, Guernsey.

Festive.

On the 8th ult., Mr. James Birtles, eldest son of Mr. S. J. Birtles, of 613, Leeds Road, Bradford, was married to Miss Bertha Firth.

MESSRS. W. H. CARRINGTON & Co., of Manchester, held their annual picnic on the 10th ult., the spot selected being the Botanical Gardens, Southport.

MESSRS. DRAPKIN & MILLHOFF entertained their employés, to the number of 300, at Thornwood, Epping, on the 20th July.

The employés of MR. J. L. VAN GELDER, cigar manufacturer, Whitechapel Road, had their annual outing on the 12th July. The party, which consisted of some 60 persons, journeyed to Thornwood, Epping. The outing was in every way a success.

The employés of MESSRS. MURRAY, SONS & Co., LTD., of Belfast, last month enjoyed their annual outing. The spot chosen was Ballycastle. A most enjoyable day was spent.

TRADE NEWS AND NOTES—continued.

MESSRS. H. PERKINS & SONS, 179, Tottenham Court Road, recently held their bean-feast and twenty-third annual dinner. Dorking was the spot selected.

The employes of MESSRS. SMART & FULLER, cigar manufacturers, Belgrave Gate, Leicester, had their annual picnic at Loncliffe, on the 16th ult. The party, to the number of about 60, were driven the 16 miles from Leicester and back in brakes, and a most enjoyable day was spent.

The employes of MESSRS. F. G. STRETTON & Co. had their annual outing on the 5th ult. The "Duchess of York" steam-launch conveyed the party to Walton-on-Thames. A really enjoyable day was spent.

MESSRS. WARD & ROBINSON'S employes (Belgrave Gate, Leicester) enjoyed their annual excursion at Sutton-on-Sea, on the 16th ult. The party numbered about 80.

New Brands and Trade Marks.

- AMINA (Tobacco). H. & C. Flick Frères.
- BELDONITA (Cigars). M. Pezaro & Son.
- BETTINA (all). John Reeve & Sons.
- BONNY GREY (Tobacco). J. T. Bridge & Sons.
- BROADGATE (Tobacco). H. C. Lloyd & Son.
- CIPORA (all). Samuel Maier.
- CIRCUS GIRL (Cigarettes, 5-a-1*d.*) Cohen, Weenen & Co.
- CLAPHIRA (all). Samuel Maier.
- CLEEK (all). Kapp & Peterson, Ltd.
- COMPTOLA (all). Samuel Maier.
- CORNEPHA (all). Samuel Maier.
- COURT MARTIAL (Tobacco). J. A. T. Caton.
- DAY DAWN (Cigarettes, 9-a-1*d.*) Geo. Mason & Sons.
- DULCEMONA (all). Aston & Co.
- EL ABETTO (Tobacco). Mexican Cigar Co.
- EL CAMBANOS (Tobacco). Ernst Kaufmann.
- EL REPRESENTO (Tobacco). Ernst Kaufmann.
- EL TAUTO (all). D. Naphtali & Co.
- EXPONENTA (Cigars) Strauss & Co.
- FLASH LIGHT (Navy Cut). John Sinclair.
- FLOR DE ATTACHE (Tobacco). Ernst Kaufmann.
- FLOR DE BE-LAR (all). Edmund Alton & Co.
- FLOR DE LUSBADOS (Tobacco). E. J. Lusby.
- FREE LANCE (Tobacco). John Sinclair.
- FUCHSIA (Tobacco). B. Kriegsfeld & Co.
- GERDA (Tobacco). Compania de Tabacos des San Andrés Sociedad Anonima, Ltd.
- GOLDEN SNAFFLE (Tobacco). Thomas Clarke.
- GRAMITA (all). Samuel Maier.
- GRENADIER (Tobacco). W. & F. Faulkner.
- HAMILCAR (Tobacco). A. Baker & Co., Ltd.
- JESSICA (Tobacco). Compania de Tabacos de San Andrés.
- KING BRUCE (Tobacco). A. Baker & Co., Ltd.
- KING CANUTE (Tobacco). A. Baker & Co., Ltd.
- KING OF THE ROAD (Tobacco). John Player & Sons, Ltd.
- KOHINOOR (Tobacco). R. P. Gloag & Co.
- LA CONCINIDAD (all). W. H. Newman, Ltd.
- LA DISTANCIA (Tobacco). Bartlett & Bickley.
- LA SANAFRAN (Tobacco). Taddy & Co.

- LA VISPERA (all). Samuel Maier.
- LA ZUDERIA (all). Samuel Maier.
- LEEWARD (Tobacco). F. & J. Smith.
- LIGHT AND SHADE (Two Flakes). John Sinclair.
- LOS JOMOS (all). D. Naphtali & Co.
- LYMENIA (all). Samuel Maier.
- MONORMIA (all). Samuel Maier.
- PADDLE BOX (Tobacco). J. A. T. Caton.
- PNEUMATIC (Tobacco). J. A. T. Caton.
- PUNKAH (Tobacco). Salmon & Gluckstein.
- PURPLE HEATHER (Tobacco). W. H. & J. Woods.
- SENTA (Tobacco). Compania de Tabacos de San Andrés.
- STARRY QUEEN (Cigars). R. J. Dexter.
- SUTORIA (all). Samuel Maier.
- TECOTIA (Cigars). M. Pezaro & Son.
- VAGABOND (Tobacco). A. Baker & Co.
- VILSAMOS (all). R. J. Dexter.
- ZISKA (Tobacco). Ernst Kaufmann.

Law and Police.

LAW INTELLIGENCE.

BATTY v. HARRIS. In Westminster County Court, on the 20th ult., his Honour Judge Lumley Smith, Q.C., had this case before him on a judgment summons, in which plaintiff sought to enforce payment of a judgment debt of £4 5s. in respect of cigars and cigarettes supplied to the order of defendant. Defendant admitted he ordered the goods, but the plaintiff knew perfectly well that they were for his brother and not for him. His Honour said if that was true defendant ought to have defended the action, and not let judgment go against him. An order would be made for payment in a week.

BUCHANAN v. THOMPSON. In the Westminster County Court, on the 12th ult., the plaintiff, a cigar and cigarette dealer, carrying on business in the Strand, W.C., sued the defendant, Mrs. Thompson, a married woman carrying on business as a tobacconist and confectioner at Sunderland, to recover the price of goods supplied to her order. Before the facts of the case were gone into, the defendant's solicitor objected to the jurisdiction of the court on the ground that the plaintiff had sworn an affidavit to the effect that the order for the goods was given in London, whilst as a matter of fact it was given in Sunderland. Plaintiff's representative admitted having sworn the affidavit, and said he did so by the instructions of his employer, on the ground that the goods in question were handed to the carriers in London as agents for the defendant. His Honour said the affidavit was wrong, and dismissed the action, with costs.

CUBISON v. SEPPINGS. In the City of London Court, on the 3rd inst., Mr. Commissioner Kerr heard a case in which Messrs. R. M. Cubison & Co., cigar merchants, 15, Knight-bridge Street, E.C., sued Mr. Seppings, tobacconist, Bromley-rider Street, E.C., for cigars supplied. The defendant said that he gave the plaintiffs' traveller an order for Havana cigars, the sample showed being taken from the traveller's pocket, loosely. After the cigars had been delivered by him to his customer, they were brought back by the customer, who pointed out the words "Made in Holland" underneath a little label. That was a fraud upon him and upon the Custom House authorities, and he declined to pay. The plaintiffs' case was that the traveller had been discharged, but that as the defendant had accepted the cigars, he was bound to pay for them. Mr. Commissioner Kerr ridiculed that idea, but he said that nobody pitied the Customs people. The defendant had not had delivered to him what he bought, and the plaintiffs must be nonsuited, the defendant being allowed his costs.

KIRKWOOD v. A TOBACCONIST. At the Northampton County Court, on the 28th ult., before Judge Snagge, an interpleader action was tried, in which John Kirkwood, money lender, trading as the Provincial Union Bank, claimed, under

TRADE NEWS AND NOTES—*continued.*

a bill of sale, the proceeds of an execution levied on a Northampton tobacconist, under a judgment for £20 obtained by a Birmingham tobacco merchant. The bill of sale, to secure £100, was granted last October by the tobacconist and his wife, who were described in the document as joint owners of the furniture and stock in trade. An affidavit by the man, made the same day, declared that the property belonged to both jointly. The evidence, however, was that there was no joint ownership, though the wife owned some of the things and the husband the rest. His Honour held that the parties, as grantors, were not correctly described in the bill of sale, which was consequently void as against every one else. The interest charged was a shilling per pound per month—sixty per cent. The Judge said it was a pity there should have been this dispute and the goods sold, for they were, no doubt, worth much more to the tobacconist than the amount realised. The claimant money-lender could have prevented the sale if he had paid £20 into Court, and, seeing that he advertised that he had £250,000 to lend, if he had paid in £100 for two or three months, it would not have been much out of his pocket. There seemed to have been a good deal of cruelty somewhere.

LOCKYER v. HARVEY. In the Chancery Court, on the 8th ult., this case came on for trial before Mr. Justice Byrne, when Mr. Eve, Q.C., and Mr. H. E. Wright appeared for plaintiff, and Mr. Harvey, the defendant, appeared in person. Mr. Eve said the plaintiff traded as Lupinsky & Lockyer, and he sought to make perpetual an injunction granted by Mr. Justice North on March 27th, 1897, restraining the defendant from selling cigarettes enclosed in packages bearing labels similar to those of the plaintiff, or from passing them off as and for the goods of the plaintiff. Plaintiff and defendant formerly carried on business in co-partnership, but in April, 1894, plaintiff gave notice to determine the partnership as and from June 30th. Defendant disputed the validity of the notice, and an action was tried in the Chancery Division, before Mr. Justice Romer, on February 6th, 1895, which was decided in favour of Mr. Lockyer. In the result plaintiff became entitled, upon payment of a certain sum to the defendant, to the whole of the assets of the firm, but the defendant seemed to consider that he had exactly the same rights as before. It appeared that the firm had had designed for them a special label for cigarettes, consisting of a picture of Constantinople and Cairo with a blank for the name of the retailer, and it had been their custom not to issue these labels to more than one agent in any town, with the result that the goods bearing this label had become known in the trade as the manufacture of the plaintiff's firm. At the time of the dissolution of partnership many thousands of these labels were in stock, all of which were included in the valuation taken over by the plaintiff. Defendant seemed to have taken a label to the printer and told him to copy it, as the two labels when compared were identical, and plaintiff now complained that the defendant was selling cigarettes which were bearing these labels, and that he was being injured thereby. In March, 1896, Justice North granted an interlocutory injunction to restrain him, and the court was now asked to make it perpetual. Defendant contended that the plaintiff had failed to show that the label in question indicated to the trade and the public that the goods were the manufacture of his firm, as the label contained several things common to the trade, such as a coat of arms, and letterpress indicating that the cigarettes were made of a superior quality of tobacco from the East. His lordship made the injunction perpetual, with costs.

MURATTI v. TATEM. Mr. J. Tatem, tobacconist, of Fulham Road, was summoned for the non-payment of the sum of £16 17s. 3d., for goods supplied to him in the way of his trade. He said that the business to which the goods were supplied, really belonged to his wife. He admitted having given the order himself to the plaintiffs, but said his wife carried on the business. He himself paid the rent and taxes, amounting to about £100 a year, or rather, his wife paid them out of the business. The business was in his own name. His wife conducted it. When he bought the tobacco from the plaintiffs he did not tell them that the business was his wife's. The subject, indeed, was never referred to. He did not know what profit there was on the business. It was 12 months ago since his wife took over the management of the business. Even at the present time some of the goods which the plaintiffs had supplied him with were still on the premises. He had no means whatever. He used to attend race meetings when he could get anyone to employ him, but he did not go now. Mr. Letts, plaintiffs' solicitor, asked that the defendant should be committed. The Deputy Judge said he could not do that.

There was no evidence of the defendant's means. If the plaintiffs had seized the property in the defendant's shop then the question of ownership could have been tried. Mr. Letts said there was a claim for rent when they put in an execution. The plaintiffs had to withdraw. The Deputy Judge said he could not help the plaintiffs. He could make no order against the defendant unless it was shown that he had the money to pay the plaintiffs with.

WOODMAN v. GRAVES. In Wandsworth County Court, on the 19th ult., this case was tried before his Honour Judge Lushington. It was an action by the plaintiff, a business transfer agent, to recover commission for professional services rendered to the defendant in connection with the sale of a cigar and tobacco shop at Warner Street, Wandsworth Road, S.W. The plaintiff said he was given full instructions by the defendant to find a purchaser for his business, and it was agreed that he should be paid a commission of 5 per cent. on the purchase money. Witness went to a good deal of trouble and expense in advertising and writing letters, and in the result a Mr. Wilson expressed his willingness to purchase at the defendant's price, and asked for an agreement. In the meantime the defendant sold by private treaty, and, when applied to for payment of commission, repudiated all liability on the ground that he had sold his business privately. The defendant was called, and admitted the whole of the facts of the case, but persisted that he was not liable to pay. His Honour said the plaintiff was clearly entitled to the amount of the claim, which would be in the form of damages for having been prevented from carrying out the sale. Judgment, therefore, would be for the amount of the claim, with costs.

POLICE NEWS.

WILLIAM HENRY BENNETT, tobacconist, Darlington Street, Wolverhampton, on bail, was, at the Wolverhampton Quarter Sessions, on the 3rd ult., indicted on a charge of stealing 112 cigars, the property of MESSRS. PARTRIDGE & SONS, cigar merchants. Mr. Kettle was for the prosecution, and Mr. Plumtre for the defence. Mr. Kettle, in explaining the case, said that the charge was a serious one, and the prisoner was not one of the type of men usually found in a criminal court. The prosecutor was Mr. Thomas Clarke, a traveller for Messrs. Partridge & Co., wholesale cigar merchants, of Leicester. He was a man of thirty years' experience as a traveller. On Tuesday, May 4, he went to Wolverhampton with fifteen boxes of sample cigars. He called upon another tobacconist at about three o'clock in the afternoon, and on leaving there thirteen boxes were full and untouched, the other two being half full. He then went to the shop of Bennett, where he again opened his samples. He remained about half an hour trying to do business, and offered Bennett a cigar out of one of the boxes to try. Later on there came in a friend of Bennett's, a butcher named Clifton, to whom he also gave a cigar, and the three went out together to the Darlington Arms. Before going out Clarke replaced the cigars in the boxes. They were away at the public-house about twenty minutes, and, on coming back, Bennett was the first to re-enter the shop, which he had locked up before going out. When Clarke came in he found Bennett with one of the boxes open, and a quantity of cigars in his hand. The boxes were lying about on the counter. Clarke at first thought that it was some practical joke, and spoke to him accordingly. Bennett, however, became abusive, and used bad language. The police were then informed of the case. Evidence bearing out counsel's statement was then given by Clarke, who stated that he found, on coming back to the shop, that about eleven boxes had been tampered with. Mr. Plumtre cross-examined at considerable length, and in particular with regard to the time occupied by prosecutor between leaving the shop and going to the police station. The jury, without hearing any further evidence, returned a verdict of "Not guilty." Mr. Kettle said he felt he could not ask for a conviction on Clarke's evidence.

JOHN HUTCHISON, late tobacconist and commission agent of Inverness, whose case has been previously reported, was tried in that city on the 6th ult. before Sheriff Scott Moncrieff and a jury on a charge of contravening the Bankruptcy Acts by failing to make a full and true statement of his affairs for behoof of his creditors. He pleaded not guilty, and was defended by Mr. Young, advocate, Edinburgh. The property taken possession of by the trustee in face of the protest of the bankrupt was a tobacco shop, which the latter declared had been transferred to a son who had lately died in Africa. The evidence was somewhat conflicting, and the jury by a majority brought in a verdict of not proven.

TRADE NEWS AND NOTES—continued.

HENRY LAMBERT, 42, of 119, Wickham Street, Vauxhall, was charged, on the 13th ult., with stealing a quantity of cigars, 35s. in money, and some foreign coins. Market-constable Niel said that while perambulating the poultry market that morning he thought he saw a figure in Mr. White's shop. He accordingly caused the gas to be lighted, and then he saw the prisoner in the counting-house. The sergeant was sent for, and when he arrived, the prisoner came out of the counting-house, and pulled out of his pockets the things enumerated on the charge-sheet. The accused was remanded.

ARTHUR E. LANSDOWN, 30, clerk, was charged before the Bath magistrates, on July 5th, with stealing a quantity of goods, wine, cigars, tobacco, &c., of the total value of £97 15s. At the defendant's residence the police discovered a tin of tobacco, half-a-dozen boxes of cigarettes, and about 100 boxes of cigars. No attempt appeared to have been made to get rid of the goods, which must have been stolen over a long period of defendant's employment by the owners, MESSRS. CATER, STOFFELL, & FORTT, LTD. Defendant pleaded guilty, and, for the sake of his wife and three children, an appeal was made to deal with him under the First Offenders' Act. The Bench, however, committed him to gaol for six months' hard labour.

HERBERT NEWTON and JOHN PEDLER were charged on remand at Southwark Police Court, on the 4th inst., with embezzling money belonging to their employers, MESSRS. HENRY CHARLES ARCHER & Co., tobacco manufacturers, High Street, Borough. Mr. Reginald Brown prosecuted, and Mr. Benwell defended Newton. Both prisoners pleaded guilty. Two cases, one for £1 10s. 6d. and the other for £4 8s., were proved against Newton; and two cases, £10 9s. and £3 1s. 6d., against Pedler. Mr. Slade sentenced them each to 21 days' imprisonment.

WILLIAM NOBBS, tobacconist and newsagent, Bromley, was fined £90 and costs, or in default six months' imprisonment, at the Bromley Petty Sessions, on July 12th, for using his house for the purpose of betting.

WILLIAM PARKINSON was charged, on July 21, at the Birmingham Police Court, with stealing twenty-six cigars from the shop of MR. JOHN THOS. HARCOURT, tobacconist, Coventry Road, Small Heath. Accused went into the shop to make a small purchase, and, while being served, stole a box containing the cigars. Prisoner pleaded guilty, and was sentenced to three months' hard labour.

REGINALD ROMER, 14, errand boy, in the service of MESSRS. OPPENHEIM, SECKEL & Co., of New Zealand Avenue, was charged at Guildhall, on the 10th ult., with stealing a quantity of pipes, cigars, cigarettes, &c., value £1, belonging to his masters. The accused pleaded guilty, and it was stated that during the three months he had been in the prosecutors' service a lot of property had been missing. In answer to the Alderman, the boy said he had stolen a lot of pipes and sold them to other boys. It was also stated that when he was eleven years old he robbed his then employer of £40 in cash, and was sent to an industrial school. He was remanded.

JAMES WHITE, baker, Bury, was charged at the Arundel Town Hall with stealing a pipe, 3 ounces of tobacco, 14 cigars, and 13 cigarettes, together valued at 4s., the property of HENRY WALLS, tobacconist and barber, of Tarrant Street. Mr. Walls deposed that prisoner had had his hair cut. He was left in the shop for a few minutes, and after he had left the articles were missed from a stand in the shop. Prisoner pleaded guilty, and, saying he yielded to sudden temptation, was fined £1 10s.

MAURICE WILEMAN was charged on remand at Newcastle-upon-Tyne, on the 13th ult., with stealing 62 lbs. of tobacco, worth £10 2s. 6d., from the parcels office of the Central Railway Station, on June 25th. The parcel was one of a consignment which had been sent from Goodfellow's, at Alnwick, to Stewarts', Collingwood Street, Newcastle. Prisoner pleaded guilty, and was sentenced to imprisonment.

Limited Companies.

BORNEO TOBACCO ESTATES, LTD. Registered July 12th. Capital £30,000, in £1 shares. Objects: To acquire the business of the Borneo Tobacco Syndicate, and to cultivate tobacco.

CIGARETTE MAKING Co., LTD. A company has been registered under this title with a capital of £1,000, in £1 shares.

EUREKA MACHINE Co., LTD. Capital £5,000, in £1 shares. Object: To acquire Mr. A. L. Munsen's patents for making cigarettes. The directors are Mr. H. L. Benjamin, Mr. A. M. Marks, and Mr. C. W. Oatley. The registered offices of the Company are at 110, Fenchurch Street.

GALLAHER & Co., LTD., of Belfast, and also of Henderson, Kentucky, have been incorporated under the Kentucky Statutes. The capital is 25,000 dols., in 50 dol. shares.

HILLS, LTD. This company has been registered with a capital of £190,000, to take over the business of R. & J. Hill, Ltd., tobacco, cigar and cigarette manufacturers, of Shoreditch, High Street, with the intention of reverting to the latter title so soon as the legal formalities are complete. The directors are H. B. Praed (Henry Clay, Bock & Co., Ltd.), Alderman Cooke (ex-Mayor, Leeds), David Abercromby (Managing Director, R. & J. Hill, Ltd.), and Mr. H. L. Peters, of Walton House, Kingston-on-Thames, who will be the Managing Director of the new company. The following items of interest appear in the prospectus:—The business was established in 1795, and a large proportion of it is done on a strictly cash basis, and in addition there are about 2,000 accounts. Mr. Abercromby's connection with the firm extends over forty years. The profits from 1873 to 1897 are as follows:—

For the year ending 31st March, 1873	£17,019	0	10
" " " " 1874	18,843	19	10
" " " " 1875	21,882	17	10
" " " " 1876	22,413	15	7
" " " " 1877	20,272	9	1
" " " " 1878	18,372	8	5
" " " " 1879	23,803	0	11
" " " " 1880	18,638	9	4
" " " " 1881	20,756	9	1
" " " " 1882	20,312	9	10
" " " " 1883	23,533	12	8
" " " " 1884	23,889	9	2
" " " " 1885	23,074	4	5
" " " " 1886	22,697	6	10
" " " " 1887	23,174	18	8
" " " " 1888	24,962	1	8
" " " " 1889	22,229	18	11
" " " " 1890	20,554	5	10
" " " " 1891	20,476	9	6
" " " " 1892	21,708	11	1
" " " " 1893	20,637	16	6
" " " " 1894	16,634	11	5
" " " " 1895	16,278	9	5
" " " " 1896	18,250	18	5
" " " " 1897	20,185	8	9

Making total profits for the 25 years of ... £518,603 3 2

Equal to an annual average profit of ... £20,744 2 6

The vendor is Mr. Robert Gardner, who is also the promoter.

THE KEYES-BAKER CIGAR ROLLING MACHINE Co., LTD. This company was registered some four months ago, and the first statutory meeting was held on the 26th ult., Lord Bateman presiding. The points of the Chairman's speech were as follows:—Early in 1896 Messrs. Keyes & Baker, the inventors of the machine, sold their patent rights for the U.S.A. to a company for £86,000. Cigar manufacturers in the United States gave the machines a trial, with the result that manufacturers in that country were eager for machines, and at the present time the company is so full up with orders that it is impossible to fill them. A Cincinnati firm has sent in a pressing order for a second hundred machines. Upon the registration of the English Company every manufacturer of the United Kingdom was invited to inspect the machines at the London Offices, 23, Bartholomew Close, E.C., the chairman stating that the trade generally had admitted they will revolutionise the present system of cigar manufacturing. Several of the firms, including large ones, brought their own foreman, their own tobacco, and their own wrappers, and expressed their wonder at the results. Contracts have been placed with an eminent engineering firm, and the first batch of machines will be ready in a few weeks. The royalty on each machine will probably be £40 per annum.

MESSRS. THOS. OGDEN, LTD., have declared half-yearly dividends of 8 per cent. on the ordinary, and 5 per cent. on the preference shares.

AUGUST 15, 1897.

TRADE NEWS AND NOTES—continued.

SPENCER & Co., LTD., the well-established firm of Indian cigar manufacturers, of Madras, Dindigul, &c., has been converted into a limited company. The capital is Rs.2,500,000.

Items of Interest.

A writer in *The Caterer* waxes eloquent on the subject of MARIGOLD FLAKE, as follows:—"My political opinions have nothing in common with commerce. I may or may not be an ardent Royalist, or the reverse. It is, nevertheless, a singular fact that for years I have been a devotee of a tobacco I clept the *King* of Tobaccos—B.D.V.; and only the other day I wanted to try a new flake, distinguished by the name of that very plebsian plant 'marigold,' to find that this had been dubbed the *Queen* of Tobaccos. This is rather too much for an unconventional mortal like myself, I admit. Within this last month or so we have had a plethora of royalties. The scarlet liveries of the coachmen of the Royal carriages were everywhere. Fashionable hotels have had guards of honour at their entrances; every second man seemed to be a Prince or Colonial Premier. This is all very well in its way, but to be smoking a 'king' or a 'queen' with every pipeful of tobacco is enough to turn one's poor head giddy. But why should I fall foul of Messrs. Godfrey, Phillips & Sons, because they have dubbed the sweet-sounding 'marigold' the *Queen* of Tobaccos? In this respect 'Queen' is only a relative term. I call my own true love my *Queen*, because she reigns supreme not only over my affections—ardent once, milder now—but over my pocket, over my hearth, over all that I hold dear; she is, consequently—*my Queen*. It is just this with 'marigold' flake. First get your introduction. Caress sweet 'marigold' with tenderness. Bask, as it were, in the atmosphere of fragrance, and drink in an aroma that would put to shame the famed spices of Araby, and you will declare that sweet 'marigold' flake must henceforth be your *Queen*. And such a *Queen*! No capricious, haughty dame with high-flown ideas as to 'commands,' &c., &c. On the contrary, a mild, gentle, sweetly persuasive creature, under whose benign sway it were a pleasure to live. 'Marigold' flake, the *Queen* of Tobaccos, is ever at one's call, responsive to his very wishes, sharing his burdens by soothing him; causing him to turn his back upon the black, heavy clouds of grim care for the more agreeable occupation of losing oneself amid a host of those light blue rings of bewitching smoke-clouds that bespeak sweet joy and calm contentment."

AN ENGLISHMAN who took part in a Nile expedition informs us that camels are great friends of tobacco. If one smokes in front of one of these animals, he immediately comes close to the pipe, places his nose against the tobacco, and swallows the smoke. Then, raising his head, with his mouth open, and looking up into the air, he breathes a sigh full of ecstasy. But the camel is not the only animal which likes tobacco; it is well known that the goat is also very fond of it, only with a difference: it does not care for the smoke, but prefers to consume it in its natural state.—*Le Tabac*.

WOMEN SMOKERS. (BY ONE OF THEM).—Why should tobacco, which is supposed to be a general nerve-soother and comforter for man, be regarded as altogether demoralising for woman? It is a strange social law which declares that a certain herb, which is known to possess valuable anodyne properties, is good for man but bad for woman. The popular idea associates the smoking of cigarettes by a woman with intense wickedness. At the very least she is held to be "fast"; among the more aggressive members of the tribe of Mrs. Grundy she may be regarded as altogether improper. I have noticed that a woman who is defending her honour in a divorce case is frequently asked by cross-examining counsel "whether she has not been seen smoking cigarettes." If she is wise, she denies the impeachment with some warmth; for an admission that she had even taken a few whiffs of a tiny cigarette would have a terribly damaging effect on the twelve "intelligent" men who sit in the jury-box, and who go out to enjoy their pipes during the adjournment for luncheon. In certain clubs for women—and how badly women do manage their clubs!—the old notion that smoking is "unfeminine" still prevails. Where the unfemininity comes in I am unable to discover. I admit that I should not like to see women smoking everywhere—on omnibuses, in railway carriages, and in the foyers between the acts of opera or play. But it is not likely that they would do anything so conspicuous. In a club for women, however, one would naturally expect that the soothing and digestive "weed" might be enjoyed with perfect freedom. But no! at the Writers' Club—a club entirely composed of women journalists

and novelists—a notice has recently been posted, stating that "smoking in the club rooms is strictly prohibited. Any lady found smoking there will be requested to at once resign her membership." In a club of professional writers for the press, whose nerves must occasionally be affected by overwork, one would surely have thought that the cigarette was an absolute necessity. It is, however, ruthlessly barred. I took occasion to question one member of the committee on the subject. "Oh," she said, "we have stopped smoking because if we allowed it people would talk!" Talk, indeed! There are always meddling people who are ready enough to talk about anything which doesn't concern them. And members are to be deprived of their privileges—nay, their rights—through the feminine fear of people "talking"! In what men's club, I wonder, would such tyrannical action on the part of the committee be tolerated. It is this fear of what Mrs. Grundy will say which serves to deprive women of half the innocent pleasures they might legitimately enjoy. I recently saw an old lady of this type almost go into a fit on her own door-mat because she caught sight of a very brilliant and industrious young lady novelist, of established reputation, smoking a cigarette upon the doorstep of her own studio next door. The little group of studios (occupied solely by literary and artistic workers) could not possibly be overlooked except from a balloon, and there was no one present to witness the enormity, yet the old lady protested so acrimoniously that the lady novelist was driven indoors. Why should women who work, and who desire the simple comfort of tobacco, be frightened by this Mrs. Grundy bogey? The Pioneer, the most "advanced" of women's clubs, has a smoking room, but it is strictly reserved for "members only." No outside eye may penetrate that Blue Beard's Blue Chamber, or witness the mysteries of the offerings of the Pioneers at the shrine of My Lady Nicotine. Nor is even the mildest form of alcoholic refreshment allowed to be served within the walls, so that ladies who desire to "moisten" their tobacco must perforce do so on tea or coffee, or lemonade or some of the other effervescing and generally unsatisfactory temperance drinks. Is this a survival of the once prevalent idea that "smoking leads to drinking?" Are the good ladies who manage the Pioneer merely acting in the cause of temperance? It is curious, indeed, that members of ladies' clubs should allow themselves to be told at every turn what they must do and must not do—what they must drink and what they must avoid! The foolish prejudice as to the "wickedness" of smoking—the association of a cigarette with a bad character—is, of course, preserved on the stage. When in a play a well-dressed woman produces a cigarette case and begins to light up, you know at once that she is the adventuress of the piece. The dramatist would never dare to endow her with any moral qualities after that. She may possibly be a *divorcée*: at the very least she has designs on the hero's purse and on his general happiness. Who ever saw a virtuous stage heroine smoking? The very idea would be revolting to all conventional notions of propriety, and the men would fiercely discuss this horrifying lapse on the part of the dramatist over their own cigarettes between the acts. Conventions die hard on the stage; yet who will be courageous enough to show us that a little wisp of yellow leaf, wrapped in a fragment of rice paper, does not necessarily bring about a woman's downfall, and need not be inconsistent with a useful, busy, and honourable life? The supposed degrading effect of tobacco on women is a purely bourgeois notion. It affects middle-class women only. The highest and the lowest do as they please in the matter. Now and then there arises some strong and independent woman who follows her own course, and is perfectly indifferent to outside opinion. Such a character was the late Miss Emily Faithful, a most noble, admirable, and withal womanly-minded woman, who soothed her nerves after her work was done by smoking full-flavoured cigars. And why should she not have done so, seeing that they evidently suited her? The peasant women, especially in Ireland and Scotland, enjoy their whiffs from short pipes filled with strong tobacco. It is not everybody who could stand tobacco in this form, nor would the process of smoking it be very elegant. No! I am not advocating the use of short clays among the wide class covered by the word "ladies," but for the life of me I cannot see what harm is done to these peasant women by the process of puffing off their cares in their own way. In spite of the high handed action of these ladies' clubs, the cigarette is fast making its way into the upper circles of society. In the best houses now-a-days, when cigars are handed round to the gentlemen, cigarettes are offered to the ladies. The hostess, as a rule, sets the necessary example to her lady guests. The ranks of the regular cigarette smokers include the Dowager Empress of Russia, the Princess of Wales, Princess Beatrice,

TRADE NEWS AND NOTES *continued.*

Princess Charles of Denmark, the Queen of Italy, the Queen of Roumania, and the Queen-Regent of Spain. I have no space for a list of prominent members of the English aristocracy who indulge in the fragrant weed. Would any of these great ladies, I wonder, be turned out of the Writers' Club if they ventured to indulge in their harmless taste within its sacred precincts; and would they mind very much whether or no they were "talked about"? It is only the middle-class person of would-be intensely respectable manners who raises all this racket against the feminine consumption of cigarettes.—*The Morning.*

PROFESSOR HUXLEY ON SMOKING.—At a debate upon "Smoking," among the members of the British Association, many speakers denounced, and other advocated the practice. Professor Huxley said, "For forty years of my life, tobacco has been a deadly poison to me. (Loud cheers from the anti-tobaccoists.) In my youth, as a medical student, I tried to smoke. In vain! at every fresh attempt my insidious foe stretched me prostrate on the floor. (Repeated cheers.) I entered the navy; again I tried to smoke, and again met with a defeat. I hated tobacco. I could almost have lent my support to any institution that had for its object the putting of tobacco-smokers to death. (Vociferous applause.) A few years ago I was in Brittany with some friends. We went to an inn. They began to smoke. They looked very happy, and outside it was very wet and dismal. I thought I would try a cigar. (Murmurs.) I did so. (Great expectations.) I smoked that cigar—it was delicious! (Groans.) From that moment I was a changed man; and I now feel that smoking in moderation is a comfortable and laudable practice, and is productive of good. (Dismay and confusion of the anti-tobaccoists. Roars of laughter from the smokers.) There is no more harm in a pipe than there is in a cup of tea. You may poison yourself by drinking too much green tea, and kill yourself by eating too many beef-steaks. For my own part, I consider that tobacco, in moderation, is a sweetener and equaliser of the temper." (Total rout of the anti-tobaccoists, and complete triumph of the smokers.)

TOBACCO, BEER AND TEA.—With regard to the revenue returns for the year just ended, the increase of half a million in the Customs receipts is due almost wholly to tea and tobacco, in equal proportions. For the first time, the revenue from the latter has exceeded eleven millions sterling, and that from tea all but four millions, or an average consumption of nearly one and three-quarter pounds of tobacco, and six and three-quarter pounds of tea per head of the population. Under the head of Excise, £600,000 of the whole increase of £856,000 is due to the augmented consumption of beer, which was the amount 1895 showed in excess of 1894 under the same head. Thus, in two years, and without an alteration in the rate of duty, the revenue derived from beer has increased by one and a quarter million, and has left that derived from tobacco far behind. With the exception of Burton-on-Trent, Manchester is the largest brewing centre in England. In the district there are forty-nine large brewers, and eleven small or "home-brewed" houses, and as there are nearly five thousand licensed publicans and beer-houses, it is obvious that practically the whole of them are "tied." During the last brewing year, ended September 30th, over a million and a quarter barrels of beer were brewed in Manchester, and of this quantity only fourteen thousand barrels were made at the home-brewed houses. Five years ago there were eighty-two breweries of one kind and another in and around Manchester, but since then the number has, by absorption and the purchase of home-brewed houses, which are now "tied," been reduced to sixty. Throughout the country the small men are disappearing at an extraordinary rate. When Mr. Gladstone, in 1880, repealed the duty on malt, there were 23,338 brewers in the United Kingdom. To-day the number is 8,700, or 250 less than a year ago. Another curious feature of the business is that, while in 1879 duty was paid on 58,036,155 bushels of malt, the whole of the brewers in the United Kingdom during the year just closed used three thousand bushels less than that quantity of malt and all kinds of grain combined, although the quantity of beer manufactured has increased by over a quarter in the interval.

BRISTOL GOES AHEAD.—The tobacco industry, to which Bristol owes so much of its prosperity, continues satisfactory, and although the direct imports into Bristol last year were less than in 1895, owing principally to the inferiority of the crop, the quantities manufactured and sold by Bristol firms continued to show a steady increase. In particular, the

export of manufactured tobacco from Bristol to all parts of the world has been progressing by leaps and bounds, and it is reported that even in the United States, the chief home of the raw material, tobacco manufactured in Bristol commands an extensive sale.

THE CIGARETTE WAR IN THE STATES.—Undoubtedly the most effective measure for the suppression or embarrassment of the cigarette trade is the law which has just gone into effect in Chicago, and which requires every retail dealer in cigarettes to pay an annual license fee of \$100 into the city treasury. As a result of this law, the number of places in the city where cigarettes are sold has been reduced from 5,000 to about 100, the margin of profit on the sales on this kind of goods being too small to warrant the payment of the license fee by tobaccoists generally. For selling cigarettes without a license the penalty is a fine of not less than \$50, or more than \$200, and a further penalty of \$25 for each day the person shall sell cigarettes after his first conviction. There are now laws in eighteen states either forbidding or regulating the sale of cigarettes, but as a rule they have not proved effectual for the purposes for which they were enacted. The Chicago ordinance comes nearest to achieving the end aimed at.

Notes.

Manufacturers may feel interested in knowing that a new work on tobacco in all its forms has just been published in New York. It is well illustrated, and its cost is 2 dols.

The *Irish Times* states that arrangements are being made for the more extensive cultivation in the South of Ireland of tobacco.

At a recent garden fête at the Duke of Devonshire's, Compton Place, Eastbourne, a cigarette making competition for ladies took place. The prize was awarded to Mrs. Gloyne.

SALE OF CIGARS BY AUCTION.—Messrs. Christie, Manson & Woods offered by auction at their rooms, 8, King-street, St. James's-square, S.W., on July 1, a quantity of cigars. The following were among the sales effected: 1894 crop: La Flor de Inclin—Perlas, 26s. to 27c.; Regalia Emperatriz, 28s. to 38s.; Regalia Fina de la Reina, 34s. to 36s.; Regalia Graciosa, 36s. to 38s.; Deliciosos, 36s. to 38s.; Bouquets, 65s. to 66s.; Non Plus Ultra, 38s. to 40s.; Perfectos Timos, 68s. to 74s.; Perfectos, 40s. to 45s.; Escepcionales, 72s. to 77s.; 1894 crop: Villar y Villar, Regalia Sublimes, 50s. to 58s.; Por Real Hermanos, Habana Bouquets, 30s. to 34s.; Nimita Cubana, Excepcionales, 62s. to 67s.; Sevillana, Deliciosos Extra Fina, 38s.; Comercial, Crème de la Crème, 40s. to 46s.; Ybaseta, Aristocracias, 40s. to 44s. 1891 crop: Bella Aroma, Imperiales, 38s. to 40s.; Rey Del Mundo, Camelia Especial, 36s. to 38s.; Regalia de la Princesa, 36s. to 40s.; Espanola, Britanica Imperial, 48s. to 52s. 1888 crop: Por Larranaga, Cabinet Mercantile, 46s.; La Espanola, Triangulares, 50s. to 64s. 1891 crop: La Borneo, La Mildura Extra, 60s. to 95s.

Burglaries.

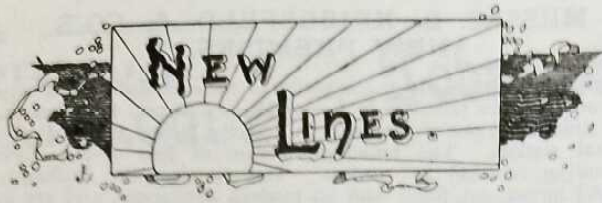
On the occasion of a recent half holiday, the packing room of the firm of MESSRS. BRAILSFORD & Co., 301, Shalesmoor, Sheffield, was entered. Cigarettes to the value of about £70 were stolen. Considerable mystery surrounds the case, the thieves having left the premises locked in the usual way.

The premises of MR. A. W. COCKER, wholesale and retail tobacconist, Deane Road, Bolton, were broken into, and a number of pipes, and 10s. in money stolen.

The shop of MESSRS. J. M. TIERNEY, of Grimsby, was recently broken into, and £10 stolen, in addition to a considerable quantity of tobacco and cigars. The two prisoners pleaded guilty, and were sentenced the one to eight and the other to six months' hard labour.

Obituary.

MR. J. F. CORK, tobacconist, of High Street, Sheerness, on the 12th July, aged 56.
MISS ADA FITZJOHN, tobacconist, 99, Radford Road, Nottingham, on the 18th ult.
MR. RICHARD HOWARD, tobacconist, Above Bar, Southampton.
MR. EVAN PRITCHARD, tobacconist, 39, Broad Road, South Tottenham, on the 8th ult., aged 49.



Mr. JOHN SINCLAIR, of Bath Lane, Newcastle-on-Tyne, has placed several very excellent new lines on the market, the get-up of which is beyond reproach. "LIGHT AND SHADE" is a line of two flakes, and the annexed block gives an excellent idea of the striking design on the ounce tins. Price 4s. 8d. per lb., to retail



at 4d. "FREE LANCE," a rich flake, is put up in similar style, that is, in flat tins with rounded corners, very handy for the pocket. Price the same as above. "FLASH LIGHT," a fine line of Navy-cut, is packed in the usual Navy-cut ounce tins, the design of which is executed in MESSRS. BARCLAY & FRY'S



best style. The firm's latest in cigarettes, entitled "JESMOND SPECIAL" Cigarettes, are put up in tasteful oval tins, containing 25, to retail at 6d., the trade price per 1,000 being 16s., subject to usual discount. They are made from fine selected Virginia.

* * *

Quite one of the handsomest Trade Catalogues is that of MESSRS. ROBINSON & BARNSDALE, LTD., of Nottingham and Aldersgate Street, London, E.C. It is a fine specimen of high-class litho work, and retailers will doubtless profit by a study of its contents, which are comprehensive. Loose tobaccos range from 3s. 4d. per lb. to 5s. per lb.; hard tobaccos from 3s. 4d. to 5s. per lb. Space does not admit for us to do more than refer to the firm's numerous brands of cigars, tobaccos, cigarettes, and snuffs. Tobacconists would do well to apply direct to the firm for a copy.

* * *

MESSRS. BEWLAY & Co., LTD., have patented a novelty in cigar bands, which dispenses with gumming. A slit is cut on each side of the band, and is readily fastened when placed round the cigar. It is next to impossible to break the outer leaf when removing it, and it is, therefore, a great improvement on the old style.

MESSRS. COHEN, WEENEN & Co., of "BANDMASTER"



fame, have introduced a new five-a-12. line, the get-up of which is practically identical with the above. It is entitled "CIRCUS GIRL," and the characteristic of it is that the cigarettes are full flavour, and guaranteed made of pure Virginia. The boxes contain well-executed photographs of sporting and athletic celebrities. Building operations are in active progress for the firm's imposing new five-floor factory which, when complete, will take its place as one of the finest in the country.

* * *

Still another surprise in 12. packets, entitled "DAY DAWN," is MESSRS. GEORGE MASON & SONS' latest. Each packet contains no less than NINE cigarettes, price to the trade 13s. 6d. per 1,800—900 in a box. The quality of the tobacco employed is quite up to the firm's usual high standard.

* * *

The annexed block gives a good idea of THE TOBACCONISTS' SUPPLY SYNDICATE'S new cigarette paper line, and is indicative of the firm's enterprise in keeping pace with the times in supplying tobacconists with the best possible articles at a low price. They are intended to retail at 3d. per book, and MESSRS. M. BARBER & SONS, of 7, Blomfield Street, Dalston, the well-known London agents for matches, will deliver to any part of London at 2s. 3d. per box nett. The Syndicate have gone to great trouble and expense to produce the finest paper possible, it burns freely, and leaves no ash. The design of the cover of the book is very tasteful indeed, and is executed in red and gold and Oxford blue on a Cambridge blue ground. This new line should certainly attract the attention of every tobacconist.



* * *

A remarkably fine new cigarette line is that of MESSRS. MELBOURNE, HART & CO., whose name is so closely associated with the famous "VAFIADIS" brand. The annexed is a copy of the ornamental tin boxes the cigarettes are put up in. The characteristic features of the cigarettes are

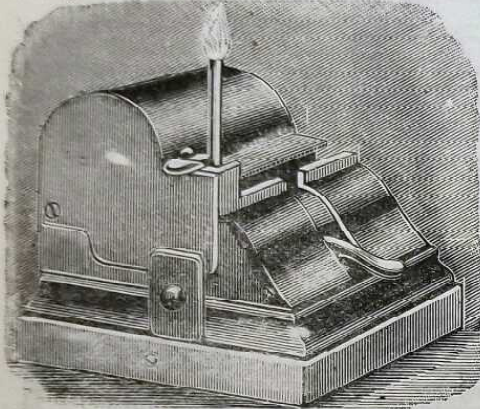


that they are hand-made from seven-year-old Virginia—somewhat difficult to get—and the firm are fortunate in having sufficient in

stock to last about two years. In addition to being packed in decorated tins of 100, they are also supplied in sliding packets of 10's. Price to the trade, 30s. per 1,000, subject to usual discounts.

* * *

The "LUCIPHORE" is a small apparatus designed to permit of getting all the good that may be possible out of poor or indifferent matches, which, when struck, ignite or do not ignite, as the case may be, and which are quite apt to go out suddenly if they do ignite—or even to lose their heads entirely when scratched. The apparatus consists of a nickel-plated block of metal resembling a paper weight, and capable, in fact, of being used as such. After the lateral door has been opened, a supply of matches is introduced into the interior. This bundle of matches tends to descend to the lower part, where there is a transverse groove. One of the matches enters this and lies therein horizontally. In front there is a key. So soon as this is pressed with a quick motion, the match rubs against a small steel comb arranged at the extremity of the groove, but which is not visible in the figure. The match (which is held at the opposite end by a spring) rises quickly at the same moment and becomes vertical. This new position is shown in the general view of the apparatus. The key has been depressed, and the match that has come from the interior has



gnited and is quietly burning. The manoeuvre is very simple. Depress the key, and the match will ignite and rise abruptly after the fashion of a jack-in-the-box. Then, standing as straight as a wax taper, it will slowly burn—to the great satisfaction of the consumer. All the matches of the entire supply are thus utilised, one after the other. Each one falls into the groove and is ignited under the eye of the operator. According to *La Nature* a failure to strike fire with this apparatus does not often occur; and it is even possible to judge of the quality of a box of matches by the way in which the latter ignite in the luciphore. We content ourselves with observing that the little apparatus is very ingenious. But just think of matches that ignite invariably at the first scratch, and always burn to the "great satisfaction of the consumer." Such a thing seems scarcely credible.

* * *

DR. BENHAM, of 93, Elizabeth Street, Eaton Square, S.W., has placed on the market rather a smart pipe-cleaner. Not only does it clean a pipe in the ordinary way, but it is also capable of cleaning it effectually. It is designed for the pocket, and possesses the merit of not soiling the fingers.

* * *

MR. E. J. LUSBY, of "Pinoza" fame, will shortly place on the market a "PINOZA PIPE," for which unique advantages are claimed. We shall fully describe it in our next number.

* * *

In our April issue we included in our notice under this heading "BRAZILIAN MAIZE-COVERED CIGARETTES," manufactured by SILVA & PINNA, of Rio de Janeiro, for which firm MR. WILLIAM NEWBERY, of 155, Friar Street, Reading, is sole importer. We are pleased to note that their introduction into this country has met with very considerable favour, especially the following brands: Rio Novo (mentioned in Sir Richard Burton's book on Brazil), Pomba, Masca Registrada, Goyano. The price of these to the trade is 21s. per 1,000, subject to usual discount. The firm have also introduced packet Brazilian tobacco, viz.: Fumo Havana, price to the trade 13s. per kilo, which consists of 40 packets of 25 grammas, and 20 packets of 50 grammas (equal to 2½ lb.).

MESSRS. B. KRIEGSFELD & CO.'S
NEW PREMISES.

This firm is at length in occupation of their handsome and very commodious new premises in Lower Mosley Street, Manchester. The situation is one of the finest in that city, facing as it does the central station. The building consists of four floors, each measuring 140 feet by 50 feet. The premises are brilliantly lighted throughout, fitted with all modern appliances, and are in every way adapted to the ever-increasing business of this important firm.

* * *

A YOUNG AND ENERGETIC HOUSE.

MESSRS. ADOLPH ELKIN & Co., of Houndsditch, is one of the recent additions to the tobacconists' sundriesmen. The fact that there were several Richmonds in the field did not deter this ambitious young firm from adding to the number. Mr. Elkin felt that the growing prosperity of the country afforded ample scope for the energies of "one more," hence his existence as a firm. He however, has the advantage of considerable experience in this particular line of business, unlimited energy, and practical modern ideas. We understand that within a year or so this firm has made two important extensions. The stock is large and varied. The new price list to hand leaves nothing to be desired on the score of completeness, while some of the quotations are veritable eye openers. A speciality upon which the firm justly prides itself is their celebrated "La Nikle" brand of 2d. cigars. This cigar is well made by hand, good weight, and very well got up. We feel confident that when the virtues of the "La Nikle" cigar are known, a large demand will be the result.

SITUATIONS OPEN.

VAFIADIS & Co., of CAIRO, require a good TRAVELLER to represent them for the sale of their Egyptian Cigarettes. Liberal salary to a first-class Traveller.—Apply, per letter, to their London Office, 19, Basinghall Street, E.C.

TRAVELLER Wanted, by EDMUND ALTON & Co., Cigar Manufacturers, Nottingham, for London and Suburbs. Must have a sound connection. Guarantee required in well-known Society. Present connection given to suitable applicant.

TRAVELLER Wanted to call upon Licensed Victuallers. Must be smart, energetic, and a good salesman. Age about 25 to 30. Guarantee Society's security. Only those with experience and connection need apply. Preference will be given to one knowing the counties Middlesex, Surrey, Berks, and Bucks.—Apply, by letter, to E. Nuthall & Sons, Kingston-on-Thames.

ENGLISH FIRM require TRAVELLER in London to introduce well-known Brands Dutch-manufactured Cigars. Liberal commission. Country AGENTS also wanted.—Write only, Cubison, 15, Knightbridge Street, London, E.C.

FOR SALE.

TOBACCONIST'S BUSINESS for SALE, first-class, old-established. Every investigation courted.—Apply to A. Puttock, Proprietor, 29, Marine Parade, Worthing.

TOBACCO PAPER for SALE, in good condition. Special terms for large quantities.—Apply, W. T. Davies, Tobacco Factory, Chester.

TOBACCONIST'S BUSINESS for SALE, main road, N.W. district. Takings average £20 a week. Lease, twenty years. Rent, £100. Price, £200, to include fixtures, fittings, &c. Good reason for selling.—Call, Physick & Lowe, 319A, High-road, Kilburn, London, N.W.

A
RECORD
CATALOGUE.

This and the following 7 pages contain The

Tobacconists' Supply Syndicate's

New *Nett* Price List.

OFFICES :

55, FARRINGTON STREET, LONDON, E.C.

WAREHOUSE :

2, 3 & 4, PLUM TREE COURT, E.C.

FACTORY :

21, FARRINGTON STREET, E.C.

BRANCH DEPOTS :

10, Long Lane, E.C.

127, Strand, W.C.

43, High Street, Putney. . .

36a, Hill Road, Wimbledon.

20, Sussex Place, South Kensington.

167, Earl's Court Road, S.W.

263, Portobello Road, W.

238, Great Portland Street, W. . . .

PACKET TOBACCOS.

MAKER.	DESCRIPTION.	1/4	1/3	1/2	1 lb.
T.S.S.	Smoking Mixture	4/5			*4/3
"	Blended Virginia...	4/11			*4/9
"	Golden Navy Cut	*4/6			
Wills	Bird's Eye	5/3	5/3	*5/3	*5/3
"	Gold Flake	5/2	5/2	*5/4	*5/2
"	Three Castles	6/6	6/6	*6/8	*6/6
"	Three Castles, Yellow	5/9	5/9	*5/11	
"	Westward Ho!	4/8	4/8	*4/10	*4/8
"	Traveller	6/2	6/2	*6/5	*6/2
"	Four Seasons	6/8	6/8	*6/10	*6/8
"	Capstan Navy Cut, Mild	*5/6	*5/5	*5/4	*5/3
"	" Medium	*5/2	*5/2	*5/1	5/
"	" Full	*5/2	*5/1	*5/	4/11
"	Golden Virginia, /32	4/1	4/1	4/1	
"	Honey Cut, /32	4/1	4/1		
"	Silver Birch, /32	4/1			
"	Old Friend, /32	3/5	3/5		
"	Come Again, /32	3/9	3/9		
"	Old Dominion	5/8	5/8	*5/10	
"	Rob Roy	4/8	4/8	*4/10	
"	Leathery Fox, /32	4/8	4/8	*4/10	*4/8
"	Flkd. Virg. H'dew				Wood box. 8/
"	Light Flkd. H'dew				Card box. 4/1
"	Brown Navy Cut				Card box. 3/9
"	Light Navy Cut				Card box. 4/4
"	Bristol Mixture	5/2	5/2	*5/4	*5/
"	Chestnut Hand-Cut Virginia				Card boxes. 3/11
"	Bulwark Flake, /32	4/4			
"	Autumn Gold	5/2	5/2	5/2	
"	Ribbon Cut				4/4
"	Bristol Flake				3/11
"	Cut Virginia Bar				*4/6
"	Virginia Bar	4/5	4/8		
"	Nail Road				3/5
Lambert & Butler	Bird's Eye	5/1	5/0	*5/2	*5/0
"	Gold Leaf	5/2	5/2	*5/3	*5/1
"	May Blossom	5/10	5/9	*5/11	*5/9
"	Sun Dried	5/7	5/6	*5/8	*5/6
"	Navy Cut	*5/4	*5/4	*5/4	*5/2
"	Kentucky Mixture	4/6			
"	Golden Valley	5/10	5/9	*5/11	*5/9
"	Imperial Virginia		4/11	4/11	
"	Finest Golden Shag	5/	4/11	*5/1	*4/11
"	Waverley Mixture	5/	4/11	*5/1	*4/11
"	American Hand-Cut Virginia				Box. 4/7
"	Log Cabin	6/6	6/4	*6/6	*6/4
"	Jessamine	6/7	6/6	*6/8	*6/6

PACKET TOBACCOS—contd.

MAKER.	DESCRIPTION.	1/4	1/3	1/2	1 lb.
Lambert & Butler	Blended Navy Cut	*5/4	*5/4		
"	Flaked Gold Leaf Honeydew				Box. 4/11
"	Finest Golden Returns	5/	4/11	*5/1	*4/11
"	Extra Gold Leaf Navy Cut	6/	*6/		
"	British Oak, /64/32, Mild and Full	4/3			
"	Sultan Turkey		8/	8/	
"	Gold Leaf Honeydew, cut in bond		*7/10	*7/10	
Taddy	Myrtle Grove	5/10	5/9	*5/9	*5/9
"	" (flat tins)			*5/10	*5/10
"	Golden Virginia	5/4	5/3	*5/4	*5/4
"	Imperial Virginia	5/0	4/11	*5/	*5/
"	Premier Virginia	5/10	5/9	*5/10	*5/10
"	Red Kentucky	5/6	5/5	*5/6	*5/6
"	Golden Bird's Eye	5/2	5/1	*5/2	*5/2
"	Virginia Returns	5/	4/11	*5/	*5/
"	Flaked Gold Leaf	5/1	5/1	*5/2	*5/2
"	Latakia			*4/6	
"	Maryland, C. or F.				4/7
"	Dutch Knastre				5/2
"	Havana				6/4
Player	Navy Cut	5/4	*5/4	*5/2	*5/2
"	Cigarette Tobacco	*6/4	*6/4		
"	Gold Leaf Honeydew	*5/2	*5/2	*5/1	Box. 4/8
"	Sweet as Honey, /32	4/4	4/4		
"	Gold Leaf Bird's Eye	4/6	4/6	*4/8	
"	Castle Honeydew, /32	4/6	4/6	4/6	
"	Havana	4/6	4/6		
"	Dreamland	5/1	5/4	5/4	
"	Hearts of Oak, /32	3/5	3/5		
"	Latakia			4/2	
"	Rough and Ready Mixture, /32	3/5	3/5		
"	Dreadnought Hand Cut	*4/6			
"	Life Buoy Plug	3/6			
"	Roundhead, /32	*4/6	*4/6		
"	Snowdrop, /32	3/11			
"	Crocus, /32	3/11			
Murray	Mellow Mixture		*4/10	4/10	*4/10
"	Hall Mark	*4/6			
"	Hand Cut Virginia	*4/6			
"	Maple Flake				3/11
"	Mottled Flake	*5/2	*5/2	*5/0	*4/10

Tobaccos marked thus * in this Catalogue are in Tins.

Above Prices strictly *Nett*.
1 per cent. bonus on all goods to subscribers to the Syndicate.

PACKET TOBACCOS—contd.

MAKER.	DESCRIPTION.	1/2	1/3	1/4	1/5	1 LB.
Brankston	Red Virginia ...	5/2	5/2	5/2	5/2	
"	Red Vir. B. Eye ...		4/10	4/10	4/10	
"	Burley Golden Cup		5/4	5/4	5/4	
"	Golf Club Mixture		4/8	4/8	4/8	
"	Broadway Virginia		5/8	5/8	5/8	
"	Broadway Mixture		5/2	5/2	5/2	
"	Sweet as the Rose		4/6	4/6	4/6	
"	Rose Mixture ...		5/2	5/2	5/2	
"	Gold Flake Honey-dew ...		5/2	5/2	5/2	
"	Rose Bird's Eye ...		4/10	4/10	4/10	
"	Golden B. Eye ...		4/10	4/10	4/10	
"	Broadway B. Eye ...		5/	5/	5/	
"	Golden Returns ...		4/10	4/10	4/10	
"	Sundried Needle-gun ...		5/4	5/4	5/4	
"	Golden Navy Cut	*5/2	*5/2	*5/2	*5/2	
Churchman	Silver Wreath ...	5/2	5/2	5/2	5/2	
"	American Flake ...	4/1				
"	Navy Flake ...	4/5				
"	Gold Flaked H'dew	5/1	5/1	*5/1		

PACKET CIGARETTES.

MAKER.	DESCRIPTION.	PKTS. OF	100	250	500	1,000
T.S.S. Specialities	Gold Flake ...	10, 50	1/8		8/	16/
"	Navy Cut ...	10, 50	1/8		8/	16/
"	Straight Cut ...	10, 50	1/8		8/	16/
"	Special Straight Cut ...	10, 50	2/1		10/4	20/6
"	Special Gold Tipped	10	2/11		14/3	28/6
"	Fantasia Turkish					
"	Gold Tipped ...	10	3/4		16/6	33/
"	Marlborough T.S.S.	8 for 1 1/2 doz.	1/ per dozen			
"	"	16 for 3 doz.	2/			
"	Golden Navy Cut	12 (tins)	3/8			
"	Sweet Blossoms ...	5		2/11	5/9	11/6
"	"	50 (tins)	1/4	3/4	6/8	13/3
"	Panaris Curly Cut	10, 20	1/4	3/3	6/6	13/
"	Corked Tipped ...	20	3/		15/	29/
Wills	Cinderella ...	5		3/1	6/2	12/4
"	Woodbine ...	5		3/1	6/2	12/4
"	Hawthorne ...	5		3/1	6/2	12/4
"	Louisville ...	10, 20	1/8		8/4	16/6
"	Heartsease ...	10	1/8		8/4	16/6
"	Bird's Eye ...	10, 50	2/		10/	19/6
"	Three Castles ...	10, 50	2/10		14/	27/9
"	Three Castles (tins)	100	3/1		15/3	30/3
"	Three Castles ...	10, 20	3/6		17/	34/
"	Card boxes ...	20	3/4		16/3	32/
"	Capstan ...	10, 50	1/11		9/6	18/6
"	Gold Flake ...	10, 50	2/		9/9	19/6
"	" M'thpieces	10	2/1		10/3	20/6
"	King Fishers ...	10	1/10		9/	18/
Lambert & Butler	May Blossom ...	10	3/4		16/8	33/4
"	"	20, 100	3/4		16/6	33/
"	Golden Crest ...	5		3/1	6/2	12/4
"	Golden B. Eye ...	50 (tins)	2/		10/	19/9
"	Gold Leaf ...		2/		10/	19/9
"	Hand Cut ...	6, 12, 24	8/	box		
Ogdens	Tabas ...	5		3/1	6/2	12/4
"	Guinea Gold ...	10	1/10		9/	18/
"	Otto de Rose ...	10	3/10		19/	38/
"	Lucky Stars ...	6		3/1	6/2	12/4
"	Yellow Plush ...	10	1/10		9/	18/
"	Royal Navy ...	10	2/7		12/9	25/6
"	Silver Veil ...	10	2/11		14/6	29/
"	Golden Penny ...	5		3/1	6/2	12/4
"	Stamps ...	5		3/1	6/2	12/4
Gallaher	Silkworm ...	6		3/1	6/2	12/4
"	Daystar ...	14		4/6	9/	18/
"	Golden Spangled ...	10	3/		14/3	28/6
"	Harlequin ...	10	3/3		16/	32/
"	"	20	3/2		15/6	31/
"	Columbine, Gold Tip	10	3/8		18/	36/
"	"	20	3/6		17/6	35/
Player	Navy Cut ...	50, 100	2/8	doz.	13/	26/
"	"	12			3/9	
"	"	24			7/9	
"	Navy Cut Magnums	50, 100	3/9		18/9	37/6
"	Dreadnought ...	10	1/11		9/3	18/6
"	Golden Dreams ...	10	1/11		9/3	18/6
"	Sweet as Honey ...	5		3/1	6/2	12/4
"	Navy Cut Magnums	16	8/	doz.		
Taddys	Myrtle Grove ...	10, 20	2/10		14/	28/
"	" Tins ...	10, 20	3/5		17/	33/6
"	"	100	2/10		14/2	28/

† The only item not subject to bonus in our Catalogue.

PACKET CIGARETTES—contd.

MAKER.	DESCRIPTION.	TINS OF	100	250	500	1,000
B. Morris & Sons	Gln. Vgnia. Silk Cut	10	3/6		17/6	35/
"	"	22	3/11		19/6	39/
"	"	50, 100	3/6		17/6	35/
"	Solid Ends ...	10	3/6		17/6	35/
"	Cork-Tipped	10, 24,		3/2	15/6	31/
"	Cambridge	50			18/3	36/6
"	Web-Tipped ...	10	3/8			
"	Society Girl ...	10		3/5	17/	34/
"	"	20				
"	"	50, 100				
"	Golden Spray ...	10	2/3		12/	24/
"	Navy Cut ...	50	2/2		10/9	21/6
		PKTS. OF				
Lloyds	Nancy Lee ...	10	1/11		9/6	18/6
"	Go Bang ...	5		3/1	6/2	12/4
"	"	(with mth. pieces.)				
"	Dandy Dick ...	5		3/1	6/2	12/4
"	Golden Arrow ...	10	1/3	3/1	6/2	12/3
J. & F. Bell	Three Bell, Special	10, 20	3/4		16/6	33/
"	Three Bell, Gold Tip Bijou	10	3/7		17/9	35/6
"	Gold Tip, Special Quality ...	20	4/9		23/9	47/3
"	Special Straight Cut	10	3/		14/6	28/9
"	Special Flake ...	50 (tins)	1/7		7/9	15/6
Mason	First Favourite	6		3/1	6/2	12/4
"	At Scented or Plain	5		3/1	6/2	12/4
"	Best Bird's Eye ...	5		3/1	6/2	12/4
"	Trades Union ...	7		3/1	6/2	12/4
"	Navy Cut ...	12	1/6		7/1	14/2
"	Gold Flake ...	8	1/6		7/1	14/2
"	Golden Days ...	10	2/6		12/	23/9
"	Day Dawn ...	9 for 1 doz.		3/1	6/2	12/4
J. & T. Hodge	Natural Leaf ...	10, 20	2/10		14/	28/
"	Album ...	10	3/5		16/6	32/6
"	Texan Smokes, Leaf Tipped	10, 100	3/5		16/6	32/6
Mitchell	Silver Spar ...	10, 20	3/5		17/	34/
"	Two Dromios ...	10, 20	3/5		17/	34/
"	Gold Tipped ...	16	7/10	per doz.		
"	Priz: Crop ...	12	3/11		36/9	gross
"	"	100	2/7		25/6	gross
"	Naval Brigade ...	12	3/11		36/9	gross
"	"	100	2/7		12/9	25/6
"	Straight Cut Vir... ..	10	2/7		12/9	25/6
"	Marmon ...	12	2/3		26/6	gross
"	Box Seat ...	12	2/3		26/6	gross
"	Sweet Merridew ...	5		3/1	6/2	12/4
"	Belfrey ...	20	1/10		9/	18/
"	Mcrosce ...	10	1/7		7/10	15/8
"	Gold Bank, Perfumed ...	5		3/1	6/2	12/4
"	Maintop ...	6		3/1	6/2	12/4
"	Carnation Blossoms	10	1/11		9/3	18/6
"	Woodland Belle ...	12	1/11		9/3	18/6
"	" Blossoms	50	1/7		7/9	15/6
Smith	Wild Geranium ...	10	2/6		12/3	24/6
"	Cut Navy ...	10	2/10		13/10	27/8
"	Luxury ...	10, 20	3/2		15/9	31/6
"	Trilby ...	10	2/10		14/	27/9
"	Vigilant ...	25, 50	1/11		9/3	18/6
"	Morning Gallop ...	6		3/1	6/2	12/4
Goodbody	Furze Blossom	10	2/		9/9	19/6
"	Cora Navy Cut	10	1/5		6/10	13/8
"	"	(with mth. & photo.)				
Hignett	Tom Tits ...	5		3/2	6/4	12/8
"	England's Pride ...	5		3/3	6/6	13/
Cohen	Bandmaster ...	5		3/1	6/2	12/4
Weenen	Gaiety Girl ...	10, 20	1/10		9/	18/
"	Parisien ...	12	1/6	per doz.		
Phillips	Guinea Gold, id... ..	5		3/1	6/2	12/4
"	Plums ...	5		3/1	6/2	12/4
"	Gold Stick ...	5		3/1	6/2	12/4
"	Sweet Guinea Gold	10	1/10		9/	18/
"	Marigold ...	10	1/10		9/	18/
"	Virgin Gold ...	10	2/2		10/9	21/6
Fryer & Coultman	K.G. ...	5		3/1	6/2	12/4
"	Frontier ...	10	1/11		9/6	19/
"	Prince of Wales ...	10	3/		15/	30/
Harveys	Gold Boys ...	5		3/1	6/2	12/4
Boguslavsky	Empress ...	100	4/6		22/6	45/
"	"	25	4/9		23/9	47/6
Drapkin & Millhoff	Golden Flame ...	5		3/	6/	12/
"	Sweet Blossom ...	5		2/11	5/9	11/6
"	"	50 (tins)	1/4		6/8	13/3
"	Pretty Miss ...	10	1/9		6/6	17/
"	Colinderies ...	10	1/9		8/8	17/3
"	Mahomet, No. 2 ...	10	2/11		14/6	29/
"	"	100	2/9		13/6	27/
"	" No. 1 ...	10	3/2		15/9	31/6
"	"	100	3/		15/	30/

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PACKET CIGARETTES—contd.

MAKER.	DESCRIPTION.	PKTS. OF	100	250	500	1,000
Drapkin & Millhoff	Prime of Egypt, No. 2	10, 25	2/11		14/6	29/
	" " No. 1	100	3/4		16/6	33/
"	Pick-me-up (Virginia)	12	2/11		14/6	29/
"	" " (Turkish)	25	2/		9/9	19/6
"	" " " {	10, 50, 100	3/3		16/	32/
"	New Explorer	10	2/11		14/6	29/
"	Emin Pasha, Gold Tips	10	3/		15/	30/
"	" " "	25	3/11		19/6	39/
"	" " "	100	3/5		17/	34/
"	Shelley ... {	25, 50, 100	2/5		12/	24/
"	Menkara, Siza A {	25, 50, 100	5/3		26/3	52/6
"	" " B {	25, 50, 100	4/9		23/6	47/
"	De Rezske, Soprano	25, 50, 100	4/2		20/9	41/6
"	" " Tenor	25, 50, 100	5/		24/6	49/
"	" " Bass	100	6/		29/6	59/
"	" " Gold Tips	12	3/5		17/	34/
"	Ladies and Gentlemen, Tipped ...	10	3/2		15/9	31/6
"	Omar, Cork Tipped ...	25, 50, 100	3/8		18/3	36/6
Kriegsfeld	Ivy ...	12	1/10		9/	18/
"	Golden Willow ...	6		3/1	6/2	12/4
"	Apple Blossom ...	25 (tins)	1/5		7/	14/
"	Apple Blossom (Straight Cut) ...	12	1/11		9/3	18/6
"	Golden Flake ...	50	1/11		9/3	18/6
"	Golden Navy Cut ...	50	1/11		9/3	18/6
Gilby	Fire Alarm ...	5		3/1	6/2	12/4
Church-	Silver Wreath ...	10	3/5		17/	34/
man	Nation's Pride ...	5		3/1	6/2	12/4
"	Jolly Sailor ...	5		3/1	6/2	12/4
Muratti	Zinnia ...	12	1/10		9/	18/
"	" (hand-made)	50 (tins)	3/		14/6	29/
"	Queen Mab ...		1/7		7/9	15/6
"	Sociable ...	20, 100	1/11		9/6	19/
"	Spec. Straight Cut {	20, 50, 100	2/11		14/6	29/
"	Gold Tipped ...		3/5		17/	34/

AMERICAN CIGARETTES.

DESCRIPTION.	100	500	1,000
Pin Head ...	1/10	9/	18/0
Old Gold ...	1/10	9/	18/
Consuls ...	1/10	9/	18/
Gold Flake ...	1/10	9/	18/
Duke's Best... ..	3/2	15/9	31/6
Chancellor	3/2	15/9	31/6
Cameo	3/2	15/9	31/6
Little Beauties	3/2	15/9	31/6
Richmond Gems, White, Green, and Half-and-Half	3/2	15/9	31/6
Sweet Caporal	3/2	15/9	31/6
" " Little Cigars	3/8	18/	36/
Richmond Straight Cut No. 1	3/8	18/	36/
Kinney's Straight Cut	3/8	18/	36/
" " Special Straight Cut	3/11	19/3	38/6
Old Judge	3/8	18/	36/
Full Dress	4/8	23/	45/6
Napoleons	4/8	23/	45/6

EGYPTIAN CIGARETTES.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
Liapopoulos	Helwah ...	25, 50, 100	3/8	18/3	36/6
	Korosko ...	" "	4/6	22/6	45/
"	Esbeka ...	" "	5/8	28/	56/
"	Royal Prince ...	50, 100	6/10	34/	68/
"	Abdina ...	25, 50, 100	5/4	26/6	53/
"	Ghezireh (cork tipped) ...	" "	6/4	31/6	63/
S. Pandelis & Co.	Tantah ...	25, 100	3/2	15/9	31/6
"	Marcotis ...	" "	3/8	18/3	36/6
"	Non Plus Ultra	" "	4/8	23/	46/
Nestor	Format Mince ...	" "	5/6	26/6	52/6
Gianacis	" " " {	5	5/9	28/9	57/6
"	Petit Format ...	25, 100	6/6	31/6	63/
"	Format Moyen ...	" "	7/6	36/	72/
"	Extra Fine Moyen	100	8/6	42/	82/
"	Grand Format ...	" "	9/3	46/	92/
"	Queen's Gold	" "			
"	Tipped ...	25, 100	8/	39/3	78/6
"	King's Gold Tipped	" "	9/	44/	88/

EGYPTIAN CIGARETTES—contd.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
M. Melach-rino	Specials ...	25, 50, 100	4/9	23/6	46/9
	No. 10 ...	" "	4/10	24/	48/
"	No. 8 ...	" "	5/11	29/3	48/
"	No. 5 ...	12, 25, 50, 100	6/6	32/6	58/6
"	No. 4 ...	10, 25, 50, 100	7/6	37/6	64/6
"	No. 8 ...	12 (ti s)	6/1	30/	75/
Kyriazi	Saturn, Middle ...	8, 16, 25	3/11	19/6	60/
Freres	" " " {	100	3/8	18/3	39/
"	" " Large ...	" "	4/6	22/6	36/6
"	Apis, Middle ...	" "	4/11	24/3	48/6
"	" " Large ...	" "	5/10	29/	58/
"	Iphigenia, Middle ...	" "	5/10	29/	58/
"	" " Large ...	" "	7/	35/	70/
"	Menzals, Gold Tipped, Middle	" "	5/9	28/6	57/
"	" " " {	25	6/	30/	60/
"	" " Large ...	100	6/9	33/6	67/
"	" " " {	25	7/	35/	70/
Hadges	Masri, Small ...	10's and 20's	3/8	18/	36/
Nessim	" " Large ...	in 100's only	4/5	22/	44/
"	Dames ...	in 100's	3/11	19/6	39/
"	Beys ...	" "	4/11	24/3	48/6
"	Khedives ...	" "	5/11	29/3	58/6
"	Sultans ...	" "	6/10	34/	68/
"	Espeial Beys ...	in 100's only	5/5	26/9	53/6
"	Prince Abbas ...	" "	6/4	31/6	63/
"	Extra Quality, Small	in 50's only	6/4	31/6	63/
"	" " Large ...	" "	9/4	46/6	92/6
"	Egyptian Court ...	in 25, 50, 100	7/1	35/3	70/6
Dimitrino	No. 1, Non Plus Ultra	100	8/	40/	80/
& Co.	No. 5, Extra Fine	" "	6/6	37/6	66/
"	No. 9, Finest	" "			
"	" " Quality, Large	" "	5/3	26/	52/
"	No. 10, Do. Small	25, 100	4/9	22/9	45/6
"	Non Plus Ultra, Large ...	" "	5/6	27/6	55/
Th. Vafia-	Egyptian ...	" "	4/3	38/3	43/6
dis & Co.	Cavalla, Round ...	" "	4/10	43/6	47/3
"	" " F.S. ...	" "	5/3	47/3	54/
"	Non Plus Ultra ...	" "	6/	54/	63/
"	Fleur d'Orient, ...	50, 100	7/		
"	F.M. ...	" "	8/	72/	99/
"	Extra Fine, G.F... ..	" "	11/	63/	63/
"	Khedivals ...	" "	7/	40/	40/
"	Gold Tipped ...	" "			
Teofani	22 Knots, Round... ..	25, 50, 100	4/	20/	40/
"	Maid of Athens, Round	" "	6/6	32/6	65/
"	Special, No. 1 ...	" "	7/6	37/6	75/
"	" " No. 2 ...	" "	6/6	32/6	65/
"	Gold Tips ...	" "	9/	45/	90/
"	Heliopolis, Oval... ..	" "	3/9	18/9	37/6
"	Superior ...	" "	4/6	22/6	45/
"	Extra, No. 1 ...	" "	7/	35/	70/
"	" " No. 2 ...	" "	5/6	27/6	55/
"	Extra Long ...	" "	8/	40/	80/
"	Gold Tips ...	" "	9/	45/	90/
"	King's Own ...	" "	10/6	52/6	105/
Sossidi	Superieure, Grand	100		per 100	7/6
Freres	" " " {	50		" "	7/10
"	" " Moyen	100		" "	5/9
"	" " " {	25		" "	6/
"	" " " {	12		per dozen	9/
"	" " Petit... ..	100		per 100	5/4
"	" " " {	25		" "	7/6
"	" " " {	12		pe dozen	5/
"	" " " {	12		per 100	5/4
"	Extra Fine, Moyen	100		" "	5/4
"	" " " {	50		" "	8/
"	" " " {	25		per dozen	38/6
"	" " " {	12		per 1,000	4/
"	Fine, Petit ...	100		per 100	6/
"	" " " {	25		" "	
"	" " " {	12		" "	

FRENCH CIGARETTES.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
French	Caporal ...	25	1/10	9/	17/6
	Elegante ...	25	2/9	13/6	28/
Government.	Hongroise ...	25	3/4	16/6	32/

ALGERIAN CIGARETTES.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
Bertomen	Perfumes de Salon	25	1/7	7/9	15/6
	Creme de Hede ...	25	1/9	8/6	16/6
J. Climent & Co.	Large Size ...	25	1/8	8/3	15/0
"	Medium Size ...	25	1/6	7/6	

Above prices strictly Nett. 1 per cent. Bonus on all goods to subscribers to the Syndicate.

The Tobacconists' Supply Syndicate. (ADVT.)

TURKISH CIGARETTES

Manufactured by B. MURATTI, SONS & Co.

BRAND.	TINS OF	I DOZ.	I GR.	100	500	1,000
Up to Date	6	2/2	25/6			
After Lunch	10, 20			1/11	9/6	19/
Nebka				3/4	16/6	33/
"	50			3/	14/9	29/6
"	100			2/11	14/3	28/6
Assa	12	4/1	48/6			
Perfumed	10, 20			3/4	16/6	33/
Egyptian, No. 10	25, 50, 100			4/11	24/	47/6
" 1st quality	100			6/	30/	60/
" Superior	100			7/	35/	70/
Ariston, No. 10	100			3/11	19/	38/
" No. 5	100			4/11	24/	47/6
" No. 4	100			6/	30/	60/
" No. 4c	100			7/3	35/6	71/
" No. 1	100			9/6	47/6	95/
Effendina, Petit	10, 25, 50,			3/10	19/	38/
Format	100			4/10	24/	48/
" Grand Format	100			6/6	31/9	63/6
" Large Size	100					
Qui Vive	12	4/3	49/6			
"	25			2/10	13/6	27/
"	50, 100			2/8	13/	26/
Gold Tipped	10, 20, 100			3/6	17/3	34/6
Extra Dubec	25			4/2	20/3	40/6
Lords and Commons	25 only			4/5	21/6	43/

Manufactured by B. KRIEGSFELD & Co.

BRAND.	SIZE.	100	500	1,000
Mal-Kah	No. 1, Superieure	6/	30/	60/
"	No. 2, Bouquet	5/3	26/	52/
"	No. 3, Moyen	4/3	21/3	42/6
Dnbec		5/9	28/6	57/
Ben-Gar		2/10	14/	28/
Kric-Co		2/10	14/	28/
Dubec	Gold Tipped	5/9	28/6	57/
"	Silver	5/4	26/6	53/

All above are in 100 tins, in 50's, 1/, and 25's 2/6 per 1,000 extra.

Manufactured by BOGUSLAVSKY & Co.

	100	500	1,000
The Empress Favoritas	100's 4/6	22/6	45/
"	25's 4/9	23/9	47/6

TURKISH REGIE CIGARETTES IMPORTED.

BRAND.	PACKETS OF	100	250	1,000	500
Selain, Small	10, 20, 100	2/8		13/	25/9
" Stout		3/5		16/9	33/3
Yashmak	25 & 100	4/4		21/6	42/9
Karchc, Small		4/4		21/6	42/9
" Stout		5/3		26/3	52/3
Yaset, Pour le Dames		4/4		21/6	42/9
Esmeh		6/3		31/	61/9

LEVANT TURKISH CIGARETTES

Manufactured by B. MORRIS & SONS, LIMITED.

	TINS OF	100	500	1,000
Aroma	100	4/6	22/	44/
"	20	4/9	23/	46/
Natural Leaf, Bundles	10	3/6	17/	34/
Giants	100	4/4	21/	42/
"	50	4/6	21/6	43/
"	25	4/6	22/	44/
Favorites, Large	100	3/4	16/	32/
"	50	3/6	17/	34/
"	20, 10	3/8	17/6	35/
" Medium	100	2/8	12/9	25/6
"	50	2/9	13/3	26/6
"	25	2/10	13/9	27/6
"	10	3/	14/6	29/

WEIGHT CIGARETTES.

MAKER.	DESCRIPTION.	QTY. No.	SHAPE.	PACKED IN	PER LB.
T.S.S.	Virginia	1	Round	1/2 & 1 lb.'s	4/4
"	"	2	"	"	4/6
"	"	3	"	"	4/9
"	"	4	"	"	5/
"	"	5	"	"	5/6
"	"	6	"	"	6/
"	"	7	"	"	6/6

WEIGHT CIGARETTES—contd.

MAKER.	DESCRIPTION.	QTY. No.	SHAPE.	PACKED IN	PER LB.
T.S.S.	Virginia	8	Round	& 1 lb.'s	7/
"	" Cork Tipt.	9	"	"	7/6
"	"	10	"	"	8/
"	" Gilt Tipt.	11	"	"	5/6
"	"	12	"	"	6/
"	Happy Tidings (no tooz.)	13	"	"	5 2
"	Marlborough	14	"	1/2 & 1 lb.'s	5/5
"	Turkish	1	"	1/2 & 1 lb.'s	4/4
"	"	2	"	"	4/6
"	"	3	"	"	5/
"	"	4	Oval	"	5/6
"	"	5	Round & Oval	"	6/
"	"	6	Oval	"	6/6
"	"	7	Round & Oval	"	7/
"	"	8	Oval	"	7/6
"	"	9	"	"	8/
"	Gold Tipt.	10	"	"	8/6
"	"	11	"	"	9/
"	"	12	"	"	10/
"	"	13	"	"	11/6
"	Gilt Tipt.	14	"	"	5/6
"	"	15	"	"	6/
"	Shelley	1	Round	"	7/3
J. & T. Hodge	Virginia			1/2-lb. boxes.	5/2
"	Natural Leaf			"	7/4
"	Sea Pink			"	7/4
"	Texan Smokes			"	7/6
"	(Compressed)			"	7/6
"	Wee Scotchman			"	7/9
"	Pride of North			"	5/4
Smiths	Wild Geranium			1/2-lb. & 1-lb. boxes	7/4
"	Whiffs			"	8/
"	Pen and Pencil			"	8/3
"	Full Speed			"	5/
"	Evergreen			"	5/4
"	Rustic Beauty			"	7/4
"	Rust Navy			"	7/4
"	Harvest Moon			"	7/4
"	Regimental Leaf Tipped			"	7/6
"	Mistletoe			"	8/3
"	Trilby			"	7/4
"	Shooting Lodge			"	8/9
"	Special Turkish			"	5/10
"	Turcoman			"	6/10
Mitchell	Oriental			"	8/3
"	Sweet Merridew			"	5/4
"	Virginia			"	5/7
"	Marmion			"	5/7
"	Topaz (Turkish)			"	6/4
"	Starboard Navy Cut			"	7/4
"	Prize Crop			"	7/4
"	Kansas Whiffs			"	7/7
"	Carnation			"	7/4
"	Royal Arch			"	8/3
"	Naval Brigade			"	8/3
"	Maid of Honour			"	8/3
"	Rose Maiden (perfumed)			"	8/
"	Gold Gorse			"	5/7
"	Go A-Head			"	4/10
"	Tennessee Whiffs			"	5/4
"	Maydew (scented)			"	5/4
"	Little Billee			"	8/3
"	Oriental			"	5/4
Lloyd & Sons	Yacht Club			1/2-lb. boxes	7/4
"	Paddock Pet			"	6/4
Gallaher	Columbine Gold-tipt. Virginia			1-lb. boxes	11/3
"	Gold Plate			"	8/3
"	Golden Harvest			"	7/4
"	Paragon			"	5/7
"	"			1/2-oz. and 1 oz.	6/
"	Windfall			1/2 oz.	8/3
Player	Virginia, No. 1			1/2-lb. & 1-lb. boxes	5/4
"	No. 2			"	6/4
"	No. 3			"	7/4
T.S.S.	Turkish			"	4/7
"	Virginia			"	4/7
"	Gold Tipped			"	5/10
"	"			"	6/4
"	Egyptian			"	7/10
"	Blend			"	5/10
Bells	Vestas			"	5/4
"	Three Bells			1-lb. boxes	7/4
"	"			1/2-lb. boxes	7/7
"	"			1-lb. boxes	7/9
"	Golden Strand			1/2-lb. & 1-lb. boxes	8/4
"	"			2-oz. boxes	8/9
"	Shah			"	5/4
"	Blue Bells			"	7/4
"	Cats Eye			"	6/4
"	Sea Breeze			"	8/3

WEIGHT CIGARETTES—contd.

MAKER.	DESCRIPTION.	PACKED IN	PER LB.
Cohen,	Capitans ...	½-lb. & 1-lb. boxes	5/4
Weenen	Mignonette (perfumed) ...	" "	6/10
"	Sweet Crop ...	" "	6/10
"	Silverstream, Straight Cut ...	" "	7/3
"	Rattler Navy Cut ...	" "	7/3
"	Dames ...	1-lb., ½-lb., & ¼-lb. boxes	7/9
"	Soltens' Turkish (Oval) ...	½-lb. & 1-lb. boxes	8/9
"	Goldstream Go'd Tip ...	" "	10/3
"	Perfume No. 2 ...	" "	6/4
"	Silverstream Tipped ...	" "	7/9
"	Cheroots Tipped ...	" "	8/9
Ogdens	Virginia ...	" "	5/4
"	Rose Blush ...	" "	6/10
Taddy	Virginia ...	" "	5/4
Phillips	Sweet Guinea Gold ...	" "	7/4
"	Marigo'd ...	" "	7/4
Turkish			
Regie	Selam ...	" "	8/6
Lambert & Butler	Old Helmet ...	" "	4/8
Murattis	Li Hung Chang ...	1-lb. boxes	4/6
Drapkin & Millhoff	Shelley Fine Virginia ...	½-lb. & 1-lb. boxes	6/4
"	Virginia Shelley Leaf Tipped ...	" "	8/3
"	Virginia Sweet Bl'ssm (32 to oz) ...	" "	6/
"	Virginia Explorer (32 to oz.) ...	" "	6/
"	Turkish El Dorado ...	" "	6/
"	Colinderies ...	" "	6/
"	Seljuk ...	" "	6/6
"	Mahomet ...	" "	7/9
"	Prime of Egypt ...	" "	8/3
"	Menkara ...	" "	10/
"	Omar Cork Tipped ...	" "	8/9
"	Emin Pasha (22 ct. Gold Tips) ...	" "	8/9
"	Pretty Miss ...	" "	5/9
"	Orinda ...	" "	5/9
"	Pick-me-up (Tobacco Covered) ...	" "	7/3
Kriegsfe'd	Egyptian Special ...	½-lb. & 1-lb. boxes	5/9
"	Turkish Special ...	" "	5/9
"	Quality No. 10 ...	" "	6/9
"	" No. 3 ...	" "	8/3
"	Russian, Quality B ...	" "	7/3
"	Krie Go Gold Tips ...	" "	5/9
"	Virginia Blend ...	" "	5/3
"	Poronello ...	" "	8/3
"	Golden Youth ...	" "	7/3
"	World's Fair ...	" "	8/3

BRITISH CIGARS.

Having a very extensive trade for British Cigars, we hold a very large stock of raw leaf of every description in Bond. We are therefore in a position to quote very low prices for customer's own Brands, and would suggest you send us a sample of any shape, size, or make you use, to compare our prices with what you are already buying.

NAME.	SIZE.	PRICE PER 100, IN BOXES OF		
		25	50	100
T.S.S. Brands—				
Flor de Garcko	Sensations...			5/3
"	Operas ...			5/9
"	Reg Reina ...			8/6
"	Bouquet Especialc ...			9/3
"	" Banded ...	10/3		
"	Elegantes ...			9/6
"	" Banded ...	10/3	10/	
"	Torpedos ...			10/3
"	Conchas ...			10/3
"	Panatelas ...			10/3
"	Reina Fina, Banded ...		11/6	
"	Reina Victoria ...		12/	
"	" Banded ...		12/9	
"	Princessas ...		10/3	
"	Perfectos ...	11/9		9/9
"	Cabinets ...		12/3	
"	Bouquet Sublime... ..	13/		
"	Conchas Fina ...		14/	
"	Perfectos Extra ...		14/6	
"	Regalia Bouquet (Fine Havana Tobacco) ...	17/		
T.S.S. " La Prioridad	Pour la Noblesse, Banded Especiales... ..		14/	9/6
"	Regalia Chica, Banded ...		10/3	
"	Non Plus Ultra, Banded ...		10/6	
T.S.S. Corinne	Reg. Chica Fina ...			10/3
"	" Banded... ..	11/3		
"	Bouquet, Banded... ..		13/9	
"	Sensation ...		5/10	5/7
T.S.S. La Morlanto	Non Plus Ultra, Banded... ..	8/9		
El Dorado	Princessa ...			6/3
Zanita	Petit Bouquet, Banded ...			8/3

Above prices strictly Nett. 1 per cent Bonus on all goods to subscribers to the Syndicate.

BRITISH CIGARS—contd.

NAME.	SIZE.	PRICE PER 100, IN BOXES OF	
		100	100
Zanita	Infantas, Havana Tobacco		
Turf Club	Conchas ...		
Marina	Reg. Chica ...	7/	9/9
Pamela	Regalias ...	9/6	6/9
Hillierdo	Flor Finas ...	10/	
Amoranto	Reina Finas ...	9/3	
"	Conchas ...		9/
"	Regalia Finas ...	10/3	8/6
Pretty Miss...	" Victoria ...		10/
El Dorado	Princessa ...	10/3	8/0
Don J. A. Carbanel	Reg Victoria Especial ...	7/3	6/9
"	Infantes ...	10/3	10/
Menkara	Petit Bouquet Especial ...		10/
"	Cabinet, Banded ...	10/6	8/6
Noticias	Cenchas ...	10/6	9/6
Federation	Perfecto Fina ...	11/	9/6
El Benecio	Especials ...	11/	10/
Minna Santera	"	11/	10/
Zadie	"	11/	10/
Cara Buena...	"	11/	10/
Local Champions	"	11/	10/
"	Imp-rials ...	12/	10/
"	Dell M. ...		11/
Plantations	Primeros ...		10/3
Yarcana	Reina Especia'es... ..	10/3	
La Rigola	Principe ...	10/6	10/3
Troc de Mento	Petit Bouquet Especia's ...	11/	9/6
"	" Banded ...	10/	10/
La Optima	Reina Victoria ...	11/	9/6
Labour Kings	4 bundles 50 ea. (200 b'xes)	11/	9/9
Suprema-y	Imperials ...	11/9	11/3
Explorer	Bouquet ...	12/3	11/9
"	Petit Bouquet ...	8/9	8/3
Menkara	Rothschilds ...		13/6
Nepola	Bouquet Especial... ..		11/6
"	Reg. Britannica ...	14/6	14/
La Optima	Regalia Chica ...	13/6	13/
El Sueza	Perfecto, Banded... ..	13/6	13/
Marcella	Elegants " ...	14/9	13/9
"	Conchas, Banded ...	14/9	13/9
La Coriza	"		14/3
La Mas Hermosa	Imperiales ...		12/6
La Exportacion	Regalia Chica ...		12/3
Friar Turk	Lopez, Banded ...		
Dolly Varden	Reina Victoria ...		10/3
Sam Wel'er	Conchas Fina ...		10/3
Quinta Esencia	Taper Reg. Reina ...		10/9
Grace Darling	Trabucos ...		10/3
"	Princessas ...		14/3
El Shemah	Reina Fina Extra ...		14/6
Pegasus	Conchas Fina ...		14/6
Flor de Varzes	Reg. Britannica ...		14/9
" Vaglio	Coronita, Gold Tipped ...	12/6	12/
"	Corona, Patent Filter ...	14/6	14/
La Sentillo	Emperador ...	15/3	13/3
Koyah Borneos	"		13/3
La Vesana	Ophelias ...	16/	14/3
Ambo	Duguesitos ...	16/2	16/2
"	Hermosas ...	18/	14/6
Marlboro'	Conchas ...		15/6
"	Regalia Britannica ...		15/6
Bridal Bouquet	Rosas or Favorita, Banded ...	15/2	14/9
"	Invincibles, Banded ...	19/6	19/
Andanilla	Duguesitos ...	19/6	18/
"	Hermosas ...	23/	22/
"	Damas ...		17/6
Garibaldi	Conchas Finas ...		14/6
"	Princessas ...		14/3
Reina Berenga	Bouquets, Banded ...		19/6
Casabanca	Regalia Chica ...		14/
Reina Regenta	Conchas, Banded ..	14/9	13/6
La Severaina	Reg. Reina, Banded ...	14/	10/
"	Princessas ...	10/6	11/6
Dom'no	Caballeros ...		15/
Red Cap	Regalias ...		14/
"	Reinas ...		10/
Norah	"		8/9
Los Cavalieros	Royals ...		18/4
Borneo Giants	9 inches long ...	9/2	

HAVANA CIGARS.

We have made special arrangements with several of the best manufacturers in Havana to make exclusively for us, brands of Cigars which will not be sold at cutting prices, and which we guarantee to equal anything on the market. We ask you to support us in this matter, and give the Cigars a fair trial. The prices and sizes of our Special Brands are—

LA FLOR DE GRACK.		PER 100	
Favoritas	100...18/6	Bouquets de Gusto (Banded)	25...20/
Perlas	50 21/6	Regalia Bouquet	25...25/6
Petits Bouquets (Banded)	25 19/9	Espendidos	25...25/6
Bouquets Elegantes	25...22/	Invincibles	25...25/6

The Tobacconists' Supply Syndicate. (ADVT.)

HAVANA CIGARS—contd.

LAS FLORES DE DENMARK.

PER 100		PER 100	
Salisburys ...	100...24/	Prince Arthurs ...	50...34/
Chamberlains ...	50...25/	Duke of Tecks ...	25...54/
Bouquet Extra ...	25...33/	Prince Georges ...	25...60/
Bouquet de Rosa ...	25...33/6	Prince of Wales ...	25...75/

HAVANA CIGARS.

It is impossible to make a list of these Cigars, as the prices vary so constantly. We give a list of those Brands we stock, and shall be pleased to quote you a very low price for any brand you may require.

BRANDS IN STOCK.

BRAND	BRAND	BRAND	BRAND
Bock	Flor de Cuba	Intimidad	Flor de Lopcz
Henry Clay	Morales	Merito	Hermanos
Julian Alvarez	Matilde	Cabana	Flor de Guack
J. S. Murias	Legitimidad	Pedro Murias	Pedro Murias
A. Murias	Upmann	Corona	La Manteiga
Laranaga	Oscar Amanda	Pedro Murias	Valle & Co.
Villar Y Villar	Carolina	Partaga	&c., &c.

MEXICAN CIGARS.

The prices of above Cigars vary so considerably, we give a list of Brands we stock, and are prepared to quote the lowest prices for any Brand you may require. The Brand "Hararah" being our own importation, we can adhere to our present low price, having a contract for the present year.

EL HARARAH.

SIZES.	BOXES OF PER 100	SIZES.	BOXES OF PER 100
Conchas Bouquets ...	50 ... 12/6	Bouquet Deliciosos ...	50 ... 17/6
Regalia Bouquet ...	50 ... 15/6	La Carina Concha	
Bouquet Sublimes ...	50 ... 16/6	Finas ...	50 ... 13/6

The following Brands in all Sizes:—La Union, Valle Nacional, La Prueba, Senora Hermosa, El Destino, La Carina.

MANILLA CIGARS.

BRAND.	100	500
Manilla Cigars, No. 5 ...	5/	24/6
Cheroots, No. 5 ...	5/6	27/6
Cigars, No. 3 ...	7/6	37/
Cheroots, No. 3 ...	7/6	37/
Cigars, No. 2 ...	9/6	47/
Cheroots No. 2 ...	9/6	47/
Cigars, No. 2 (heavy) ...	10/6	51/
Cheroots, No. 2 (heavy) ...	10/6	51/
Cigars, No. 2 (large) ...	12/	57/6
Cheroots, No. 2 (large) ...	12/	57/6
Cigars, No. 2 (extra) ...	13/	62/6
Cheroots, No. 2 (extra) ...	13/	62/6
Cigars (special size) ...	15/6	75/
Cheroots (special size) ...	15/6	75/
Capitan General, 2d. Size ...	10/	47/6
" " 3d. ...	12/10	63/6
Compania General, 2d. Size ...	10/	47/6
" " 3d. ...	12/9	63/6
La Illocana in 50's, Clementes ...	10/6	

SWISS CIGARS, &c.

DESCRIPTION.	BOXES OF	100	250	1,000
Ormond's Vevey Fins ...	250	5/2	12/9	50/3
" " Sans ...	250	7/4	18/3	72/6
" " Longs ...	100	8/10		86/3
Weber's Vevey Fins ...	250	4/-	9/9	38/6
T.S.S. Courts ...	100	5/3		50/
Cope's Courts ...	100	5/7		55/9
Hong Kong Quills ...	100	5/6		53/6
Flor Viejo Whiffs ...	500	4/6		44/
Zigaristos ...	100	4/10		48/4
Hignett's Courts ...	100	5/3		52/
Quills, Large ...	100	4/3		42/6
" Small ...	100	2/6		24/6
D. & M.'s Courts ...	100	5/3		50/
Eldorado Flats ...		6/3	dozen.	
Challenge Flats ...		7/		
Borneo Giants ...		4/5		

INDIAN CIGARS.

IMPORTERS.	BRAND.	PER 100.		
		No. 3.	No. 2.	No. 1.
J. Caridi ...	Flor de Munshee ...		13/3	14/3
" "	Whiffs ...			5/
" "	Flor de India ...		13/	15/
" "	Boonah ...		10/3	13/
" "	Menahur ...		10/3	13/
" "	Dawson's Premier ...		10/3	13/
Bewlay ...	Flor de Dindigul ...		14/6	16/6
" "	Sublimes ...			21/
" "	Bouquet ...			15/6
" "	Whiffs ...			5/9
Mengel ...	Victorias Delicias ...		13/	14/
" "	Victorias ...	12/6	13/6	16/6
" "	Lilliput ...			7/9
" "	Imps ...			5/8

INDIAN CIGARS—contd.

IMPORTERS.	BRAND.	PER 100.		
		No. 3.	No. 2.	No. 1.
Mengel ...	Little Nippers ...			6/9
" "	Victoria Cigarillos ...			3/9
" "	Indian Queens ...			12/9
" "	Barrels ...			10/3
" "	Dawsons (Cheroots) ...			12/9
Oakes ...	Golcondas ...		14/3	16/3
" "	Mikados ...		10/3	13/3
" "	Anglo Indian ...		14/3	15/9
" "	Sup-rs ...	11/9	14/3	16/3
" "	Beresfords ...			16/3
" "	Empires ...			19/6
" "	Gymkhanas ...			23/6
" "	Pagodas ...	6/	12/3	13/9
" "	Favoritas ...			17/6
" "	Dawson's Muster ...		11/9	13/9
McDowell ...	Bahadurs Regalia ...			24/6
" "	Bahadurs ...	11/	14/9	18/
" "	Bouquet ...			13/3
" "	Morning Whiffs ...			6/3
" "	Howdah ...		10/9	14/3
" "	Cheroots ...			10/6
" "	Barrels ...			10/6
" "	Dawson's Muster ...		11/6	13/9
" "	Splits ...			5/6
Jarrett Bros.	Flor de Zenana ...	11/	14/6	16/6
" "	Whiffs ...			5/6
Spencers ...	Sumatra ...	11/6	14/6	16/6

DARVEL BAY BORNEO.

NAME.	SIZE.	25	50	100
J. R. Freeman & Son's				
Darvel Bay ...	Petit Duc's ...			13/6
" "	Victoria ...		14/3	
" "	Rothschilds, Banded ...		14/	
" "	Perfectos ...		15/	
" "	Reina Victoria Especial			16/6
" "	Exceptionals, Banded	20/6		

CONTINENTAL CIGARS

Manufactured by LOUIS DOBBELMANN, Rotterdam.
(We are Sole Agents for the United Kingdom for these Goods.)

BRANDS.	SIZE.	PER 100		
		25	50	100
Hilario ...	Princesas ...	10/9	10/3	
Adela ...	Conchas Especiales ...	12/3	11/9	
" "	Regalia Reina ...	14/9	14/3	
Elvira ...	Princesas ...	12/3	12/	12/
Los Moros ...	Conchas Especiales		13/	
" "	Regalia Chica ...			13/6
Bertha ...	Conchas ...			9/
" "	Londres Finas ...		13/3	12/9
El Acicrto ...	" "			11/3
Planteurs ...	" "	13/6		

Any of Dobbelmann's other Brands can be obtained to order.

Manufactured by LOUIS TINCHANT.

El Anillo de Oro ...	Royal Cabinets ...	51/6		
" "	Escepcionales ...	47/6		
" "	Rothschilds ...	40/		
" "	Predilectos ...		32/6	
" "	Albertos ...		30/	
" "	Londres ...			30/
" "	Regalia de Preferencia	27/6	27/	
" "	Sublimes ...	27/		
" "	Alfonsinos ...		21/6	
" "	Reinitas Finas ...			21/6
" "	Camelias ...		18/	
" "	Princesas ...		17/6	17/6
" "	Infantes ...		15/	
" "	Bouquets ...		22/	
Gloria Victis ...	Non Plus Ultra ...	22/	22/	
" "	Elegantes ...	20/6	20/	
" "	Concha Finas ...			20/
" "	Favoritas ...	18/6	18/	
" "	Concha Especial		16/9	
" "	Conchas ...		16/	16/
" "	Regalia de'l. Key ...			15/
" "	Principes ...		14/6	14/
" "	Princesas ...			14/
" "	Pygmees ...			5/6
Lc Porvenir ...	Comme il Paut ...		20/6	
" "	Londres ...		18/6	
" "	Regalia Chicas ...		15/	15/
" "	Medianos ...		14/	
" "	Regalia de la Reina		13/3	13/
" "	Princesas ...			12/6
" "	Coquetas ...		12/6	
" "	Liliputanos ...			5/3
L'Enchanteresse ...	Imperiales ...	30/6		
" "	Excelentes ...		20/9	
" "	Royales ...			7/6

CONTINENTAL CIGARS—contd.

BRAND.	SIZE.	PER 100.		
		25	50	100
L'Enchanteresse ...	Entractos ...		15/	
La Reina des Mers ...	Exquisitos ...		13/	
Castalago ...	Preciosos ...		11/	10/6
"	Deliciosos ...			9/
"	Graciosos ...			6/
"	Luxiosos ...			
El Cabo ...	Bouquet ...		14/	
Maria Christina ...			8/9	
La Donka ...			12/3	
El Mango ...	Reina Victoria ...		18/3	
El Praefor ...			19/6	

LOOSE TOBACCOS.

It being an important fact that Tobacconists should have their supply of Loose Tobaccos fresh, we manufacture daily, and are well equipped with modern machinery, which enables us to give our customers every advantage with respect to price and quality.

SHAGS.

No.	PER LB.	No. PER LB.	
		1	3/7
Dark Virginia ...	1 3/2	Light Virginia ...	1 3/7
"	2 3/3	"	2 3/9
"	3 3/5	"	3 3/11
"	4 3/7	Red Virginia ...	1 3/7
"	5 3/9	"	2 3/9
"	6 3/11	Golden Virginia ...	1 3/11
"	7 4/1	"	2 4/1
"	8 4/3	"	3 4/9

BIRD'S EYES.

Bird's Eye ...	1 3/7	Bird's Eye ...	5 4/3
"	2 3/9	"	6 4/7
"	3 3/11	"	7 4/10
"	4 4/1	"	8 5/

RETURNS.

Light Returns ...	1 3/7	Cigarette Cut ...	1 4/11
"	2 3/9	Dark Returns ...	1 3/7
"	3 3/11	"	2 3/9
Golden Returns ...	4 4/1	"	3 3/11
"	5 4/3	"	4 4/1
"	6 4/7	"	5 4/5

CAVENDISH.

CAVENDISH.		Black or Brown.	
Coarse and Fine ...	1 3/5	Coarse and Fine ...	4 3/10
"	2 3/7	"	5 4/
"	3 3/9	"	6 4/

FLAKES.

Honeydew ...	1 3/11	Honeydew ...	4 4/5
"	2 4/1	"	5 4/9
"	3 4/3	"	6 5/

HAND CUTS.

HAND CUTS.		Bright Brown or Black.	
Virginia ...	1 3/11	Virginia ...	4 4/5
"	2 4/1	"	5 4/8
"	3 4/3	"	6 5/

NAVY CUTS.

NAVY CUTS.		Circular or Square Cuts, Bright and Dark.	
Navy Cut ...	1 3/11	Navy Cut ...	4 4/5
"	2 4/1	"	5 4/8
"	3 4/3	"	6 5/

MIXTURES.

Mixture ...	1 3/7	Mixture ...	5 4/3
"	2 3/9	"	6 4/5
"	3 3/11	"	7 4/8
"	4 4/1	"	8 5/

FANCY TOBACCOS.

Sun Dried Virginia ...	1 4/5	Latakia ...	1 4/5
"	2 4/11	"	2 4/9
Turkey (Coarse or Fine) ...	3 4/11	York River ...	3 4/5
Cigarette Tobacco ...	4 3/11	Blended Virginia ...	4 4/11
"	5 4/5	Golden Cut ...	5 4/11
"	6 5/10	" Crop ...	6 5/

PRESSED TOBACCOS.

Irish Roll ...	1 3/2	Pigtail ...	1 3/3
"	2 3/3	"	2 3/5
"	3 3/4	"	3 3/7
Alloa ...	4 4/5	Cake Cavendish ...	4 3/5

SNUFFS.

MAKER.	DESCRIPTION.	TINS OF	PER LB.
T.S.S.	Scented Scotch ...	1 lb.	3/2 to 3/6
"	Plain Scotch ...	"	3/2 to 3/6
"	Brown Rappee ...	"	3/2 to 3/6
"	Black Rappee ...	"	3/2 to 3/6
"	Scented Rappee ...	"	3/2 to 3/6
"	Morton's Mixture ...	"	3/5 to 3/8
"	Prince's Mixture ...	"	3/5 to 3/8
"	High-Dried Welsh ...	"	3/11
"	" Irish ...	"	3/11
Wilson	S. P. ...	2 lb.	9/9
"	Top Mill ...	"	8/6
Gawith's	Kendal Brown ...	1 lb.	4/

FANCY GOODS.

We have not space in this List to item Fancy Goods, but we are constantly buying parcels of Special Lines, which we are prepared to offer to our clients at the very lowest prices.

THE SPECIAL T.S.S. POUCH.

The Finest Pouch in the Market. Manufactured from the best Para Rubber. Never goes Hard.

Round ...	No. 1 3/9	2 5/	3 6/	4 7/6	5 9/	6 10/6	per doz.
Square ...	4/3	5/6	6/6	8/	9/6	11/	"

LORNE POUCHES.

Round ...	No. 1 4/	2 5/6	3 7/	4 8/6	5 10/	6 12/	per doz.
Square ...	5/	6/6	8/	9/6	11/	13/	"

PRINCE OF WALES POUCHES.

No. 1 ...	5/6 per doz.	No. 2 ...	8/6 per doz.
Crocodile or f Round ...	4/3	5/	5/9
Mineralised f Square ...	5/	6/	6/9
Special Line of Fancy and Leather Pouches at 3/9 per doz.			

CIGARETTE PAPERS.

NAME.	PER BOX OF	PRICE.
T. S. S. (finest 1/2 d. book in the Trade) ...	100	2/3
A. G. ...	100	2/6
Cosmopolite, 38 ...	100	2/6
" 38B ...	50	2/7
" 39 ...	50	3/6
" 40 ...	50	4/
Ramses ...	100	2/6
Tarlene ...	100	3/2
Pradon ...	100	3/3
Persan, Small ...	100	3/2
" Large ...	50	3/7
Roses ...	100	2/4
Papier Ambré, No. 5C ...	100	3/9
Zig Zag ...	100	3/3
2218, Best Make ...	60	/9

THE NEW T.S.S. CIGARETTE PAPERS.

We have gone to great trouble and expense to produce the finest paper possible. It is attractively got up, burns freely, and leaves no ash. The most profitable 1/2 d. book in the trade.

M. BARBER & SONS, 7, Blomfield Street, Dalston, the well-known London Agents for Matches, &c., have taken up our Agency for the T.S.S. CIGARETTE BOOK, and will deliver them to any part of London at 2/3 per box nett.

MATCHES.

(Cannot be sent by Carriers or Rail.)

Bell's No. 12 Wax ...	per gross 5/10	Palmer's Braided ...	per gross 6/10
Fusce Vestas ...	" 5/8	Cheap Braided ...	" 5/4
Palmer's Vestas, No. 12 ...	" 5/10	Safety Lightship ...	" 1/3
" No. 11 ...	" 5/4	B. & M. Niggers ...	" 3/8
" Elephant ...	"	Zig-Zag ...	" 5/
Vesta ...	3/10	" Monsters ...	" 6/6

CLAY PIPES.

Victoria Clays ...	per gross 22/
Star Colouring Clays ...	" 18/
Victoria Clays, " Bull Dog," Vul. Mouthpieces ...	per dozen 3/
Small Mixed Washed Clays ...	per gross 2/3
" Albert Thorns, Washed ...	" 2/3
" Footballs, Washed ...	" 2/6
Best Mixed Clay, 12 patterns ...	" 2/3
" Straws ...	" 2/3
" Mixed Straws ...	" 3/
" 10-inch Straws ...	" 3/3
" 15-inch Straws ...	" 5/6
" Burns' Cutty, Prepared ...	" 7/
" Quill Tipped ...	" 3/6
Large Irish Thorns ...	" 3/3
" Derry Castle ...	" 2/9
" Cork ...	" 2/3
Small Cork ...	" 2/9
Best 12 Washed, 12 patterns (1/2 gross boxes) ...	1/2 gross 2/3
Light Weight Cays (1/2 gross boxes) ...	" 3/3
Admiral Clays (1/2 gross boxes) ...	" 5/9
Featherweight Clays, Vulcanite Stems (1/2 gross boxes) ...	" 7/
Heads, Hands, Claws, &c., Vulcanite Stems with each ...	"

TERMS.—Strictly Cash with Order. CARRIAGE Paid on £2 parcels in London and District, and £5 in the Country, which must not include 1d. Packets, but may be included after the above amounts of orders are made. No charge for packing-cases.

Subscribers to the Syndicate of 3/6 per annum, or 1/0 per quarter, are entitled to a Bonus of 1 per cent. on their purchases. Bonus paid every 3 months.

AUGUST 15, 1897.

THE TOBACCONIST'S TEXT BOOK.

COMPILED BY "COSMO."

A TRADE ENCYCLOPÆDIA.

Being a Concise Compendium of all Subjects, those engaged in any Branch of the Tobacco Trade may find to their advantage to be acquainted with.

This is unavoidably held over till next Number.

Striking Ads.

The following is from a photo. of a very finely produced and most effective show card just issued by MESSRS. MURRAY, SONS & CO., LTD. of Belfast. The colouring is exceedingly brilliant. It advertises the firm's famous "MOTTLED FLAKE."



The next subject to be included in our gallery this month comes



from the well-known Belfast firm, MESSRS. GALLAHER, LTD., and which, in consequence of its brilliant colouring, severely tested the abilities of our photographic staff. The ground of the top part of the show card is a full Oxford blue running into a Cambridge blue. The moon is, as W. S. Gilbert might say, "a greenery-yallery," and the venturesome maiden, who has the temerity to light her cigarette at the top of the moon, is arrayed in all the glory of salmon pink.

In our last number we gave a description of a handsome counter case just introduced by MESSRS. RICHARD LLOYD & SONS, of Holborn Bars, E.C. The annexed gives a good idea of it.



An Interview with Messrs. HIGNETT BROS. & Co., Ltd.

WHILE in Liverpool the other day, says *The Sunday Chronicle*, I called on the well known firm of Messrs. Hignett to gather some information concerning tobacco, and I shall give you the benefit of the chat with one of the partners and the secretary. The tobacco trade of Liverpool and the surrounding district has advanced greatly during the last sixty or seventy years, and now Liverpool is the principal centre for the importation of tobacco. In former times, when the slave trade was in full swing, Bristol held the leading place, but when steamships began to cross the Atlantic, and make Liverpool the centre for the trade in cotton and other American produce, the tobacco traffic came with it. London is now the next port of importance, and to the Thames come the parcels from the Continent, and from Java and other centres of the trade in the East. Glasgow was once famous for its tobacco trade with America, and the tobacco lords were great men in the Saltmarket in the days of Bailie Nicol Jarvie. The city still holds a good place among the imports, and is noted for its manufactures. Grimsby, Leith, and Hull receive much of the Continental trade. As a manufacturing centre Bristol holds a place in the front rank.

* * *

Havana is by common consent regarded as the home of the very finest tobacco, though in recent times the Indies of the East have been promising to rival those of the West. The Dutch started the growing of tobacco in the East, and now-a-days Sumatra is producing leaf of about as high a class as Havana, and Borneo is competing with Sumatra. Of course, quality is very often a question of taste, but these remarks are based on the observations of experts and the run of public favour.

The great bulk of the smoking tobacco consumed in this country comes from the United States. Virginia and North Carolina send all the light qualities, and Kentucky is responsible for most of the darker variety, though Missouri also contributes, and Illinois and South Carolina send a little. Holland sends us dark leaf, but

France, Belgium, and most other European nations require nearly all they can grow for their own pipes. Turkey and Egypt, of course, help us with fine varieties, and Japan sends large quantities of a very dark leaf which contains comparatively little nicotine. The United Kingdom, notwithstanding its great consumption of the fragrant weed, lags behind these others. Practically all the other countries of the earth grow tobacco. Even Russia and Holland manage it, and my informants could not understand why we do not. The south of Ireland is believed to be very suitable for the crop—as suitable as Holland, at any rate—and Sir Michael Hicks Beach the other day promised to give every facility in his power for a fresh trial. Shall we have an experiment with this new remedy for the Irish trouble? 'Tis a soothing thing, tobacco!

* * *

Some people may think we smoke quite enough, but it appears that per capita we are really abstemious as compared with our brethren abroad. Probably we would make up the leeway if the enormous tax were reduced. The revenue charge is levied on the tobacco as it comes into the country, and may be stated thus—3s. 2d. per lb. on raw leaf; 4s. per lb. on manufactured tobacco; and 5s. on cigars. How this tax works out for the consumer is rather curious, and the subject has many interesting sides that I have not time to describe. It may be pointed out, however, that cigars average 1½ lb. per 100, and the tax is 5s. per lb. Smoking tobacco as it reaches the consumer does not contain quite 16 ozs. of raw leaf, as I shall explain; but it may be calculated that every pound of tobacco as sold pays fully 2s. 6d. of revenue. Now, suppose 1 lb. of cigars cost 15s., which is a fair estimate, 5s. of that will go as duty, or one-third of the cost to the consumer, while a pound of tobacco costing 4s. pays 2s. 6d., or more than one half of the total cost. In the case of much finer cigars, costing perhaps £3 for the same quantity, the duty is just the same, and in that case only one-twelfth of the value would go to the revenue. I believe the question of an ad valorem charge to remedy these inequalities has been fully considered, and found unworkable in practice. It is also pointed out that cheap cigars come to us from India, Ceylon, Manila, and European countries, and if the duty on cigars were raised all round, a fresh inequality would be created. Still, that is no reason why the smoker of cheap tobacco should be deprived of his grumble at what seems on the face of it to be an injustice.

* * *

The cost of the raw material as it comes in at Liverpool is calculated to make a smoker who pays 4d. an ounce green with envy. The Virginia leaf used for making the ordinary varieties may be had in any quantity for 6d. a pound or less, and it runs up to 10d., while Kentucky is rather cheaper. The finer, silky leaves that go to the covering of cigars are sometimes priced as high as 10s. per lb. In the growing and treatment of this leaf exceptional care has to be taken, and each separate leaf has to be carefully chosen. There is a wide difference between the inside or "filler" of a cigar and the cover, and the cover is no guide to the quality or strength. In fact, three different shades of cover are generally used for the same brand of cigar, and colour is only skin deep. A dark cigar may be in reality a very light smoke, while a light coloured one may be very strong. The best cigar tobacco, as I said, grows in Havana. Much of it comes to this country, and is made up here. But I was informed that the manufacturers in Havana take care that they secure all the best growths for their own manufacture in order to maintain the great name their brands have made in the world. I asked how the Cuban war had affected this market, and was surprised, in view of alarmist reports, to learn that though the price of raw leaf had advanced, there had been no great scarcity. The people in certain parts of the island would be prevented from planting so much as usual, but as yet there was no falling off in real Havanas.

Brands of cigars are in many respects like brands of wine. It is the ambition of the makers to maintain the quality the same from year to year. But the crops vary so much in strength and quality that this is often impossible, and sometimes it occurs that the brand of one firm will be less like what it was in the preceding year than is the manufacture of some other firm. Thus A's of 1886 may be more like B's of 1885 than are the A's of that year. Of course, these variations are only noticeable to the expert and the connoisseur.

* * *

In the course of a tour through Messrs. Hignett's factory I was able to see something of the manufacture of tobacco after it comes to this side. It is imported into England the year after it has been grown. After being cut, it is cured and dried, either in the sun or by hot air. The sun-dried is the darker variety. Then it is packed in hogsheads or tierces, and shipped. The tobacco is received into bonded warehouses, and remains there until required by the manufacturer. It improves by being kept in bulk a certain time, but loses in some forms after manufacture, particularly in

cigarettes. The tobacco maker who has plenty of money and can hold a large stock of leaf as long as he pleases has a distinct advantage. In the actual preparation of the tobacco for smoking there does not appear to be any secret or complicated art. Most of the work is carried on by young men and lads under skilled direction. First of all the leaves are selected one by one and classified, having regard to the various qualities for which they appear best suited. Then they are steamed to moisten them, and cut down by guillotine if intended to go as fine cut. Latakia and some other varieties are mixed to form certain classes, and there is scope for skill in the compounding of mixtures. In the making of Limerick roll and pigtail, smart lads are engaged filling in the leaves, and machinery slowly spins it into a long dark brown twist. Then it is coiled up into a solid roll and firmly bound with rope, and in this form is placed for hours under hydraulic pressure. When it comes forth it is quite black. In the course of manufacture a certain proportion of water is introduced, and also what are known as "essential oils." All tobacco as it comes to the factory contains a certain amount of natural moisture, which is calculated to average 15 per cent. In the course of manufacture it is found necessary to introduce additional moisture, but the revenue authorities take very strict precautions to see that not more than another 20 per cent. is put in, and thus no manufactured tobacco can contain more than 35 per cent. Obviously in the finer qualities there is very little more than the natural moisture, only the thicker and coarser sorts could carry much. This water and oil add perceptibly to the weight, and so it comes about that the actual duty paid on a pound of smoking mixture is much less than that paid on a pound of leaf.

* * *

The most remarkable thing about a tobacco factory is the multitude of forms in which the product is made up. Packet tobaccos have recently come greatly into favour, and in this factory I could see the tobacco being made up in scores of differing forms. It is believed in the trade now that the more varieties you can have the better; the more fancies you will catch and keep. Each part of the country has its own favourite variety—the thick roll is common in Ireland, pigtail is a Lancashire fancy, black shag is wanted in Wales, and the Manxmen like the "three legs" in tin on their bar tobacco. With packets the variety is even greater. One of the most ingenious machines in the place was that used for filling up the ounce packets. The quantities are weighed up by about a dozen boys, who drop them into receptacles revolving like the line of buckets on a river dredger. They pass through some machinery and drop out nicely folded in a coloured paper packet with tinfoil and advertisements inside. A machine has not yet been invented for filling the tin boxes, so far as I can learn.

* * *

There has been some discussion recently as to the relative merits of hand-made and machine-made cigarettes. Such a connoisseur as Mr. Labouchere favours the machine-made variety on the score of cleanliness, but I understand those who speak for the hand-made article claim that the machines tear up the tobacco too much. I cannot decide where experts disagree, but undoubtedly there is a good deal to be said for the machines. The ones I saw turned out cigarettes at the rate of 350 each per minute. The method is very simple. Cut tobacco is introduced at the top of the machine, and is carded down to a very fine grade. It passes through feeders which graduate the supply, and then is formed into a long roll which is speedily covered round by an equally long strip of paper, which is printed and gummed as it comes off a roll fixed in the lower part of the machine. The cigarettes thus issue in a single length, and you might have one a yard long if you cared. An automatic cutter speedily whips down the roll into appropriate lengths, and the neat little smokes fall into a receiver and are packed away into boxes. The production of a single machine is enormous, and there are four working in the factory. Each requires two people to feed and two to take away the cigarettes, while an experienced man inspects the work. No girls are employed here, but they are engaged in the London house, where hand-made cigarettes are turned out.

* * *

Let us conclude with a cigarette. During the last ten years or so the dainty cigarette has gained a great hold on popular favour, and this has been specially noticeable in the more recent years. The effect has been felt by the cigar trade, and it has also had some influence on the sale of tobaccos, though both have made actual progress during that time. It may be worth noting that home-made cigars exceed in quantity those we get from abroad; and, as to smoking tobaccos, the imports of unmanufactured leaf show that as the years go on our own makers are getting more and more the command of the home trade. It is good to know that one of our industries at least is flourishing in spite of world-wide competition.

AUGUST 15, 1897.

REVISED EDITION.]

The Tobacconist's Handbook.

BY E. B. ALEXANDER,

Of whom complete copies can be obtained at 21, Euston Square, N.W. Cloth 8vo, 114 pp. Post free, 1s. 6d.

CHAPTER V.—*continued.*STOCKING CIGARS AT THE SEA-SIDE—*continued.*

WE have all along been presuming that you have the space and convenience to make a stock-room as described! Perhaps you have only a cosy sitting-room behind the shop, in which you take your meals and the wife performs some of her household duties. Well! you cannot give that up for business purposes only, so you must do your level best! Clear one of the walls, in view and easy reach of the shop for preference, and put up your shelves thereon; don't spare the brackets, because they may have to sustain a heavy dead-weight at times; do away with your open fireplace and buy a small "Syphon" stove; and do not allow any domestic work in that room that involves the use of water, or causes more steam than would be emitted from a tea-pot, or perhaps an Irish stew. If the room has a door leading into a passage or back premises, put a spring on that door so that it cannot be left open accidentally, or you will never sustain the temperature required. You can get a spiral spring from an ironmonger costing 1/- to 1/9, according to size, all complete; it should be fixed diagonally, one plate on the door and the other on the frame; anybody with a little "gumption" and a screwdriver can put it up! Probably you will ask, "How are we to live and eat in this room in the height of the summer and, according to your instructions, keep the stove going?" The only reply we can make is an evasive one, and that is, that we do not think that this sort of query comes within the scope of a trade handbook!

But, how about the man (or woman) who has a shop only, and no room to make into a stock room withal? Well, we can only say that it then becomes very difficult to keep the stock as it should be kept; and that if you have not a room, perhaps you have a large cupboard; and if you have not a cupboard you must *make* one, and, while you are about the job, make it properly. It should be lined with a thick felt—do not use roofing felt, because that gives off a strong odour of tar or something of that kind; and nothing but the best seasoned wood should be employed; put up the shelves as before, but the lowest must be 4 feet from the floor; and provide ventilation at the top of the cupboard; then get the smallest size single column "Syphon" stove (Clark's No. 1.) therein, and take great care not to get too much heat; the stove can be regulated to a nicety. Have a properly fitting door to the cupboard. We have seen a curtain used, but that is a decided mistake!

It is not only at the sea-side that cigars get out of condition; there are many inland places that are chronically damp, or are subject to visitations of wet mists; in such positions there is nearly as much difficulty in keeping cigars dry, and they must, therefore, be removed at night into a heated room. We call to mind a peculiar incident in connection with this subject: there was an exhibition held on a certain cricket ground; the buildings or sheds were of corrugated iron, the floor of planks, well made and raised nearly a foot from the ground; the season was the early summer, and the heat in the day-time was great. A certain cigar merchant had an exhibit, with permission to sell; but, after a day or two the visitors would not buy, because the cigars and cigarettes, formerly dry, became absolutely damp. We were asked to account for this unsatisfactory condition of affairs, and we found that it was easily explained as follows:—When the buildings were closed at night they were filled with hot air; the gas being turned off, the cool night-air acting upon the iron roofs and walls reduced their temperature very rapidly, hence all the moisture in the atmosphere—and there must have been a large quantity that emanated from the ground—became condensed, and the tobacco quickly absorbed a portion of that moisture. The only remedy was to take out the cigar stock every evening and replace it in the morning. Exactly the same effect is produced, on a small scale, in every shop-window

during very cold weather; the heat inside the glass is met by the cold on the outside, producing condensation, commonly known as "steaming" or "sweating." Under those conditions, it behoves the tobacconist to change frequently the cigars in his window enclosure, and dry those he takes out.

Referring to an instruction early in this chapter as to the necessity of keeping all the stock in the stock-room, an obvious query is:—How are we to fill the shelves in the shop? Our reply is:—Do not have too many shelves, and fill those up with "dummies." When starting a new business you must buy some empties; they need not be new boxes, but they must be in batches of equal sizes; say 20 or 24 of one size, 12 of another, and so on. Get your clean empties and some new labels, paste those labels on the end of each box, and arrange them on your shelves labelled end outwards; not put up "higgledy-piggledy," but evenly and in straight rows, or they will betray their emptiness. A good plan is to load the top box of each row with sand or stones, thus forming a weight to keep those underneath in place. As time goes on, and if you will follow our recommendations in another chapter as to "empties," you will be able to add to the "dummy" stock, and to replace those which have become "shabby." A large portion of the shop walls can be filled with show-cards and tablets, of which every wholesale house now sends out artistic specimens; but this, of course, must not be overdone: a cigar shop is not a picture gallery.

The nightly removal to the stock-room of every box of cigars in counter use, where anything like a large variety is kept, entails a lot of trouble, besides the risk of upsetting a box occasionally. To remedy this, the author designed, some years ago, a Cigar Cabinet in which to keep the boxes ready to hand, and yet not exposed to the sea air; in fact the body of the cabinet is *in* the stock-room, while it opens by glass slides, in the shop behind the counter; there is one now in use at Hastings and another at St. Leonards.

CHAPTER VI.

BRITISH CIGARS.

BRITISH Cigars comprise all those made in the United Kingdom—we might say in England—because, according to the latest Directory of the Tobacco Trade, there is not a cigar manufacturer in all Scotland, and only two in Ireland. Of course the largest quantity is made in London, where there are above 100 manufacturers, big and little, but immense numbers are made in Leeds, Leicester, Liverpool, Manchester and Nottingham; in the last-named town there are 17 or 18 factories, and about 20 in Leicester; therefore, in those two places, cigar-making may be considered one of their staple industries. English cigars are made of leaf tobacco from various parts of the world, including several European growths; that of nearly every part of the American Continent; of almost every island in the East Indian Archipelago, including the Philippines and Japan; and of most of the West Indian Islands.

First and foremost, we urge every tobacconist to limit his stock of British cigars to as few varieties as possible. What we mean is this:—If a customer comes in for a 2*d.* or 3*d.* cigar, do not show him three or four kinds, but have one staple brand that you have learned, by experience, to be dependable. We did a valuation lately of a very small stock, in which there were ten varieties of 2*d.* cigars and seven different sorts of 3*d.* What was the consequence? Half the boxes in stock were partly empty; customers knew not what to ask for by name or brand; and the shopkeeper was almost in the same fix as to what to offer. If you are new to the trade, fix upon one of the first-class houses and ask them what they recommend to sell for 2*d.* and 3*d.* each; give a good price for a good article, always bearing in mind to leave yourself a living profit after allowing for supplying, say, half the contents of each box, at

seven for 1/- and five for 1/- respectively; by this we mean that you must not calculate that 100 twopenny cigars will realise 16/8, but 15/6; nor 100 threepennies 25/-, but 22/6. Perhaps after you have had some experience you may find that your customers like a particular size and shape, and that it will answer your purpose to arrange with a manufacturer to supply you with that particular form of cigar under a brand that no other shopkeeper in the district has, and who will undertake to keep that brand solely for your use within a specified area—say the town or suburb in which your business lies. Or you may have such a good run, say a certain 2d., that you will be able to afford to buy a brand for yourself; in this case you must follow the prevailing fashion and get paper-bands to go round each cigar—red, white and gold embossed is the showiest, but for cheap lines the gold can be dispensed with; white letters on a red ground make an effective cigar-band, and Ford, Shapland & Co. do them well and cheaply (*see Advt.*); in this connection remember to order the labels “gummed at one end only”; if your bands stick to the cigar the leaf gets torn.

Having decided upon your brands, whether special or not, for your staple 2d. and 3d. cigars, you will find a few customers who like small cigars of both these prices, consequently you must get a box or two of “Princesas” or “Infantes.” You will also require a few cigars to sell at 1 1/2d., or five for 6d.; also some at 1d., or seven for 6d. In some cheap localities there is a fairish Sunday trade done in the latter class of smokes, and sometimes they want “a lump for money,” in which case you will have to get a large cigar to sell at 1d., but you will not be able to give seven for 6d. and earn a profit. We need hardly say that it is not much good going to the “swell” firms for these said large “pennorths,” in which *quality* becomes subservient to *quantity*!

(To be Continued.)

AVOIRDUPOIS TRADE JOURNALISM,

AND ITS OTHER PLAYFUL “METHODS.”

BY THE EDITOR.

WHAT a curious title you say!—Well, I might, with equal relevancy, have headed it “QUANTITY, NOT QUALITY.” Class journals as a rule are “fearfully and wonderfully made,” and not very surprising either, for to tell the truth, they are, as commercial ventures, severely handicapped. G.P.O. red-tapism limits circulation. Expedients therefore have to be resorted to, to give an *appearance* of circulation; and perhaps quite the most successful of these has been that of *weight*—solid avoirdupois. The inane postal regulations allow of a *weekly* journal (that when rolled would well serve as an excellent substitute for P.C. 999’s bâton, or with which you could comfortably brain your pet enemy) passing through the post for one halfpenny, whereas the *monthly* journal cannot be “registered as a Newspaper” at all; and to pass it through the post regularly would ruin the proverbial old lady of Threadneedle Street.

THE CIGARETTE WORLD stated in its inaugural programme that it attempted a complete and distinct departure from conventional lines. What we really meant by that was, that we had no ambition whatever to compete with what we regarded as more or less obsolete class journalism, but that our ambition was, if possible, to forge our way into the front rank of a new school of trade, or, to be more correct, semi-trade journalism.

The average business man is too much occupied to be able to devote the time necessary to wade through an immensity of “padding.” The manufacturing advertiser, more often than not, simply glances through the “organ’s” pages to see if his “ad.” is there, and trusts and devoutly hopes that somebody else will be good enough to read it. It seems a little rough that after much careful preparation only a small portion of it is read, but diligent enquiry in connection with journals in many trades has convinced me that it is a fact which has to be faced. Although not addicted to betting, I am open to wager that, given similar get-up, if half of a paper in one trade, say, *The Whelk and Winkle Gazette*, were bound up with another, say, *Tallow*, only a small percentage of their respective subscribers would ever discover the “mixture.”

Possibly a reason why the letterpress of trade journals is viewed by the *cognoscenti* with indifference, not to say with something akin to contempt, is that they are known to be rarely run, or even edited, by men who have been *in* the trade. As a matter of fact, such men would never dream of running a trade journal, for after all it is a *trade* in itself, and they are run purely as commercial ventures, mostly by those who perhaps do, or at least flatter themselves they do, possess some journalistic attainments.

Again, not only does the fact of proprietors finding it cheaper to invoke the aid of the great carriers, instead of that of the C.P.O., hamper circulation, but the prices of class journals are also prohibitive of it even in trades where a big one is also possible. They range as a rule from 2s. 6d. to 10s. 6d. per annum. It is only the better class retailer in any trade who will pay these rates voluntarily, and as it is too expensive to canvass these rates on minor ones, the circulation is necessarily confined to the country. The rest—the rank and file, so to speak—(whose business after all, collectively, is the backbone of any great trade) are neglected by journals claiming to be “leading organs.”

It is an open secret that all papers, whether public or trade ones, can only live on their advertising connection, and whereas competition has contributed in higher journalism to literary merit in its letterpress, the comparative lack of it (coupled with more than a suspicion on the part of proprietors that they are but little read) has had a contrary effect on the latter.

It is in my humble opinion high time a different state of things obtained. It is a significant fact that the larger firms in all trades are gradually falling out of their trade journals as advertisers, and why! Simply because it has at length dawned upon them that there is nothing to be gained by advertising for no better reason than that their competitors do. No!—they prefer to select journals to advertise in that will produce business results. And wisely too.

I held these views when I started the *C.W.*, and I have waited patiently for twelve months’ experience before expressing them. Perceiving *then*, what, after that lengthened experience, I am more than ever convinced of, that the old lines of trade journalism are no longer suited to the requirements of latter day trading, I contend that a new trade journalism will inevitably take its place. It must, in order to keep pace with the times, *more affiliate itself with public journalism*, which means that its price must not be a prohibitive, but a popular one; that its letterpress generally must be intrinsically good; that its news, in order to be read by business men, must be as terse as possible; that it should pandor to no class; and finally, that the pitiful subtleties, tricks and dodges resorted to by many in the past, must be abandoned.

As I have said, every journal is dependent for its very existence on its advertising columns. Unless you can prove to your advertiser that your paper circulates among those who can purchase his goods, your journal is of no use to him, and unless he reciprocates it is impossible to fulfil the requirement of the day, which insists on your giving readers a journal at a popular price, although the printing cost of it, is many times greater than what you ask him for it. There are, of course, trade journals and trade journals. No one has more respect than myself for the good old crusted sort. It pursues the even tenor of its way with a calm and refreshing indifference that commands the respect of all. On the other hand, there are journals conducted on the old-fashioned “stand and deliver” style, or, in other words, “Advertise, or we slate”—not directly, but indirectly. To-day, with regret be it said, black-mailism still exists. Its methods are more subtle and refined—more suitable, in fact, to the age we live in—but for all that it is blackmailism. For instance, a firm refuses to open its coffers to the rapacious proprietor. He dare not “let himself go” as the journalistic bandit of the past did, but with a skill worthy of a better cause he forthwith waxes eloquent respecting the “rise and progress” of opponent firms—funny, isn’t it? Again, portraits galore adorn the pages of what is playfully termed “an organ of the trade,” and the smug proprietor hugs himself with the belief that this must be particularly exasperating to the man he is bidding for, and that, of necessity, his victim’s sole ambition in life is to see his lineaments included. Yet another instance of indirect blackmailing. Jones *et père* have a partnership split in the camp. Jones *et père* decline to advertise; Jones *et fils* ditto. What does the wily proprietor do? It is very simple. He inserts an imposing free “ad.” of the former, and ere long Jones *et fils* tumble head-first into the trap.

Concluding, I should like to emphasize my opinion, that the closer trade journals generally, approximate to *public* ones, the more meritorious will they, the trade journals, become.

AUGUST 15, 1897.

Presentation Ceremony to Mr. and Mrs. GALLAHER.



DIRECTORS AND REPRESENTATIVES OF MESSRS. GALLAHER, LIMITED.

SPEECH BY THE LORD MAYOR.

THE complimentary portraits of Mr. Thomas Gallaher, the head of the firm of Gallaher (Limited), the celebrated tobacco manufacturers, and his wife, subscribed to by representatives of the firm in the three kingdoms and the United States, were formally presented to them yesterday afternoon at Ballygoland, Green-castle, Mr. Gallaher's residence. The committee in charge of the presentation met at the Grand Central Hotel at half-past two o'clock, and drove in brakes to Ballygoland, where they were introduced to Mr. and Mrs. Gallaher by Mr. W. J. Bell, the manager of the Belfast house. On the occasion of the presentation of the exceedingly handsome portraits their high artistic value was much admired and commented on by all who had the opportunity of inspecting them, and Mr. Mackenzie, the talented young artist who executed them, was warmly congratulated on his work.

On the motion of Mr. William Unsworth (the hon. secretary of the presentation committee), the chair was taken by Mr. W. J. Bell, the local manager, who called upon Mr. P. St. John, the Liverpool representative, to formally make the presentation.

Mr. St. John said they had met that afternoon for a very special and pleasant purpose. It was to ask Mr. and Mrs. Gallaher's acceptance of a little present, in the shape of these paintings done in oil, of which Mr. and Mrs. Gallaher are the worthy subjects. He had been deputed to make the presentation, and to say, on behalf of himself and friends, that in accepting it they would confer a genuine pleasure on the donors, and he would ask that the portraits be unveiled. (Applause.)

The portraits were then unveiled by Mr. Robert N. Fisher and Mr. W. J. Thompson, amid applause.

Mr. St. John, continuing, said the features of Mr. and Mrs. Gallaher were faithfully portrayed, and the pictures would serve as a memento of the respect, esteem, and affection which they all entertained towards them. The painter had done his work well, and produced portraits for which he was to be congratulated; but

it was not in this light alone those present would regard them, but rather as an expression of the warm feeling which animated them towards the recipients. (Applause.) To all present they were long and intimately known, and there was not one but could bear testimony to the many and endearing qualities which they possessed—high qualities both of mind and heart. He could say, without the slightest approach to flattery, that to employes, neighbours, and friends, their straightforwardness and impartiality had made them deservedly respected by everyone. (Hear, hear.) Besides testifying their personal appreciation, they also felt that in a certain sense they were performing a public duty in the matter by honouring one of the men of the century. Each age had its own distinctive characteristic, by which it was recognised in the history of the world. One was remarkable for the growth of literature, others for the triumphs of art, discoveries of fresh continents, or brilliant conquests and feats of arms; but the most striking feature of the nineteenth century was the manner in which the researches of science and the results of invention had been applied to the wonderful advancement of manufactures, trade, and commerce. Where in all Ireland, yes, and even England, could they find a man who had kept abreast, and even ahead, of the times in the same manner as Mr. Thomas Gallaher? The great block of buildings in York Street was not only a colossal monument to his industry and enterprise, but it was also a veritable museum of all that was latest and best in steam machinery, hydraulic, electric, and hygienic appliances. (Applause.) It was in itself an epitome of the history of the times, wherein he who ran might read—as in an illustrated page—of their progress and of their prosperity. In future times it would be said, "What manner of man was he who founded this enormous business?" and they considered it their duty to posterity to see that the lineaments of this leader of commerce should be faithfully preserved for their benefit, and, knowing that his native modesty would not permit of sitting to an artist on his own initiative, they determined that their presentation should take that form. It was but simple justice that the helpmate who has shared his struggles and his trials should also participate in his triumphs, and for this reason they had the

honour of including a portrait of Mrs. Gallaher as the natural complement of his own. Long might they both be spared to enjoy the distinguished position they had so nobly won and so worthily maintained. (Applause.) They hoped that those paintings would long continue in the possession of their family, and that their children's children would look upon them as not their least precious heirloom, and those souvenirs of their worthy ancestors might incite them to walk in their footsteps and observe the same rectitude through life which was so characteristic of the couple to whom the portraits were presented. (Applause.)

The Chairman said as their time was limited he did not intend to occupy their attention at any length. He just desired to mention the fact that the compliment to Mr. and Mrs. Gallaher had emanated from the representatives of the firm in Belfast, Ireland, England, Scotland, and the United States. When the matter was first suggested to Mr. Gallaher, that gentleman was not inclined to accept of it, knowing as he did the cordial feelings existing between himself and all the representatives of the firm. The matter, however, was pressed upon him, and he was at last persuaded to receive a token of their good-will and esteem, for which they met that afternoon. It was unnecessary for him to express the appreciation they all had for Mr. and Mrs. Gallaher, and they all knew that that feeling was fully reciprocated on their part. Everything Mr. St. John had said he, on behalf of the representatives of the firm of Gallaher (Limited), thoroughly endorsed.

Mr. Gallaher, who was very cordially received by the company, said it afforded him no small amount of pleasure on behalf of his wife and himself to accept the very handsome present. So far as he himself was concerned, he felt that he was not worthy of the great kindness they had shown him. The portraits were admirable ones, and would no doubt be handed down to posterity. The kindly and considerate spirit which had promoted that compliment to his wife and himself he could assure them he would never forget, and he was sure their children and their children's children would look back with feelings of pride and pleasure on the founder of the name of Gallaher (Limited). He appreciated very much the trouble that had been taken. He trusted they would be able to look back with pleasure on the act of kindness which had been shown to them—an act which would always be fresh in their remembrance. He again thanked them for their great kindness.

The Chairman said there was just one matter he wished to mention, and that was to express the satisfaction of all the subscribers, and of all he might say who had seen the portraits, at the admirable manner in which Mr. Mackenzie, the artist, had carried out his commission. (Loud applause.)

Mr. Mackenzie appropriately acknowledged the compliment, and said that of all the honours which had been conferred upon him, or might be conferred upon him in London, he could assure them that he valued none more highly than those he had received in Belfast.

On the motion of Mr. William Hillis, the Dublin representative of Gallaher (Limited), seconded by Mr. James Kilpatrick, a vote of thanks was accorded to the Chairman, after which the visitors were entertained by Mr. and Mrs. Gallaher.

DINNER IN THE GRAND CENTRAL HOTEL.

IN the evening at seven o'clock a company of about 120 were entertained by Mr. and Mrs. Gallaher at dinner in the Grand Central Hotel. It consisted chiefly of the gentlemen occupying responsible positions in connection with the Belfast establishment of Gallaher (Limited), also their agents travelling throughout the United Kingdom and America. The Lord Mayor (Alderman Pirrie, J.P.) and a good many representative citizens were present, together with a number of ladies, who were seated at the upper table. Mr. Thos. Gallaher, J.P., occupied the chair, and to his right sat the Lord Mayor. Mr. Boyle's string band was in attendance, and during the evening performed a varied programme. The dinner was served up in admirable style, the following being the menu:—Soup—Clear ox tail, potage Du Barry. Fish—Mayonnaise of salmon, fillet of sole à l'orly. Entrees—Chicken sauté à la Parisienne, noisettes pré salé à la St. Germain. Relevés—Roast sirloin beef, roast lamb and salad, mint sauce, new potatoes and peas. Sweets—Greengage pudding, crème à la Chambord, Genoise glace. Ice—Strawberry ice. Dessert—Greengages, grapes, strawberries, &c. Coffee.

On the removal of the cloth,—

The CHAIRMAN rose amid loud and prolonged cheers, and gave "The Queen."

This toast was most loyally honoured.

The CHAIRMAN then proposed the toast of the evening, and said he could assure them that that had been one of the pleasantest days of his life. (Applause.) A great number of the representatives of the firm of which he was the head, although gentlemen would be a very befitting occasion to ask a few of his most intimate friends to come there that night. When his wife and himself were presented that day with their portraits in his own house he could assure them that it touched the nearest chord of his heart. (Hear, hear.) It was a feeling he could scarcely explain when he could think that upon the gentlemen who were representatives of the firm he looked as almost his own children. (Loud applause.) If anyone cast their eyes around that evening they would see that these gentlemen were all young men with plenty of work in them—(hear, hear)—and those were the kind of young men he liked. (Laughter and applause.) They had their heart in their work, and they had the most friendly feeling towards the firm they represented. (Applause.) He had the greatest pleasure in asking them to drink the health of "The Representatives of Gallaher (Limited)." With that toast he would associate the names of Mr. Bell, Belfast, and Mr. Emble, London. (Applause.)

The toast was very warmly received.

Mr. W. J. BELL, who was very warmly applauded, responded. Owing to their family relations he knew the Chairman would excuse him if instead of addressing himself (Mr. Gallaher) he addressed more especially their friends who were there that night, and explain to them the occasion of their meeting there, and what took place that afternoon at the Chairman's house—viz., the presentation of the paintings in oil of Mr. and Mrs. Gallaher. He would, in the first place, say that he (Mr. Bell) had personally nothing whatever to do with the conception of the idea; but it was a number of their travellers who talked the matter over among themselves, and decided that the occasion of the building of the new factory and bonded store should not pass over without in some way marking their appreciation of the Chairman's business abilities in general—(hear, hear)—and their admiration of the manner in which those buildings had been carried out. (Applause.) After they had talked that over and decided what they should do, they approached Mr. Gallaher to see if he would be good enough to accept the same. With his usual modesty—(laughter)—he was very reluctant to do so, but with his kindness of heart he felt that it would be a wound to those who loved him if he did not. Therefore he consented graciously to accept the gift. (Applause.) Those who knew Mr. Gallaher most intimately were aware that he commenced his gigantic enterprise with feelings of doubt and uncertainty. As he consulted his friends, one and all advised him at his time of life not to undertake what he did, but they were aware that that feeling was not an indication of lack of energy and enterprise. (Hear, hear.) That evening they rallied round Mr. Gallaher to congratulate him on the successful termination of his great undertaking. (Applause.) They sincerely hoped that his worthy partner in life—(applause)—might have long life, enjoy good health, and continue to be his helpmate for many years to come. (Applause.) Also that in after years their children's children might look upon those pictures with the same admiration that they all looked upon the two originals that night. (Applause.)

Mr. EMBLEN (London), in replying, said he was very proud of being connected with the great and noble firm of Gallaher (Limited). The representatives of the firm conceived the idea that a good time to make a presentation to Mr. and Mrs. Gallaher was on the completion of that gigantic factory which they had the pleasure of seeing that day. (Hear, hear.) It had nothing to do with either Mr. William J. Bell or Mr. J. M. Bell their making of that presentation. That had been a record year in a variety of ways—it was a record year as regarded Her Majesty, and had also been a record year with the representatives of that firm. (Hear, hear.) After viewing those great works they would be able to tell their customers not only that there was a large factory in Belfast, but also that there was one of the largest tobacco factories in the United Kingdom. (Hear, hear.) That would give them all increased energy to work for one of the best firms in the trade. (Applause.) When he first became connected with the firm, nine years ago, all the customers they had in London they could count on their fingers, and now it required six ledgers to keep their accounts. (Applause.) That showed the progress they had made during that period in London. (Hear, hear.) If the progress there continued it would be necessary to build such a factory in London as they had in Belfast. (Laughter and applause.) There were none who wished Mr. Gallaher and his family more success than his representatives. (Applause.)

The CHAIRMAN next proposed "The City and Trade of Belfast." The majority of those present were strangers to Belfast, but he thought they would agree with him from what they saw that that Belfast for its size was second to no city in the United Kingdom.

Kingdom. (Hear, hear.) There were in it the most enterprising people in the world, and if anyone wanted ability they must go to Belfast for it. (Laughter and applause.) In Belfast they had the largest ship-building concern in the world—(applause)—and without any egotism on his part, he might also say they had the largest tobacco factory. (Applause.) Belfast merchants were second to none in the kingdom, and that was something to be proud of. (Hear, hear, and laughter.) There were no merchants to compare with them all over the world. (Laughter.) There was one thing they could do—they could pay their honest debts. (Laughter and applause.) He had great pleasure in proposing that toast, and in coupling with it the name of his good friend the Lord Mayor. (Applause.) That gentleman was an honour to their city; he had done more for Belfast than any man he (the Chairman) knew of; he was the Managing Director of Harland & Wolff (Limited), the largest shipbuilders in the world, and every man in Belfast was proud of him. (Applause.) As to the company there that evening, he might say that they would have had more if there had been room to accommodate them. All he could say was, "The next time." (Laughter and applause.) In the future he trusted they would have sufficient space to entertain something like 1,000. (Applause.)

The toast was most enthusiastically honoured, and a hearty cheer was given for the Lady Mayoress.

The LORD MAYOR assured them he felt proud of being there that evening, representing Belfast as its Chief Magistrate on that occasion. (Applause.) He did not think that during the present year of his office, or the previous year, he had attended a meeting in which he felt greater pleasure and pride than that one. It was always a pleasure to him to find that the industries and the merchants of Belfast were increasing year by year, and especially extending their operations in the way Gallaher (Limited) had been doing. It had been suggested that evening that if the business continued increasing as it was doing they would have to build a factory in London. He trusted that they would continue to extend the business as rapidly as possible here, but that they would spend no money in London. (Laughter and applause.) In his (the Lord Mayor's) term of office every department of industry in Belfast had gone on improving, and they felt proud of themselves. (Hear, hear.) Shipbuilding, with which he had been so closely connected all his life, had something to do with the progress of the city. (Hear, hear.) The shipbuilding trade was like the tobacco trade, it was one in which all the articles used had to be imported, but he trusted the progress would go on in both. (Hear, hear.) The tobacco manufactory of Gallaher (Limited) was the largest in the kingdom. They were proud of that, and also of the fact that the shipbuilding yard of Harland & Wolff was the largest in the United Kingdom. (Applause.) In that little yard of theirs they produced more work than in the whole of Germany, and also more than five Government dockyards. That he thought was extremely gratifying. (Hear, hear.) He hoped Gallaher (Limited) would be as progressive in the future as the past. (Applause.)

The CHAIRMAN then proposed "The Artist, Mr. Mackenzie," of whom he spoke in very high terms, and referred in a most eulogistic manner to the way in which that gentleman had executed the portraits. He was sure all who had seen the pictures would say that Mr. Mackenzie had done his work remarkably well. (Applause.)

The toast having been cordially received,

Mr. MACKENZIE acknowledged the toast, and in doing so assured them he was proud to think so important a commission was entrusted to him, and he thanked them for the great compliment they had paid him that evening for his endeavour to do his best. He hoped he would be pardoned for there referring to a matter that lay nearest his heart—viz., the Belfast Art Society—of which he as an honorary member was proud. That Art Society had the honour of having their most worthy Lord Mayor as president. In that high position to which Mr. Gallaher had attained by his own worthiness he would commend the Art Society to his kind consideration. He (Mr. Mackenzie) did not speak in vain. Mr. Gallaher's generosity and kindness far exceeded his many other good qualities of which they had heard that night. Therefore he (the speaker) made bold in addressing him on the claims of art in Belfast. It was to Mr. Gallaher that artists, or those who loved art, looked for that encouragement which would lead to success and to the fostering of art in their midst. He begged to thank them all for their kindness in wishing him prosperity. If there was anything he would take credit for it was that he had tried his best. (Hear, hear.) He would leave his works to speak for themselves as to his sincerity of endeavour. (Applause.)

The CHAIRMAN next gave "The Architect" (Mr. Stevenson) and "The Builders" (Messrs. Harvey & M'Laughlin). Of the money spent on the buildings, something like £100,000 of it was laid out in Ireland. (Hear, hear.) He was an Irishman, and all the money he could spend in Ireland would be spent there. (Applause.)

Having spoken in very complimentary terms of Mr. Stevenson and of Messrs. Harvey & M'Laughlin, he went on to refer to Messrs. Combe, Barbour & Combe; Victor Coates & Co., Mr. S. C. Davidson, as well as some of the other firms with which they had been closely associated in connection with the rearing of the buildings. With none of them had they an unkind word. (Applause.) It was always a pleasure to pay money for value received. He begged to propose that toast, coupling with it the names of Mr. Stevenson and Mr. M'Laughlin (Messrs. Harvey & M'Laughlin). (Applause.)

The toast having been duly honoured,—

Mr. STEVENSON briefly replied, after which—

Mr. M'LAUGHLIN also spoke, and gave some details as to the buildings, in which he said there had been between six millions and seven millions of bricks used. The cast iron beams, if placed end to end, would reach five miles, and the tie rods would extend nine miles. The floor space would cover about seven acres of ground. But he hoped when "the next time" to which Mr. Gallaher referred—(laughter)—arrived, and when the thousand guests assembled, they would be able to say that the buildings covered fourteen acres. (Applause.) The speaker referred to the magnificent style in which the buildings had been erected, after which he alluded in high terms to Mr. Gallaher. (Applause.)

The CHAIRMAN, in a humorous manner, proposed "The Shipping Trade," with which he associated the name of Mr. Alexander MacLaine, J.P.

The toast having been replied to by that gentleman,

The CHAIRMAN gave "The Press," associating with it the names of Mr. Macknight and Mr. Baird, who, he said, represented the two extremities of the Belfast Press.

This toast was very warmly received.

Mr. MACKNIGHT, editor of the *Northern Whig*, who was received with applause, said no doubt the Press had a great deal to do with the progress of the city. It had always been his pleasure to do justice to Belfast in the great improvement that had taken place in the past, and which, he trusted, would continue. (Hear, hear.) No doubt during the last forty or fifty years there had been very great progress in Belfast, but he thought, after all, that the progress of the next fifty years would go far in eclipsing what had been previously done. (Hear, hear.) He had the honour of dining recently with Mr. Lough, who came over to this city to instruct them with respect to their financial position in the majority report. That gentleman said that Belfast appeared somewhat to be going behind, that all that could be done here was in building ships and carrying on the linen trade. He (Mr. Macknight), in reply, stated that they had a great many industries. They had the Ropeworks, with which he thought Mr. Wolff, M.P., had a great deal to do—(hear, hear)—and a tobacco factory which was fairly known in competition with any other works of the kind. (Applause.) Mr. Lough seemed somewhat surprised when he added that they had also a great many small industries, and that he was sure they would all go on prospering. (Hear, hear.) The Chairman had referred to the Press as Liberal and Conservative holding extreme views. It seemed to him (Mr. Macknight) that there was not the same difference of opinion there had once been. (Hear, hear.) There was now a great deal of good feeling and kindly spirit which had previously been absent. (Hear, hear.) The progress of the city and the progress of the Press in Ulster would no doubt continue. He felt that the Press would always be anxious, as it now is, and as he had ever been most anxious, to do justice to the spirit of enterprise shown by the people and to their noble self-reliance. (Applause.)

Mr. R. H. H. BAIRD, J.P., also replied.

The CHAIRMAN afterwards gave the health of Mr. Muir, Collector of Customs at Belfast, who, he said, had done everything he could to assist the firm in connection with their new warehouses. (Applause.)

Mr. MUIR replied, after which

The LORD MAYOR proposed the health of Mr. and Mrs. Gallaher. That, he described as the toast of the evening. He spoke in very high terms of Mr. Gallaher, referring especially to the splendid contribution of £5,000 which he sent the Lady Mayoress for the Victoria Hospital. (Applause.) It came at an important crisis, and was the means of causing other large subscriptions to be sent in. He also paid a graceful tribute to Mrs. Gallaher, and concluded amid loud applause.

A very enthusiastic reception was accorded the toast.

The CHAIRMAN acknowledged it briefly.

Mr. ROBERT DUNWOODY proposed "The Ladies," which was replied to by Mr. MACLAINE, J.P.

The National Anthem was then played, and at eleven o'clock the company separated.

Scotch Notes.

ENTER "TAM O'SHANTER!"

THIS is Tam's first appearance in the world—THE CIGARETTE WORLD—and he now makes his best bow to the denizens and readers of the same. He makes his appearance on a very auspicious occasion—the birthday of the WORLD—and his first duty, therefore, is to wish the WORLD many happy returns. In doing so he feels assured that he gives expression to the sentiments of every Scotch reader.

* * *

The heart of the Scotch retailer is glad—yea, even exceeding glad. The tourist from the south—with a decided taste for "smoke"—is now making his annual peregrination in the north, to the benefit of his health and lightening of his purse. He usually makes his appearance first in "Auld Reekie," and after doing the usual sights in the usual way he meanders away to the far north by way of the Trossachs, and eventually turns up at Balmoral or Inverness. He is easily known by his abhorrence of London fog and his partiality for "Scotch mist."

* * *

But, seriously, the tourist is a veritable godsend to many a country retailer, who does practically nothing during the winter months, and has to depend upon the visitors in the summer season to make up the leeway. Therefore, "Long live the tourist," say I.

* * *

I would, however, give one little word of warning to country friends. Seldom, if ever, is there any attempt to draw customers by an attractive window display, and as a consequence many people are under the impression that good "smokes" are unobtainable in the country, and take a supply with them. Now this could be easily remedied, and I feel sure that any little extra trouble would be amply justified by the result.

* * *

Business generally is very quiet, and prices remain unchanged. Dealers here, however, are not complaining, as although business is quiet, yet on the whole it is in a sound healthy condition. The receipts in Glasgow for July were 156 hhds. 125 trcs., and the deliveries to the town trade were 129 hhds. 150 trcs., and to the country 59 hhds. 2 trcs. The stock in bond is 3,451 hhds. 1,286 trcs. against 3,605 hhds. 1,201 trcs. and 3,742 hhds. 767 trcs. in the two previous years. It will thus be seen that the demand is in excess of the supply, and the stocks are lower than they have been for two years.

* * *

I hear that one of the Cigarette Machine Companies is having some trouble with their late Scotch agent. It is principally, I believe, a question of commission.

* * *

Cigarette smoking is largely on the increase in Scotland, and retailers who wish to be up to date must give special attention to this branch. It is undoubtedly a fact that if a customer gets an article which suits him he is almost certain to go back to the shop where he first got it, although the same article may be sold in other shops. It is, therefore, to the interest of retailers to bring good brands of cigarettes under the notice of their customers, and so prevent other dealers getting a "scoop," as the Yankee journalists say when one paper out-manœuvres another.

* * *

One of the best known brands of cigarettes in Scotland is, I should say, "Prize Crop," the property of Messrs. Stephen Mitchell & Son, of Glasgow. Its reputation is not only due to its undoubted excellence, but is also due to judicious advertising and energetic pushing.

* * *

A very interesting case to tobacconists everywhere, but especially to those on the coast, was the seizure of the "Cosmopolix," off Wick, on a charge of "coopering," or selling tobaccos and spirits which had never paid duty. The captain has been acquitted by a majority of the Justices on it being proved by the witnesses for the defence that he was outside the three-mile limit. The injury done to tobacconists in fishing and other ports by Dutch and other vessels smuggling tobacco is incalculable. Such tobacconists have to depend upon the fishermen for a living, and of course cannot compete with tobaccos which have never paid duty. Our London friends complain about "cutting," but these "cutters" (excuse the pun) could give them points.

"TAM O'SHANTER."

Humorous.

A POOR woman who kept a small shop in a northern village, and who was troubled with a husband who could scarcely be considered a credit to the family, one day found herself a widow through the sudden demise of her spouse.

Said a lady: "I am sure, Mrs. G., you must miss your husband."
"Well, mum, it do seem queer to go into the shop and find something in the till."

TEDDIE THOUGHTLESS: "They say—aw—Miss Vanderwhack, that tobacco will kill germs, don't y' know."
MISS V.: "It's a good thing you stick to cigarettes, Teddie."

HERE is a delightful incident, at the garden party at Windsor, for which a Parliamentary correspondent vouches. When, after the departure of the Queen from the grounds, boxes of cigars and cigarettes were handed round by the servants, a distinguished member, who never smokes, took a cigarette. His wife deprecated his smoking, prophesying that he would certainly be sick. "Not at all," was the reply. "When the Queen offers me a cigarette I should be wanting in courtesy if I declined to accept it." He accordingly lighted the cigarette at the gold tipped end, and no evil result attended the venture.—*Daily News.*

KNOW HIS BUSINESS.

FAKE PUBLISHER: Don't see why you keep to one paper. We'll put your ad. in for—

ADVERTISER: Have placed my ad. where I know it will do me good, and have no money to throw away.

A BIKER asked a farmer,
"Has a lady wheeled this way?"
And the farmer told the biker,
"It's mighty hard to say,
From the costumes they are wearing,
From the mountain to the sea,
If the biker is a she one
Or the biker is a he."

MARY had a little bike,
Its tires were made of rubber;
A bad boy stuck a pin in them,
Which made poor Mary blubber.
But Johnny had a repair kit,
He worked with might and main,
And soon he had the puncture fixed,
And Mary smiled again.

CHARLEY had a safety cycle,
Its wheels were in a row,
And everywhere the front wheel went,
The back was sure to go.

SHE'LL patch her husband's trousers with
The strictest kind of care,
But when her bloomers show a hole
She buys another pair.

JUST IN TIME.

"Wait—hold on, for Heaven's sake!" cried George, as Amelia was about to salute him in the usual way.

He extracted two cigars from the upper left-hand pocket of his vest, and laid them on the piano.

"Now, then," said he, "come to my arms!"—*Harper's Bazar.*

THE RETORT POLITE.

"This is a genuine Havana cigar, is it?" said the baker to the tobacconist.

"About as genuine as your Vienna bread, I should judge," replied the tobacco-dealer.—*Harper's Bazar.*

MRS. HORNBEAK: "What kind of game is golf?"
FARMER HORNBEAK: "Aw, it's just about the same as chasin' a liver pill around the medder with a scythe."

'THREE BELLS'

CIGARETTES.



J. & F. BELL, LTD.,
GLASGOW.

Selected
Tobaccos.

FINE AROMA.

Attractive Labels.

LOW PRICES.

SEND FOR
NEW
LIST.

THE
LARGEST
MAKERS
OF

BRITISH CIGARS

Robinson

AND

Barnsdale,

LIMITED,

NOTTINGHAM,

and 44/45, Aldersgate Street,

LONDON, E.C.

"Cutting." NINTH ARTICLE.

It has frequently been mentioned to me by various friends and well-wishers that I could find no practical solution to the problem of "cutting." As the series of these articles progressed my impatient critics constantly twitted me about the promised solution. Like the old showman, I reserve my best for the last. The method adopted in this series was first to descant on the various phases of "cutting," noting at the same time its attendant evils. My hope was, if I could induce my readers to think out the matter in its various logical aspects, that they would feel the necessity, sooner or later, of giving foremost consideration to the dangers of the growing evil, and that they would leave no stone unturned to bring about the desired reformation. Whether this object will be achieved or otherwise, I shall have had at least the gratification of pointing out a practical means of dealing with the difficulty, and of placing the same on record for all time. In my last article I promised to give further practical illustrations. I have before me a copy of the Agreement of the Proprietary Articles Trades Association. It is as follows:—

"I we undertake not to sell any of the goods named below under the stated minimum prices.

"I we agree to withhold supplies of all undermentioned goods from any firm named by the Secretary of the Proprietary Articles Trades Association as selling any of them below the stated prices, or in any way attempting to injure the sale of any of them.

"I we understand that no wholesale buyer will be supplied with any of these goods who does not sign and maintain this Agreement."

Size of Advertised Price.	Name of Article.	Minimum Wholesale Price.	Minimum Retail Price.
1/1½, 2/9	Barclay's Dr. Bateman's Drops...	10/6, 25/-	1/1½, 2/9
1/1½, 2/9	Beetham's Anodyne Lotion ...	9/6, 24/-	1/-, 2/6
2/6, 4/6	{ " Capillaire Fluid and Hair Grower ...	20/6, 30/6	2/3, 4/-
1/1½, 2/9	Beetham's Corn Plaster ...	9/6, 24/-	1/-, 2/6
1/-, 1/9,	{ " Glycerine and Cu-	8/6, 15/-	1/10½, 1/7,
2/6, 4/6	cumber ...	20/6, 38/6	2/3, 4/-
3/-	Beetham's Indel Extract ...	27/-	2/9
1/1½	" Soft Corn Cure ...	9/6	1/-
1/6	Condal Water ...	13/6	1/6
2/9, 4/6	Davis's Calorific ...	27/-, 43/-	2/9, 4/6
1/6	" Shields ...	14/6	1/6
1/1½, 2/9	Dacey's Dr. Bateman's Drops ...	10/6, 25/-	1/1½, 2/9
2/-, 2/9	" Daffy's Elixir ...	18/-, 25/-	2/-, 2/9
1/1½, 2/9	Dredge's Heal All ...	10/6, 25/-	1/1½, 2/9
1/7½	Frog in your Throat ...	1 doz. 6 doz. 1 grs. 5/6, 31/- 60/-	1/7½
1/-, 2/-,	{ Sells' Foot Rot Ointment	7/9, 15/6,	1/-, 2/-,
5/-, 10/-		38/9, 77/6	5/-, 10/-
3/6, 2/-	Hall's Coca Wine ...	27/-, 15/6	3/-, 1/9
1/3, 2/-	Invalid Bovril ...	11/-, 19/-	1/3, 2/-
1/1½, 2/9	{ Mrs. Johnson's American Soothing Syrup ...	10/6, 25/-	1/1½, 2/9
1/1½, 2/9	Lambert's Balsam ...	10/-, 27/-	1/-, 2/9
1/1½, 2/9,	{ Lascelles' Pills ...	9/6, 24/-,	1/-, 2/9,
4/6		39/-	4/6
3/6, 2/3	{ Liebig's Extract of Meat and Malt Wine (Keystone Brand) ...	30/-, 17/-	3/3, 2/-
2/3, 4/-	{ Möller's New Hydroxyl-free Cod Liver Oil ...	18/6, 36/-	1/11, 3/6
1/-, 1/9,	{ Peptamis, Liebig Co.'s Peptone	9/6, 17/-, 33/-	1/9
3/3	of Beef... ..	In ½5 lots, 9/3, 16/6, 32/-	1/-, 1/9, 3/3
1/1½, 2/3,	{ Powell's Balsam of Aniseed	10/6, 21/-,	1/1½, 2/3,
4/6, 11/-		42/-, 105/-	4/6, 11/-
1/1½, 2/3	" Mild Aperient Pills ...	10/6, 21/-	1/1½, 2/3
1/1½, 2/9	{ Dr. Scott's Bilioid and Liver Pills ...	10/-, 24/-	1/-, 2/6
1/1½, 1/6,	{ Smedley's Chillie Paste	9/6, 12/9,	1/-, 1/6,
2/9		24/-	2/9
1/-, 2/6	Zox ...	9/-, 24/-,	1/-, 2/6
1/2	" Loose ...	12/- per gross	1/2
1/1½	" Plasters ...	10/6	1/1½,
1/1½, 2/-,	{ " Tonic ...	10/6, 18/-,	1/1½, 2/-,
3/6		33/-	3/6

This list was issued prior to July, 1896. Since then numerous additions have been made to it both in goods and prices. In October, 1896, I addressed a circular to several manufacturers of

proprietary articles (chemists and druggists), and received replies that indicated that not only were the firms approached favourable to the movement, but in addition were giving it their cordial support.

Mellin's Food Co. enclosed a copy of their agreement binding both wholesalers and retailers to a minimum price. John Gosnell & Co., "Cherry Blossom," enclose copy of their letter to the Proprietary Articles Trades Association, wherein they give an annual subscription of £5 to show their sympathy with the movement. Barclay, Fossett & Johnson, Coleman's Wincarnis, &c., &c., all replied supporting the movement.

It will be noticed that in many instances there is a distinct difference betwixt the minimum retail price and the advertised selling price. This merely goes to show the absurdity of sticking to too rigid a code. Evidently the tendency has been general to cut certain articles in large demand. It has, therefore, been thought judicious, rather than suddenly raise the prices of these goods to their face value, to compromise, and to charge a price that would reach the happy medium.

It has been remarked that, as the two classes of shopkeepers, the chemists and druggists on the one hand and the tobacconists on the other hand, differ in so many respects, the same methods that obtain among the one class of tradesmen would fall short of success among the other body. I must confess I cannot see why. There should be no greater difficulty in regulating the price of an ounce of tobacco or packet of cigarettes than there is with a box of pills or a bottle of hairwash.

It is undoubtedly to the interests of a certain section to pooh pooh the possibility of any practical working scheme. Don't heed these energetic demonstrators. Think, that what man has done man can do, and that at least an effort should be put forward before throwing up the sponge.

Any effort put forward will have to be upon an intelligent basis. As far as I can see at present, for a variety of reasons that will be set forth in my next article, the tobacconists have not adopted any scientific plan whereby to achieve their ends. Their efforts at combination and amalgamation are not sufficiently comprehensive. More centralisation is needed, more cohesion, with a keener eye as to the possibilities of a regular fund than is manifested at present.

COSMO.

**MILLIONS OF
PIPES.**

THEY ARE MADE IN A SHED IN A NEW YORK SUBURB.

HAS BEEN RUNNING A CENTURY.

THE ONLY CLAY PIPE FACTORY IN THE UNITED STATES.

PRIMITIVE METHODS EMPLOYED.

NO MACHINE FOR MAKING PIPES HAS YET BEEN DEvised.

PICTURESQUE DETAILS OF THE WORK—HOW THE CLAY IS PREPARED AND THE PIPES ARE FIRED—NOT ALL MADE FOR SMOKERS.

The humble white clay pipe is attracting attention because of the attempt of the American manufacturers to secure legislation regulating the importation of European made goods. The only clay pipe factory of note in this country is a one-storey affair with a single kiln, located up a side alley in a New York suburb, hence the special need of Governmental logrolling may not strike the average person very forcibly. Yet, as over 500,000 pipes are annually made in the little shed, and as many millions are imported, it will be seen that the industry is not such a small one after all. The contention is that a revised tariff would broaden and extend it, and make it a means of support for many thousands. As it now exists in New York, it is perhaps the most picturesque of the still surviving ancient trades.

JARRETT BROS.

70 and 71,

Sole Agents for . .

Spencer & Co.,
MADRAS.

Bishopsgate St. Within,
LONDON.

FLOR DE SUMATRA
FLOR DE ZENANA
MILD INDIAN CIGARS.

Agents for the
PARA USTED MANILLA CIGARS and CHERROOTS.
Sole Agents for CHARLES GREWEL, Antwerp.



TOBACCO SHARES AS INVESTMENTS.

In spite of the increase in the consumption of tobacco in recent years, it cannot be said that tobacco shares have at all distinguished themselves as investments. Often, indeed, the high hopes entertained on the issue of a prospectus as to the success which awaited a tobacco company have ended in smoke—or, if not, the lamp of dividend emulates the performances of a bad cigar, and persists in going out, until the investor in disgust throws away the stump of his investment. It is only during recent years that we have become acquainted with tobacco in the joint-stock form. At one time it was the growth of Borneo which was to supplant Havana leaf in the cigar trade, and then we were told that Sumatra

Disappointing
investments.

was to carry all before it. Some of the Dutch companies formed to acquire estates in Sumatra have, we believe, done fairly well, but of the English formed companies perhaps the less said the better. They have proved the rankest weeds in the garden of investment, as will be noted from the table we print at the end of the next column, where the capital and dividends during five years—last dividend prices and yield per cent.—where prices are obtainable are given.

Of these companies, the one with distinctly the best record is Henry Clay & Bock, Limited. It is one of the oldest of the tobacco companies, and was formed to amalgamate these two well-known brands of Havana cigars.

Henry Clay
& Bock.

Curiously enough, while in England at least, Henry Clays have gone almost out of fashion, the Bock brand is perhaps the most popular at the present time. The company has had a successful, but not an uniformly successful, career. In its early days it had to contend with a good deal of fraud on the Continent, where the brands of the company were being largely imitated. It has managed, however, to deal with that, and may now, perhaps, settle down among the 10 per cent. investments, in addition to which it has built up a reserve fund of £60,000. As its £10 Ordinary shares still stand at a discount they can be bought to yield over 12 per cent., and are, perhaps, a fair speculative investment. The 8 per cent. Preference are perhaps safer, and yield nearly the full rate at the present price, which is distinctly good. The Debentures show a yield of nearly 5½, and should be as safe as anything yielding that rate can be. But the effects of the war in Cuba have still to be reckoned with.

B. Morris & Co. is now almost a veteran in this market. It has seen its ups and downs, but has been doing pretty well of late

years. It is fairly moderately capitalised, the issued capital being £100,777 in Ordinary shares, on which during five years 28 per cent. has been paid, the last distribution being one of 6 per cent. The shares are at a slight premium, and yield a shade under 6 per cent. to a buyer. It would be a speculative purchase. John Hunter, Wiltshire & Co. is another well-known concern, which has been a steady dividend payer. It has paid 41 per cent. in five years, and as the last distribution was 8 per cent. this strikes the average. The shares are naturally at a premium, and a buyer to-day can only get a little over 5 per cent. for his money. But as there is nothing before him in the shape of Debenture or Preference charges, he can get his 5 per cent. more safely here perhaps than anywhere else in this market.

NAME OF COMPANY.	Capital Issued.	Divs. Paid during Last 5 Years.	Last Yearly Dividend Paid.	Reserve Fund.	Present Price.	Yield percent. to Investors.
British Deli and Langkat Tobacco—	£	%	%	£		nil
Ord. £1	134,263	nil	nil	—	—	—
7% Pref. £1	100,000	21	7	—	—	5
6% Debs.	47,675	30	6	—	—	5
B. Morris & Co.—				4,600	3½	12½
Ord. £3 5s.	100,772	27½	6½	—	—	5½
Henry Clay & Bock & Co.—				60,000	10½	12½
Ord. £10	159,900	39	10	—	—	5
8% Pref. £10	169,500	40	8	—	110	—
6% Debs.	155,000	30	6	—	—	—
John Hunter, Wiltshire & Co.—				6,600	7½	—
Ord. £5	74,365	41	8	—	—	—
Mexican Tobacco Plantations—				—	—	—
20% Pref. 5s.	26,898	nil	nil	—	—	—
Def. 5s.	30,000	nil	nil	—	—	—
5% Mort.	3,500	nil	nil	—	—	—
New Darvel Bay (Borneo) Tobacco—				—	—	—
Ord. £1 (12s. paid)	101,943	nil	nil	—	—	—
New London Borneo Tobacco*—				2,616	1½	—
Ord. £1 (fully paid)	30,000	7½	12½	—	—	—
Ord. £1 (16s. paid)	64,000	45	12	—	—	—
Founders' £1	10	—	—	—	—	—
Salmon & Gluckstein—				—	—	—
Ord. £1	400,000	15	7½	—	—	—
Sumatra Tobacco Plantations—				—	—	—
Ord. £1	58,316	nil	nil	—	—	—

* Formed 1892.

† Formed 1895

‡ Formed 1883.

The making of clay pipes was an aboriginal industry in this country, and many really artistic specimens made by the Indians are preserved in our museums and in private collections. The colonists, too, finding the proper material at hand, took to supplying their own wants in the way of pipes, and some very early attempts at clay pipe making are recorded. The aboriginal pipe was burned in an open fireplace, and so, of course, lacks the chaste appearance of the white man's "clays," which are burned in sealed crucibles, in a kiln similar to an ordinary pottery kiln.

The art of making clay pipes has experienced little or no change in centuries. The pipes are still—as they were of old—produced almost entirely by hand. A press is now used to squeeze the moulds, but even this appliance is operated by hand. Formerly, a screw clamp was employed directly upon the moulds, but a lever press has the advantage of speed.

The New Jersey clay, which is used in the manufacture of white pipes, is of such a fineness, that no preparation other than the "milling," or "pugging"—which reduces it to a plastic state—is required. Having been "milled," the clay is next cut into pieces of sufficient bulk to make a pipe. These pieces are then rolled out beneath the palm upon a table, until a tail is drawn out and a knob left at the end. These pieces are then known as "rolls," and are piled in heaps of a dozen each, resembling bunches of radishes. The "rolls" are next placed upon boards, and left in the sun to dry. When thoroughly dried, the "rolls" are soaked in water until a certain temper is obtained. In this condition they are placed upon the bench, and within convenient reach of the operator, who is seated by his press.

Taking one of the rolls in his left hand, the pipe maker inserts a wire—which he holds in his right hand—into the end of the embryo stem, and carefully draws the clay over the wire, until the point nearly approaches the knob; the whole is then placed between the cast-iron moulds and slid into the press at the workman's left. The press itself is a rather crude affair, having two motions—one lateral, the other vertical. The lateral movement squeezes the moulds together; the motion from above forces a plug into the open space in the mould, where the bowl is to be formed. By this combined movement the cavity in the bowl is formed, and the clay made to fill all parts of the mould. The wire is forced home against the plug within the bowl, the lever released, and the moulds withdrawn from the press. Both the wire and moulds having been previously well lubricated with oil, the parts are easily removed from the clay, and the pipe in this stage is subjected to a sun-drying, after which the clay is again soaked, to prepare the pipe for the handling necessary to "finish" it for the kiln.

The "finishing" consists, in the case of the common sort of pipes, in merely removing the little "spurs" left about the seams of the moulds, in straightening the stem, or curving it if a curve is desired, and filling up slight defects. In the finer grades of white clays all the accessible parts are gone over with an agate or glass tool. This is a sort of burnishing process, by which the pores of

the clay are closed on the outer surface of the pipe, and a hard and glossy appearance is produced. When they are thoroughly dried, the pipes are then placed in "seggars," which are made to contain about 200 pipes each. The "seggars" are simply circular boxes made of burned clay, and resemble the ordinary old style cheese boxes.

The "seggars," before being placed in the kiln, are hermetically sealed. The kiln will probably contain about 70 or 80 seggars, so a day's baking will perhaps result in about 15,000 pipes ready for the market. Some few of the pipes are slightly damaged, both in the firing and during the subsequent handling preparatory to shipping. Those that have yet an appearance of being nearly whole, or are merely warped, are sold to the shooting galleries, where they are made to serve as targets for ambitious marksmen.

The pipemaker apprentices are first put to work upon clay birds, which also serve as targets in the galleries. One boy will beat out a mass of pipe clay upon a board until a thin sheet, resembling a "flap-jack," is formed. A second boy stamps out the birds with a cutter such as is used by a housewife in making fancy cookies. This class of labour acquaints the boys with the nature of the clay, and fits them for the more important work in store for them. The little flat birds are stacked in the kiln within the space between the seggars, and are burned with the pipes.

The clay employed in the manufacture of white clays is, in its natural state, of a slate colour, and may be depended upon to come from the kiln snowy white. With the red clays there is less of a certainty that the hue will be the one required. Some clays originally red have only a pinkish tint when fired. The red clays derive their colour from the solution of iron contained in them, and are not always of a uniform character. Strange to say, the black clay pipes, which one occasionally sees, are made from the same material as the white pipes. The inky hue is produced by partly filling the seggars with oak sawdust, or the dust of bituminous coal, and placing these seggars at the top of the kiln, where the heat is least, the carbon of wood, or coal, combines with the clay, and the pipes come out of the kiln dull black in colour. The pipes are then dusted with plumbago, and polished off with a cloth.

Coke, obtained from the gas houses, is the fuel used to heat the kilns, and the burning process lasts throughout the day, unless, indeed, there is a demand for immediate delivery, or that a very soft quality of pipe is desired. In the latter case, a few hours' burning with a hot fire will suffice to whiten the clay and give the pipe sufficient stability.

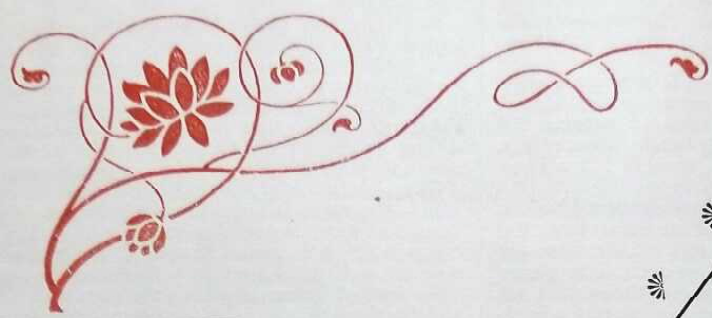
The time actually consumed by an expert workman in moulding a pipe is about seven seconds. It will, however, require fully a minute's work to complete a pipe—600 pipes being considered as a fair day's work. A rapid workman will sometimes make six gross a day, and even eight gross have been turned out by hands employed in some of the old Scotch factories. In Scotland men only are employed, and they receive from \$6 to \$6.50 a week. The Scotch workmen receive 17½ cents a gross for making pipes, and they are sold here at wholesale, in cases of three gross each, for \$1.36; this includes all charges for duty, shipping, and commission. Pipes are made in Canada by girls, who receive 13 cents per gross; the same rate of wages is paid by the pipemakers of Germany, where children are largely employed. In France, good workmen receive from \$3 to \$3.50 a week. In America, men make about \$9 a week, being paid at the rate of 28 cents a gross. The pipemakers ask, in the proposal for tariff revision, merely a return to previously existing conditions. Under the old McKinley bill there was a specific duty on pipes of 15 cents a gross. The Wilson bill reduced this to an ad valorem duty, which, after all, amounts to about 2 cents on the gross, a provision of benefit only to the jobber, since clay pipes are still sold for 1 cent each. The proposed clause in the still pending Dingley bill will bring the duty up again to the specified 15 cents a gross, which will in a measure protect American workmen.

Aside from national tastes in designs, there seems to be in this country a prejudice against American-made pipes. As a matter of fact, the European clays are of superior firmness and somewhat tougher than the American-made goods. Yet the ideal clay pipe is a soft clay pipe, as the majority of smokers will probably be willing to testify. A French clay bowl, with an egg-shell finish and a couple of little cherubs hovering around it, may yield an abstract pleasure to a smoker of æsthetic tastes, or a satyr-bedecked stem may serve to trim a showcase or street window, but a plain "T. D." of Jersey clay will absorb more nicotine than a dozen such "works of art."



VIEW OF EXTERIOR AND INTERIOR OF CLAY PIPE FACTORY.





SILVA AND
PINNA

RIO DE JANEIRO



BRAZILIAN CIGARETTES

Brands

RIO NOVO

GOYANO

POMBA

MARKA REGISTRADA

(MAIZE WRAPPERS)

Sole Importer

WILLIAM NEWBERY,

Cigar Merchant, Reading, England.



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Virgin
Gold.

Phillips's
HAND-CUT
VIRGINIA.

Sweet
Guinea
Gold.

GODFREY PHILLIPS & SONS'

B.D.V.

PURE VIRGINIA
TOBACCO

SWEET, COOL & FRAGRANT

SOLD IN PACKETS ONLY.

Virgin Gold
Cigarettes.

MARIGOLD
FLAKE.

Marigold
Cigarettes.

Hugh Stevenson & Sons

MANCHESTER, LONDON, PERTH, BRISTOL, &c.



A ROOM IN ONE OF THE MANCHESTER FACTORIES.

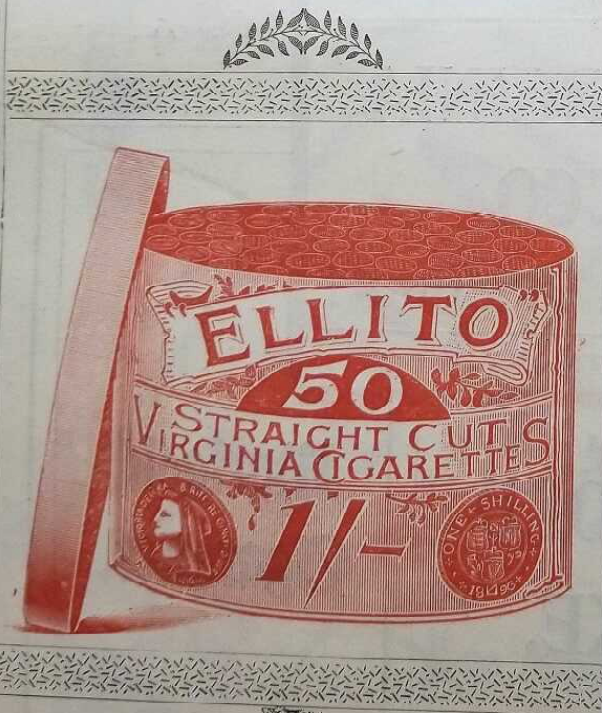
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Specialities.

- Small Shouldered Boxes.
- Novel Designs in Fancy Boxes.
- Tobacco Boxes of all kinds.
- Cigar and Cigarette Cases in Polished Leatherette and Wood Veneers.
- Folding Boxes and Packets.
- Metal-edged Boxes.

Write for Samples and Quotations, giving as full particulars of your requirements as possible.

Telegrams: "Clamps," Manchester.
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The Cheapest Line in Cigarettes ever brought out.
14/0 per 1000.

Packed in attractive tins of 50. Manufactured of High Class Virginia Tobacco.

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- Straight Cut Virginia Cigarettes, 4/6 per lb.
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- "Woodbine," "Cinderella," "Lucky Star," "Bandmaster," &c., 3/1 per box.
- Guinea Gold, 18/0; Old Gold, 17/9 per 1000.

2D. per lb. off LOOSE & PACKET TOBACCOs
being about **5%** DISCOUNT.

The Cheapest House in the Trade for Everything. NEW ILLUSTRATED PRICE LIST
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HIGH
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ASTHORE

CIGARETTES EXTRA
SIZL.

The "Asthore" Straight Cut Cigarettes are manufactured from the finest Tobacco procurable in the United States of America. The leaf is most carefully selected, straight cut by hand, without any addition of steam, scent, or artificial flavouring of any kind.

Boxes of 10's. Tins of 100. 35s. per 1000.

SOLE AGENT FOR
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Cheapest House in London
For Tobacconists' Sundries.

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Brand of TWOPENNY CIGARS = =

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"XTRA MEX" CIGARS

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	SIZE	PER 100	
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".."	PUROS FINAS	14 3/4	
".."	LA PETITE	13 1/2	NOT BANDED
".."	JARNARS	14 9/16	
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A NEW CIGARETTE MACHINE

To be worked by Hand.

HAS BEEN INVENTED...

It can be worked by a Child, Age 13½

Price £2 15 0, or on the Hire Purchase System for Three Years at
SIXPENCE PER WEEK.

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MANUFACTURERS OF

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HAVE REMOVED . . .
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Send for Samples of their remarkable lines of well-finished Silver-mounted Briars at 8/6 and 12/6 (assorted or otherwise). Sample Dozens sent to any part CARRIAGE PAID. Remittance with order. Shapes or Sizes not approved of exchanged.

REPAIRS OF ALL KINDS PROMPTLY EXECUTED.
MOUNTING IN GOLD AND SILVER AT LOWEST
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THE

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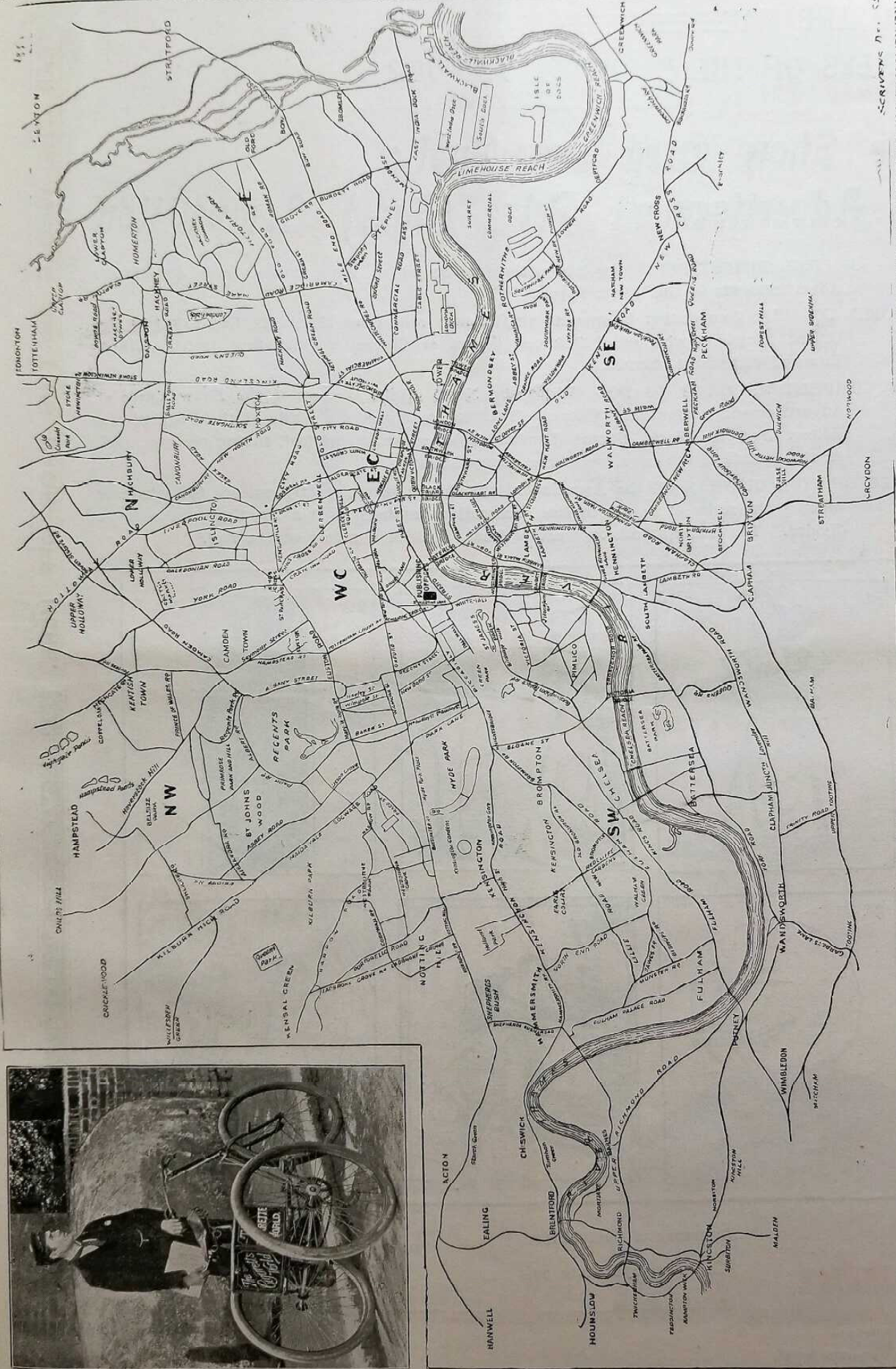
by E. B. ALEXANDER,

Tobacco Trade Valuer to the Board of Trade.

No retailer or assistant should be without this valuable work, in which information concerning every detail of the trade is to be found. See portion reproduced in "The Cigarette World."

Bound in cloth, 1s. 6d. post paid of the Author, 21, Euston Square, London, N.W.

SKETCH MAP of the C.W.'s EXPRESS TRICYCLE DELIVERY SERVICE ROUTE.



This Journal is on sale AT THE DOORS of EVERY TOBACCONIST, the PRINCIPAL CLUBS, RESTAURANTS, and LICENSED HOUSES in EVERY ROAD and STREET shown on this MAP at ONE PENNY ONLY. It will be observed the Circuit includes a distance of over 10 miles all round London, taking in such outlying districts as Stratford, Leyton, Hounslow, Kingston and Croydon.



Fill in and Post us this Page.

WHO ARE THE OWNERS OF THESE PRETTY THINGS?

Our Show Card and Public Advertisement Prize (5gs.) Competition

OBJECT OF THE COMPETITION. To guess the Owners of 24 Trade Show Cards and Trade Advertisements in the Public Papers.

WHO OPEN TO. The Competition is open to all Retailers and their Employés, i.e., to all in the United Kingdom who retail Tobacco, Cigars or Cigarettes, including Hotels, Clubs, Licensed Victuallers, &c., &c.

WHAT COMPETITORS HAVE TO DO. Write the Name of the Owners of the Show Cards or Advertisements under each Picture. Tear out and post the whole of the Page to the Editor, Cigarette World, Barnes London, S.W., signed as at foot, taking care to mark on the outside of the envelope "Prize Competition."

A PRIZE OF FIVE GUINEAS will be Awarded to the Person who correctly guesses the whole or most of the series of 24 (six in four consecutive numbers). If a Tie, the Prize will be divided. The Editor's decision must be final. Back numbers can be had.



Signature of Competitor

If an Employé state so

Postal Address

Address as follows:—
The Editor,
Cigarette World,
Barnes,
London, S.W

TEAR THE WHOLE OF THIS PAGE OFF HERE.

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Cigarettes.

NINE A PENNY.

Price 13/6 per 1000 (900 in a Box).

GEORGE MASON
AND SON'S

(Chesterfield.)

LATEST LINE.

The Most Popular

Penny Packet

ON THE

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“TRADES UNION”

In Packets containing

7 CIGARETTES

Price 13/6 per 4 Boxes (1400 Cigarettes).

MANUFACTURED BY

GEO. MASON & SON, Chesterfield.

IT WILL PAY YOU to stock a well

advertised article.

**“FLOR DE
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Return you a remunerative profit, and are

NOT CUT.

BEWLAY & CO., LTD.,

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In ordering please quote the “Cigarette World.”

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British made by British Labour

**OGDEN'S
'GUINEA-GOLD'
CIGARETTES**

M&C

Are you there?
Are you there?
ARE YOU THERE?
!!!!!!!!!!!!
Why don't you put me on
the right firm?
I want Ogden's
Whose?
Ogden's
What name?
Ogden's!
Spell it please
O.G.D.E.N.'S
Oh! OGDEN'S the
"GUINEA-GOLD"
CIGARETTE maker!
All right - Now you're
on the right firm.

XII

**"JUST ONE
MINUTE TO"**
CALL YOUR ATTENTION TO
OGDEN'S
GUINEA -
GOLD
CIGARETTES

If I ken't
hev no
Di'mond
Jubilees,
I guess I ken
hev

**OGDEN'S
'GUINEA-GOLD'
CIGARETTES**

M&C

A LONG SMOKE

**5,000 MILES
OF
OGDEN'S
'GUINEA
GOLD'
CIGARETTES
ARE CONSUMED YEARLY**

Frank O'Hall

He smiles
because he is
supremely happy.
He is
supremely happy
because he is
Smoking one of

**OGDEN'S
'GUINEA-GOLD' CIGARETTES**

M&C

MY FAVORITE
"QUITE PURE"
FINE FLAVOR

**OGDEN'S
'GUINEA-GOLD'
CIGARETTES.**

PRaised ON ALL HANDS

M&C