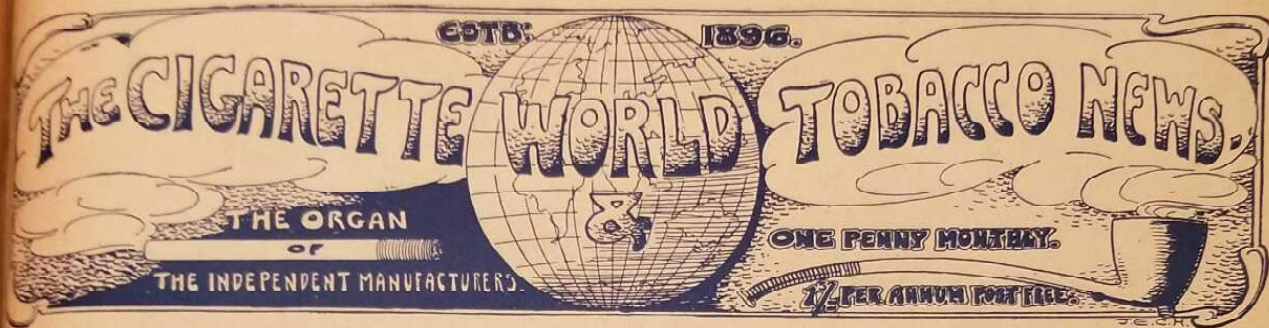


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Provided that the above undertaking is subject to the following special conditions, which are of the essence of the contract, viz.:

- (a) That death result within thirty days after the accident;
- (b) that the holder shall, prior to the accident, have written his (or her) usual signature in ink in the space provided underneath;
- (c) that notice of the accident be given to the Corporation at its Principal Office in London within fourteen days after its occurrence;
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Month of Issue—

AUGUST, 1909.

Signature of holder .....



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# Black Cat MEDIUM Cigarettes

1904 Crop.

**"I STAND FOR JUSTICE!"**

These Cigarettes have obtained and will retain the confidence of the public, because they meet every point of justice, being full weight, best quality, best make, and fullest value.

**10 for 2½d.**

They are the best quality Cigarettes of Medium strength that can be produced by anyone at this popular price. Then why pay 3d. for any Medium Cigarettes?

## Black Cat Mild Cigarettes

(1904 Crop).

a larger, heavier weight, and better quality Cigarette than any on the market,

**10 for 3d.**

**None better at any price.**

Then why smoke any other MILD Cigarettes?

While the smokers of our Cigarettes have learned and freely acknowledge that our prices are fair, we wish to emphasise with all the strength that good King's English and plain type can command that

**QUALITY** comes first with us.

"Quality" remains longest in the Purchaser's mind, and thus if you stock our Cigarettes you will not alone keep your Customers but they will recommend you to their friends.

**NO DEALER**, therefore, should be without our Cigarettes.

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Readers should not fail to sign our Accident Insurance Coupon, which will be found on page 2 of Cover. . . .

## The Cigarette World AND TOBACCO NEWS.

AUGUST 1st, 1909.

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

BLOCKS SHOULD BE SENT DIRECT TO

Messrs. CHORLEY & PICKERSGILL, Ltd., The Electric Press, Leeds.

*The Editor will be pleased to consider any articles which may be submitted on subjects of interest to the Trade. Prompt payment will be made for those accepted. MSS. must be clearly written on one side of the paper only, and stamps should be enclosed for their return in case of rejection. Back numbers not 6 months old can be supplied at 3d. each, post free; over 6 months old, 6d. each, post free; back numbers before 1907, 1/-, post free.*

*Advertisements of which proofs are required should reach us on the 23rd of the month; samples can be dealt with up to the 25th.*

### AFTER THE BUDGET.



SUFFICIENT time has elapsed to enable the trade to estimate calmly the effects of the increased duties imposed by Mr. Lloyd-George's Budget. At first very naturally the quite unexpected increase of duties produced something like a panic, and under such circumstances it was really impossible to fully appreciate the situation. The meeting called by the wholesalers did not achieve any particularly useful result, and though it is perhaps unfair to criticise too harshly the utterances of speakers who were obviously smarting under the blow which the Budget had administered to an already harassed trade, yet it must be confessed that the intemperate language indulged in not only was injurious to the objects of the meeting, but also produced a bad effect upon the public. Dignity and restraint at such a crisis were necessary, but it cannot be said that the meeting showed either of those admirable qualities. After the excitement had simmered down the trade set to work to try and arrange with the manufacturers so that the increased price should fall upon the consumer. In this they have in a measure succeeded, but much yet remains to be done, and it were well that it should be done quickly, for the small retailer is not in a position to have his profits curtailed much longer for the benefit of the public. Deputations have waited on



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**TADDY & CO.,**  
**Tobacco, Cigarette, and**  
**Snuff Manufacturers,**  
**and Cigar Importers.**

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**PACKET SHAGS, PACKET BIRD'S EYE, &c.**  
**ROLL, TWIST, and CAKE TOBACCOS.**

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Flaked and all Descriptions of Fancy Tobaccos in Embossed  
Foil Packets and Enamelled Tins.

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the Chancellor, but there is no chance whatever of any favourable result, therefore it is best to accept the inevitable and make the best of it. Though we hope that the statements made as to the effects of the Budget upon the cigar trade may turn out to have been exaggerated, yet there can be no doubt that the result will be very serious indeed. The British cigar manufacturers had found trade bad for some time, and were struggling to hold their own against very many difficulties; therefore they were not in a condition to stand such a crushing blow, and many will undoubtedly go to the wall, while others will find their profits reduced to a vanishing point, and will continue to struggle in the hope of better things. Numbers of work-people have already been thrown out of employment, and will have to try and get work in some other trade, as they have no prospect of further employment in their own. All this is causing widespread distress, and it was hoped that the Chancellor might have seen his way to adopt some plan which might have relieved the cigar manufacturers and avoided the necessity of throwing so many of the workers out of employment. No decisive answer has yet been given, but we much fear that Mr. Lloyd-George will prove obdurate. Some people are inclined to think that the House of Lords will reject the Budget, and that an appeal to the country will be made, the result of which will be the return of the Conservatives to power. Even should this prediction prove accurate, surely past experiences must teach the trade that they have little to hope for from either party. Turning to the general question, it is difficult to see much ground for hope; we have no desire to predict "smooth things" like the lying prophets of old, and the truth, unpalatable though it is, had better be realised and faced. The marvellous progress of the Trust has already driven many independent manufacturers out of the trade, and many of those remaining are only just able to keep their heads above water, so that it appears clear that every year will diminish the little band and swell the profits of the Trust. The fact is that owing to trade jealousies no combination for mutual protection against Trust methods was possible, and the trade of the independent firms has been taken away almost without an effort. Every day the number of subsidised shops increases; every day therefore makes it harder for outside firms to get a footing, and soon the Trust will have practically the whole of the trade in their hands. As soon as they have accomplished this, retailers' profits will be cut down and retailers will be forced to make their shops a free advertisement for The Imperial. The bonus will probably be knocked off, and, in short, the majority of shops will be simply tied houses and their owners merely ill-paid managers. The wholesale trade has already been cut up in a surprising way with the object of gaining control, and the future will see, in our opinion, a rapid development of this policy, so that in the end the Trust will do the whole of the distributing. We regret to predict all these events, but we must sorrowfully add that it is the want of effective organisation and the utter lack of energy and enterprise which has brought about the present

state of things, and we can see no signs of any improvement. Our advice to those already in the tobacco trade is to get out while yet there is time; our advice to those contemplating a start is—don't.

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We are indebted to *The Irish Tobacco Journal* for their kindly references to our last editorial on the effect of the new taxation on the Irish tobacco trade. The proprietors are Irishmen, and have always warmly espoused the cause of Irish manufacturers and exposed the shameful methods by which the Imperial Tobacco Company have sought to ruin them. Needless to say that our action in this matter has meant considerable financial loss, but we have the satisfaction of reflecting that we have consistently supported the right cause, and we shall be more than rewarded if the Irish trade show their resentment at the Trust tactics by refusing to keep any of their products. This policy is already being vigorously pursued, and if the Irish public support it as they ought to do the Imperial will eventually have to climb down or else lose practically all their Irish trade in proprietary articles.

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With reference to the articles entitled "Money Savers for Business Men," which we have published during the past year, we desire to say in reply to various correspondents that we are not able to supply the first, on "The Business Man and His Banker," as we have sold out that issue. All the other articles we shall be pleased to supply at the usual rates if early application is made. Subscribers and others who wish for copies of any issue after 1905 to complete their files should apply at once, as we cannot undertake to supply back numbers after August 15th.

—\*~\*~\*

We desire to thank our readers and advertisers for the support which they have extended to us for the last thirteen years, and regret to inform them that owing to the present condition of the trade we have decided to discontinue publication, and therefore this issue will be the last of *The Cigarette World* in its present form. It may be that we shall make arrangements to bring out the journal in a different form, but if not, then let us in conclusion wish the tobacco trade every prosperity in the future.

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**OLD SOLDIER'S TOBACCO.**—An old soldier in receipt of a pension of elevenpence a day fell ill, and entered the Lambeth Infirmary. In accordance with the usual practice the Guardians "attached" his pension. The old man wrote asking that he might have a small allowance from the pension so that he might be able to buy a bit of tobacco. The Lambeth Guardians refused the application.

**POPP PROSECUTION ENDED.**—The prosecutions against Jacob Popp, the High Wycombe tobacconist, have ceased. Week after week for about eight years he has been summoned under an Act of Charles II. for trading on Sunday. And now peace is declared. Apart from legal and other expenses incurred, he has paid £200 in fines and costs. Mr. Popp has received messages, mostly in admiration of his attitude, from all parts of the world. Two messages reached him in a curious way. They were sealed in bottles, thrown overboard, washed ashore, and forwarded to High Wycombe.





## Trade News and Notes.

**A GOOD EXAMPLE.**—President Taft has forbidden the War and Navy Departments to purchase tobacco from any concern controlled by a Trust, specifically naming fifty-three companies.

**RUIN FOR CIGAR-MAKERS. DISMISSAL OF WORKERS IN THE TOBACCO INDUSTRY.**—The depression in the tobacco trade, and especially in the cigar-making industry, in consequence of the increase in the Budget duties, is causing great hardship among a large body of workers. The cigar trade has been declining for some years. It was seriously affected when the tobacco duties were raised from 2s. 8d. to 3s. Now that the duty is 3s. 8d. a pound the prospect for manufacturers is worse than ever. In Leicester alone during the last eight years nine firms out of a total of twenty-two have gone out of business. In England to-day there are 7,000 cigar-makers, against 18,000 ten years ago. Holland, with a population about the size of London, has 50,000 cigar-makers. America at the last census had 135,000 cigar-makers, and now has probably 150,000. In the cigarette trade the increased duties will not affect the manufacturers so much as the workers. Many hundreds will be thrown out of employment, and they must either emigrate, go into unskilled trades, or swell the ranks of the unemployed.

**IRISH TOBACCO GROWING.**—The Irish Department of Agriculture Eighth Annual Report (1907-8), just issued, referring to the experiments in tobacco growing, says that these were continued under the same conditions as in the previous year. The Board of Inland Revenue again authorised the cultivation of the crop on an area of 101 statute acres, while the Department's expert in tobacco culture supervised the work at all its stages. The finer types of tobacco, says the report, were planted on a much larger proportion of the acreage than in previous years. These types appear to flourish as well as the coarser kinds, while they offer greater possibilities for profit. A thorough trial of American, Sumatra, and Turkish tobacco was made during the year by persons expert in the methods by which these types are usually grown. In all cases the results show that great modifications must be made in foreign methods in order to adapt them to the conditions peculiar to Ireland. American varieties were grown commercially at ten centres on 77½ acres, Sumatra varieties at four centres on 12½ acres, and Turkish varieties at six centres on 8 acres. A marked improvement was observed in the methods of the growers, as well as in the thoroughness with which they carried out the manifold operations. Air-curing, supplemented by open fires of wood or coke, again gave most satisfactory results. This system is simpler

and less expensive than that which requires steam-heated barns, and existing farm buildings may be readily adapted to it. It does not, however, relieve the grower of the necessity for constant watchfulness throughout the curing. The dry and warm weather which prevailed during the greater portion of the months of May, June, and July, was slightly unfavourable for planting, but caused very satisfactory growth, except in dry situations. From the end of August, the weather proved unfavourable for ripening, harvesting, and curing. As a result, the crop was above the average yield, but was somewhat deficient in quality. The results were, however, exceptionally good in both respects in the case of early maturing varieties. The 1907 crop was disposed of during the year at prices ranging from 3d. to 9d. per lb. The 1908 crop is being prepared for market. Under the terms of the Finance Act of 1908, the growing of tobacco is now open to all persons in Ireland who take out an Inland Revenue licence for the purpose.—*Market Growers' Gazette.*

CONNOISSEURS SMOKE

# TEOFANI'S

HIGH-CLASS CIGARETTES. LTD.

PURVEYORS TO HIS HIGHNESS



THE KHEDEVE OF EGYPT.

HORS CONCOURS. MEMBRES DU JURY. GRANDS PRIX  
GOLD MEDALS, CROIX BIJOUX, CROIX D'HONNEURS,  
DIPLOMES D'HONNEURS, &c., &c.

FROM ALL WHOLESALE HOUSES, OR FROM

**TEOFANI & CO. Ltd., LONDON.**

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

### WORCESTER TOBACCONISTS' ASSOCIATION.

—The annual summer outing of the members of the above Association took place on July 13th, when, as usual, that pleasant resort, Hadley Bowling Green, was chosen for a visit. The party met at noon, and proceeded by char-a-banc to the Raven Inn, Droitwich Road, where a tastefully laid out *al fresco* luncheon was partaken of, and after a short stay, necessitated by a heavy down-pour of rain, the journey was resumed to Hadley. Here a short meeting was held, Mr. W. Spalding, retiring vice-president, in the chair. Mr. G. Large

was unanimously elected president for the ensuing year, Mr. F. T. Price hon. secretary, and Mr. Le Bon hon. treasurer. Thanks were accorded for the officers' past services, and an expression of sympathy was made in the case of Mr. Spalding, with reference to his recent bereavement, and also to Mr. Le Bon, who was absent through severe indisposition. The members then proceeded to the green, and engaged in a bowling competition, the weather now being fine and the green in splendid order. Shortly after five o'clock an adjournment was made to the inn, where an excellent hot dinner was provided. The company included Messrs. George and H. E. Large, W. Spalding, C. Fleet, E. T. Price, E. A. Burgess, S. Webb, D. Harper, C. Widdop, A. Williams, J. Osborne, E. E. Underhill, F. Lightowler, W. B. Wyatt, W. E. Barnett, and H. Waldron. At the conclusion of the repast letters of apology for absence were read from representatives of several tobacco firms, and presents of cigars were received from Mr. C. A. Clibbett and Mr. E. M. Darlington. After the health of the King had been honoured musically and

**GENUINE NATURAL WALKING STICKS FROM  
HENRY HOWELL & CO. LTD., MANUFACTURERS, 180, OLD STREET, E.C.**

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in the usual way, Mr. G. Large proposed the health of the visitors, and Mr. Harper responded. Mr. Burgess proposed the health of the new president, commenting on his geniality, and saying they were looking forward to a very pleasant year's experience under him as chairman. The toast was cordially drunk, and Mr. Large made an effective reply. The Chairman proposed the health of and a vote of thanks to the secretary, who, he said, did all the executive work connected with the Association and also in arranging their outings. Mr. Price responded, saying that that was the tenth occasion of their summer outing, and he thought their experience compared very favourably with others in the past. He should always be pleased to do what he could for the Association. Just now they were having rather trying times, because apparently the tobacco trade was expected to provide a Dreadnought, and no doubt they would perform their share towards doing so. As in the case of the chairman, the secretary's health was drunk with musical honours, and an adjournment was then made to the bowling green, where the handicap was completed, the winner proving to be Mr. Widdop, and the runner-up Mr. Osborne. The remainder of the evening was passed very pleasantly in the rendering by members of the party of glees, part-songs, and solos, and before starting for home a vote of thanks was accorded Mr. and Mrs. Turner for their excellent catering and for their general attention to the comfort of the party.

**BUDGET AND TOBACCO.**—The Secretary of the Wholesale Tobacconists' Protection Association writes: "The effect of an excessive duty on tobacco is shown by the revenue returns for May and June, which are now available. The total weight cleared for home consumption during those two months amounts to 14,232,719 lbs., as against 16,871,740 lbs. for the corresponding period of last year, and falling off of 2,639,021 lbs. (approximately 15½ per cent.). These figures furnish a conclusive proof of the futility of attempting to obtain additional revenue by imposing increased taxation on an already overtaxed commodity."

**THE TOBACCO DUTY. DEPUTATION FROM LONDON TRADE.**—At the House of Commons, on July 5th, Mr. C. Hobhouse, Secretary to the Treasury, received on behalf of the Chancellor of the Exchequer, a deputation from the Tobacco Trade Section of the London Chamber of Commerce, and the Wholesale Tobacconists' Protection Association, asking for a reduction in the new tobacco duty. The deputation was introduced by Sir Albert Spicer, President of the London Chamber of Commerce. It was urged that the increased duty of 8d. per pound on tobacco would press heavily on the trade, as even if the extra charge were passed on to the retailer and the consumer, the manufacturer would have to provide additional capital, and would earn a smaller percentage of profit on his turnover. The deputation, therefore, asked that the duty might be reduced to 6d., with a proportionate reduction in duties on imported cigars and cigarettes. Mr. Hobhouse assured the deputation that the Chancellor of the Exchequer had no intention of imposing any burden on the trade, and promised that the points raised should be carefully examined by the Treasury.

**TOBACCONISTS CONDEMN THE BUDGET.**—About 150 retail tobacconists assembled on July 7th at the Memorial Hall, Farringdon Street, on the occasion of a meeting convened by the Tobacconists' United Retailers' Protection Federation, with the object of protesting against the increased duties on tobacco in the present Budget proposals. A resolution was passed pledging the meeting to oppose the increased duties on tobacco, and to continue to fight relentlessly until the interests of retailers were safeguarded and secured. Mr. F. W. Jones (Tottenham) who presided, said the Chancellor of the Exchequer had been ill-advised with regard to the tobacco trade, which had been

hard hit in every possible way. Mr. W. Leavis (Secretary of the Small Shopkeepers' Association) proposed a resolution, which was carried unanimously, describing the increased duties upon tobacco in the present Budget as being a flagrant injustice upon an already overburdened and oppressed trade. It also stated that the added impost meant ruin and starvation to thousands of respectable families throughout the country. One speaker stated that the opposition to the tax was practically unanimous amongst all sections of the trade throughout the country, and it was believed the protest would be effective if carried to the Chancellor of the Exchequer with the support of from 50,000 to 100,000 people. Another remarked that the Budget meant bad "baccy" for the working man, and that the public would have to take a commodity which would be both injurious to health and ruinous to the pocket.

**NOTTINGHAM CIGAR MAKERS' PLIGHT. THE EFFECT OF THE BUDGET.**—The female cigar makers of Nottingham have felt most severely the effect of the Budget on their industry, and a great many of them are still out of employment. No fewer than 150 are on the out of work funds of the Women's Cigar Makers' Union, and so great has been the strain upon this organisation that an appeal was made to the Nottingham and District Trades Council for support in an effort to get funds to enable them to continue relief pay a little longer. The Chairman (Mr. G. M. Sadler) brought the matter before the notice of the Council. The cigar makers, he said, had written a letter stating that they had 150 members unemployed. The Council would recollect that the conditions that had brought about this displacement of labour were due presumably, if they were to take notice of what the unemployed said, to the Budget. Personally, he was not so convinced that it was due to this cause. It was a very strange coincidence that when the extra payment upon tobacco was made almost immediately the women were given notice, and he could not see that the manufacturers could have been in any worse position after the introduction of the Budget than they were before, for the increased cost would go upon everybody. The only conceivable reason was that the increased price lessened consumption, but, seeing that they gave notice almost immediately the Budget was introduced, it could not have had an effect on the consumption at that time. The cigar makers had to face a very serious position with all these young women on their books, many of whom had outrun the whole of the benefit to them. The cigar makers themselves had done what they could, while some of the employers had divided all the available work up so as to employ as many as possible. The executive were now anxious that the trades unionists of Nottingham should do something to assist the Cigar Makers' Union to tide over the difficulty. The union had already exceeded the benefit by giving half the amount for another four weeks, and, as they were making an appeal for help, he hoped the delegates would do all they could to favour it in their own trades. A resolution was passed endorsing the action of the executive in granting the credentials of the council to the Cigar Makers' Union for their appeal for funds.—*Nottingham Daily Guardian.*

## Foreign.

**BRAZILIAN TAXES ON TOBACCO.**—Brazil's new export taxes on tobacco which have just become effective, are as follows:—Alagoas, 10 per cent.; Amazonas, 10 per cent.; Bahia, 15 per cent.; Ceara, 3 and 6 per cent. Federal District, one-half to 1 per cent.; Goyaz, 120 reis per kilo.; Maranhao, 250 to 360 reis per kilo., depending on progress of manufacture; Matto Grosso, 5 per cent.; Minas Geraes, 8½ per cent.; Para, 50 reis per kilo.;

**THE FIRST AND ONLY "GRAND PRIX" EVER AWARDED FOR WALKING STICKS WAS GIVEN AT THE PARIS EXHIBITION IN 1900 TO HENRY HOWELL & CO. LTD., 180, OLD STREET, E.C.**



Parahyba, 10 per cent.; Parana, 1 milreis per 15 kilos.; Pernambuco, 2 per cent.; Piauhy, 12 per cent.; Rio Grande do Norte, 5 per cent.; Rio Grande do Sul, 6 per cent.; Rio de Janeiro, 9 per cent.; Santa Catharina, 2 to 8 per cent.; Sao Paulo, 10 per cent.

**NEW DARVEL BAY TOBACCO PLANTATIONS.**—The report of the New Darvel Bay (Borneo) Tobacco Plantations, Ltd., states that the 1907 tobacco crop yielded 6,769 bales (as compared with 7,015 bales in 1906), and was sold at an average price of 1s. 7d. per lb. (half kilo.). The Board regret that, owing to the depressed state of the market, the prices realised were very unsatisfactory, leaving a loss on the year's trading of £4,000, which, deducted from the credit balance of £4,500, leaves a sum of £500 still at credit of profit and loss account.

**INDIAN MATCHES. INDUSTRY TO BE ESTABLISHED.**—In the latest report of the Board of Scientific Advice in India it is stated that a gratifying amount of interest has been shown by private individuals and firms during the year in regard to the experiments now on foot in the economic branch of the Imperial Forest Research Institute, with the object of testing the suitability of various Indian timbers for making match splints and boxes. It appears that 35 species of timbers are now being tested in Europe, a complete estimate of profit and loss on a modern equipped factory is available, and the official opinion is expressed that the match industry is likely to take a firm footing in India.—*Commercial Intelligence.*

**FRENCH TOBACCO CONSUMPTION.**—The Anti-Tobacco League of France raises a cry of alarm at the increased consumption of tobacco. The Revenue statistics show an enormous increase regularly year after year in the consumption of tobacco. In 1908 nineteen million cigars of foreign make were smoked in France, and five hundred and seventy-seven million cigars of French manufacture. The total sum paid for tobacco within the year had risen to 506,000,000 francs, equivalent to £21,000,000 sterling. This growth of the use of tobacco is in a country the population of which is stationary. The year's consumption in 1908 amounted to £12 per head of the population, and is estimated to be equivalent to £1 per week for each adult male person.

**TOBACCO DUTIES IN GERMANY.**—The Reichstag adopted the second reading of the Tobacco Duty Bill (where not otherwise stated according to the proposals of the Committee). Article 11 provides for raising the duty on the weight of tobacco leaf and tobacco to 85.7 marks per double centner, to 400 marks per double centner on cigars, and to 1,000 marks on cigarettes. Herr Kuehns proposed in Committee an increase to 1,200 marks per double centner. Article 11a, providing for a 40 per cent. *ad valorem* duty on tobacco leaf, was adopted by 191 votes to 155, with ten abstentions. The rest of the Bill, including an additional duty after January 1st, 1909, on imported foreign tobacco leaf of 40 per cent. *ad valorem*, and on cigars of 40 marks per 1,000, was adopted without discussion. The Bill will come into force on October 1st.

**BADEN TOBACCO.**—Our Consul for the Grand Duchy of Baden, in the course of his report upon this German State for 1908, points out that the home crop of tobacco in the year under review was, on the whole, satisfactory, and of a quality suitable for the cigar industry. The whole crop passed at very high prices into the hands of dealers and some big manufacturers. That this tobacco should have commanded such high prices is the more curious as the dealers had the greatest difficulty in disposing of the 1907 crop on account of the price, and it was only due to the Italian Government's buying enormous quantities that the stocks were cleared by the time the new crop was put on the market. The cigar industry complains of a steady decline. It is a well-known fact that an economic depression makes itself

first of all felt among the cigar makers, whilst the results of a boom are usually very slow to assert themselves. The introduction in the majority of large German towns of the 8 p.m. closing time and complete Sunday's rest also contributed to cripple the cigar industry; more immediately, of course, the tobacconists, who are not allowed to do any business after 8 o'clock in the evening or on Sundays. The restaurants, hairdressers' shops, &c., being, however, open during the whole or part of the closing time, smokers naturally have got into the habit of buying part of their tobacco, cigars, and cigarettes at these places. The tobacconists are now trying to have a Bill introduced prohibiting other retailers from selling cigars and tobacco out of the regular business hours.—*Financier.*

**THE CUBAN CIGAR OUTPUT.**—The *Cuban Review* gives the total value of the tobacco crop in the island in 1908 as 42,321,306 dols., which is a slight decline when compared with 1907, and the total number of bales harvested in the year under review at 563,059. The export value of the tobacco was 31,056,921 dols., against 28,645,908 dols. in 1907, the balance (11,264,385 dols.) representing home consumption in the shape of cigars, cigarettes, and leaf. Leaf tobacco exports were valued at 18,354,420 dols., cigars at 12,275,040 dols., cigarettes at 295,883 dols., and cut leaf at 131,576 dols. The producing provinces and their output are given as follows:—Vuelta Abajo, 1907, 234,012 bales; 1908, 261,095 bales; Semi-Vuelta, 21,885, 25,024; Partidos, 75,344, 64,360; Matanzas, 904, 455; Remedios, 93,950, 194,929; Puerto Principe, 1,009, 5,228; Santiago de Cuba, 13,641, 12,878. For 1909 the acreage, as stated in the early days of planting, will be much reduced, according to the United States Consul-General at Havana. According to the statistics published in *El Tobacco*, of Havana, the year 1908 shows a gain of 1½ per cent. in exports of cigars from the port of Havana, as compared with 1907. The United States, which country was ahead of Great Britain the previous year, fell back into second place again. The principal 11 countries which received above one million cigars show the falling differences for the two years:—Great Britain, 1908, 70,677,528, 1907, 56,699,274; United States, 47,660,742, 61,869,131; Germany, 24,183,131, 23,205,411; France, 11,418,782, 10,638,875; Canada, 7,084,020, 10,271,013; Australia, 6,906,042, 4,261,173; Spain, 5,548,745, 3,119,836; Argentine Republic, 3,893,745, 3,166,168; Chile, 2,636,963, 3,524,752; Austria, 1,151,815, 1,784,051; Belgium, 1,124,185, 1,097,762. The falling off in exports from Havana to the United States is undoubtedly owing to the financial effects of the late panic. The exports of leaf tobacco to the United States increased heavily. The total excess of exports of leaf tobacco in bales in 1908 is 65 per cent. greater than in 1907, or 131,655 bales. The six chief countries taking Havana leaf compare as follows:—United States, 1908, 236,849 bales, 1907, 180,274 bales; Germany, 51,590, 6,945; Spain, 18,720, 2,950; Austria, 6,901, 2,930; Argentine Republic, 6,555, 1,671; Canada, 3,563, 3,361.

**THE AMSTERDAM MARKETS. PROSPECTS OF SOME OF THE TOBACCO COMPANIES ARE VERY DISMAL.**—The market has been the scene of further violent fluctuations in local securities. It is curious to note that the movement has been of a very conflicting nature. While there has been a further break in tobacco shares, many other values have scored considerable advances to new record quotations. Prospects for the present fiscal year are very unfavourable in most instances, only a few of the leading companies, as, for instance, the Deli-Maatschappij and one of the Langkat companies, being in a position to sell their tobacco at prices which leave a good profit for the stockholders. Moreover, it is very probable that next year will once more give most unsatisfactory results, as the weather in most parts of the Sumatra tobacco belt remains unfavourable. The crop will, therefore, probably be a short one, and while, at the same time, the

FOR EVERY VARIETY OF WALKING STICKS WRITE TO THE LARGEST MANUFACTURERS IN THE WORLD—HENRY HOWELL & CO. LTD., 180, OLD STREET, E.C.

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## THE CIGARETTE WORLD AND TOBACCO NEWS, AUGUST, 1909.

cost price will rule very high, there is no prospect of a superior crop, which might make up for part of the shortage. Only gradually has this situation dawned upon local investors and speculators—which may be explained by the fact that the first sale of Sumatra tobacco in the spring brought high prices for the better grades, in consequence of which the tendency remained comparatively firm in the beginning. Nevertheless, prices have given way to an alarming extent. Some examples may illustrate this movement. Amsterdam-Deli shares have receded since 1907 from 915 to 530; Deli-Batavia from 970 to 560; Amsterdam-Langkat preferred shares from 320 to 150; Rotterdam-Deli from 570 to 315; Senembah from 645 to 370; and Sumatra Cultuur from 465 to 180. All these companies are well-to-do, and will be able to distribute satisfactory profits on an average; but scores of others, however, which have fallen sharply after an exaggerated boom in prosperous times, may still be too dear at the present level, as a succession of bad years will force them to go out of business. The shares of the Nieuwe Asahan, for instance, have dropped from 220 to 70. The company closed its previous fiscal year with a loss of 500,000 fl., and the present year will probably give at least an equally heavy loss. Langkat Tobacco "A" have fallen from 110 to about 50; but this company is already short of cash, and may barely escape a reorganisation. The shares of the Rotterdam-Asahan Company have dropped from 100 to 16. Recently a proposition has been submitted to the stockholders of this concern to close the estate until more propitious times.—*Financial News*.

**TOBACCO AND COFFEE IN HONDURAS.**—In January last the Secretary of Agriculture for Honduras made an interesting report to the Congress, in which he stated that for the purpose of encouraging the development of the agricultural resources of the country a new bureau had been established in March, 1908, for the purpose of giving careful attention to the extension and development of all branches of the agricultural industry. Touching upon some of the most important agricultural products of the country, special attention was called to the tobacco industry, and of the favourable results that could be derived from the proper and careful cultivation of that crop, so greatly in demand at high prices both at home and abroad, and to the adaptability of the soil of Honduras for the raising of the highest quality of tobacco. All the conditions being favourable for the development of this industry in the Republic, the Government decided to found a school in the district of Danli to teach the most approved and scientific methods at present in use in the cultivation of this product. This school was placed under the direction of Mr. Antonio Bernal Brito, an able agriculturist, who had had several years' experience as a tobacco planter in Cuba, and the instruction imparted by him has given a considerable impetus to tobacco raising in the Republic, and the outlook is most promising at the present time in this particular branch of agriculture. Regarding the cultivation of coffee, the Secretary believes that the lack of good roads has prevented the extension of this industry. In order to encourage its development, about 11 years ago the exports of coffee were made free of export duties for a period of ten years. It was recommended that this period of time be extended, and the President of the Republic, in exercise of the power conferred upon him by the agricultural law of 1895, decreed, under date of April 28th, 1908, that exports of coffee should not be subject to an export duty for a period of ten years from May 1st, 1908. This wise measure, it is hoped, will greatly increase within the next few years the area of coffee now under cultivation. Attention is called to an important contract made by the Government on April 21st, 1908, with Andres Cortes Melgares, for the exploitation of Peruvian balsam in the Department of Cortes, in a zone contiguous to the Chamelecon River, comprising an area of about 4,500 hectares (111,195 acres). Before the Melgares' concession was granted, the extract and export of balsam was open to anyone without the payment of a tax or duty to

the State, but, under the terms of the concession referred to, balsam extracted is subject to a tax of 10 centavos per pound, plus such export duty as may in future be levied.—*Financier*.

## Police.

**ONE HUNDRED POUNDS BETTING FINE AT LIVERPOOL.**—A mother and son, named Sarah Tucker and Henry Tucker, were charged at Liverpool on July 2nd with keeping what was ostensibly a tobacconist and stationery shop in Picton Road, Wavertree, for the purpose of betting. The evidence was that when the police descended upon the place they seized 56 betting slips relating to 198 bets, and a betting book showing money transactions amounting to £704 during eighteen days. There was a long list of convictions for betting against both mother and son. The Stipendiary Magistrate sentenced the son to four months' imprisonment with hard labour, and imposed on the woman a fine of £100, with the alternative of two months' imprisonment.

**TOBACCO THEFT. ROBBING A FELLOW TRADESMAN AT WEELEY.**—At Clacton last month before Dr. Slimon and T. Lilley, Esq., Frank Stevens, grocer, Weeley, pleaded guilty to stealing two packets of tobacco, value 9s. 4d., the property of Mr. Clifford Stock Blowers, also a grocer, of Weeley.—Prosecutor said that in consequence of a suspicion, he arranged for Police-Sergt. Scott to secrete himself in the warehouse. About 9.50 a.m. on June 23rd, Sergt. Scott sent for witness, and in his presence charged Stevens with theft, and examined his basket, which contained the tobacco produced. Witness told defendant that he might have him arrested, but would not do so out of consideration for his friends.—Defendant only said that he was "fairly caught."—The prosecutor said he had no wish to press the case.—The Chairman remarked that had it not been for this intercession, defendant might have been sent to gaol. Under the circumstances, he would be fined £10, including costs.

**CHEQUE FRAUDS.**—Henry Spinney (22), tobacconist, pleaded guilty, before Judge Lumley Smith, K.C., to obtaining a motor-cycle, valued at £30, by false pretences, from James Henry Crouch, Grove Villas, Wanstead. There was also a charge of obtaining £1 by means of a forged instrument from the Knowle Post Office, Birmingham. There were charges of obtaining large quantities of cigars, tobacco, and cigarettes by false pretences from Messrs. Westwood, of Hackney. Mr. Travers Humphreys, who prosecuted in the other charges, said the case showed how easy it was for frauds to be committed so long as banks issued cheques to persons who opened accounts with a deposit of a few pounds. Spinney opened an account with £2 at the British Bank of Commerce, Moorgate Street, but withdrew the deposit within a few days, and he at once proceeded to obtain property advertised for sale, giving in payment worthless cheques. Altogether he had drawn cheques on the account to the amount of £54 16s. 8d.—Judge Lumley Smith said the prisoner had been guilty of very systematic frauds, and he doubted if he ought not to give a sentence of penal servitude. He sentenced the prisoner to two years' hard labour. The case was withdrawn against Rosina Spinney, the accused's wife, and she was discharged.

**STEALING CIGARETTES.**—William Kease (18) was charged at the Bristol Police Court, on July 21st, with stealing cigarettes, value 7s. 6d., the property of his employers, Messrs. Adams & Co., tobacconists, Peter Street; and Albert Pedrick (37) was charged with feloniously re-

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Tobacconists whose customers require a reliable 4½d. tobacco should not fail to get in a stock of the new

# Three F's VIRGINIA TOBACCO

Three F's is so named because F is the initial letter of its three chief characteristics: Fine flavour, Fragrant aroma, Full strength. Packed only in 1 oz. & 2 oz. lead packets, to retail at 4½d. & 9d.

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ceiving the cigarettes. Evidence of the arrest of the latter defendant was given by Detective Cleves, and he was asked for the cigarettes he had purchased from a lad who worked for Mr. Adams. He took the detective to his lodgings, and handed him some packets of cigarettes. Upon the room being searched, three boxes, each capable of holding 100 cigarettes, were discovered. Defendant said he had been buying cigarettes for about a month. Kease was apprehended in Castle Street by Detective Cleves, and he admitted that he might have sold some cigarettes and a few penny packets. Mr. James Cox was called, and he said he traded as Adams & Co., in Peter Street. Kease worked for him as a porter. He had had suspicion that he had been losing stock lately. The cigarettes produced were such as he sold. Upon being charged before the Bench, the prisoners pleaded guilty. Pedrick called Mr. Husbands, optician, as a witness to character, and Mr. Cox stated he did not wish to press the case against Kease. The father of Kease gave him a good character. Ultimately the magistrates ordered Kease to be bound over in £5, and his father to be bound over in £5 that the defendant should come up for judgment if called upon in 12 months. Pedrick was fined 11s., or, in default, 14 days' imprisonment for feloniously receiving.

**LONG FIRM FRAUDS AT LEEDS. INVENTING TELEPHONE NUMBERS.**—Before Mr. Justice Bray, at Leeds Assizes on July 10th, Albert Edward Cornock (40), provision merchant, and Benjamin Harrison (36), accountant, were indicted for conspiring to obtain, by false pretences from Ferdinand Genarri, 28 lbs. of tobacco and 1,000 cigarettes, of the value of £7 12s., from Densham and Sons, Ltd., 100 lbs. of tea of the value of £5 6s. 3d., and from Mr. W. G. Murphy 1,100 eggs of the value of £7 6s. 8d., at Leeds. Mr. H. T. Waddy and Mr. T. P. Perks prosecuted. Mr. Walter Headley appeared for Harrison, and Cornock was undefended. Mr. Waddy said the business defendants professed to carry on was that of wholesale merchants and sundriesmen, under the name of Russell Brothers & Co., at Meanwood Road, Leeds. Two lock-up shops, 158 and 160, Meanwood Road, were taken by Cornock each at a rental of 6s. per week, and over these was a sign "Russell Brothers & Co., Morley, and Meanwood Road, Leeds." Inquiries showed, however, that their name was not known in Morley at all. Harrison acted as a reference, and assured all inquirers that the firm's credit was good.—Cornock read a statement, in which he said he commenced business at Meanwood Road with £50 capital. His brother promised to put £500 into the business, but shortly afterwards was taken ill, and was unable to attend to business, so witness did not take the shop at Morley. Harrison had nothing to do with the business.—Mr. Waddy asked how Harrison came to fill in a telephone number on a document produced.—Cornock: I intended having one.—His Lordship (to defendant): You were inventing telephone numbers.—Harrison also gave evidence. He said he was an incorporated accountant, and had been doing Cornock's racing accounts for him, and answering his racing correspondence. The jury found both prisoners guilty, and they were each sentenced to nine months' imprisonment with hard labour.

## Public Companies.

**UNITED TOBACCO.**—The directors of the United Tobacco Company, Limited, have declared an interim dividend of 5 per cent. on the Ordinary shares for the half year.

**MESSRS. JOSEPH SAMUEL & SON,** cigar and tobacco merchants, 41, Crutched Friars, have registered their business as a limited liability company, the capital being £20,000.

**LEVANT IMPORTING CORPORATION, LIMITED.**—Registered July 14th, by Geo. S. Warmington & Co., 30, Budge Row, E.C. Capital £1,000, in £1 shares. Objects:—To carry on the business of importers and exporters of tobacco, cigars, and cigarettes, brokers of and dealers in British, foreign, and colonial produce, &c. Private company. The first directors are not named. Qualification, ten ordinary shares. Registered office, 10, Coleman Street, E.C.

**CASKET TOBACCO AND CIGARETTE CO. LTD.**—Registered May 22nd, by Busk, Mellor & Norris, 45, Lincoln's Inn Fields, W.C. Capital, £15,000, in 10,000 preferred shares of £1 each and 6,000 ordinary and 4,000 deferred shares of 10s. each. Objects:—To take over from F. Salomon, J. L. Doniger, and H. Doniger, the benefit of a contract entered into by the said F. Salomon for the acquisition of the business of manufacturing Casket cigarettes, carried on in Boundary Lane and Bridge Street, Chorlton-on-Medlock, Manchester, by the Casket Tobacco and Cigarette Company, O'Mahoney, Wilcox & Stone, Ltd., and certain property of the proprietors thereof. Private company. The first directors (to number not less than two nor more than five) are F. Salomon (managing director), J. L. Doniger, and H. Doniger. Registered office, 53 Boundary Lane, Chorlton-on-Medlock.

**HENRY CLAY AND BOCK & CO.**—The report for the year 1908 states that as a consequence of the strike of the cigar makers and short crop conditions in Cuba during 1907 and 1908, together with the financial distress which was experienced over the entire world, the audited loss amounted to £69,333. The surplus brought forward from the previous year was £11,213, to which should be added £8,264, being the amount transferred to this company by the Havana Cigar and Tobacco Factories to apply on amount advanced them to make up deficiency in their profits in 1905, making a total of £19,477. Debenture interest for the year amounting to £10,200 and the 4 per cent. dividend on Preference shares accrued to December 31st, 1907, amounting to £6,780, have been paid, leaving £2,497. Under the agreement with the Havana Cigar and Tobacco Factories the company had been called on to make good a deficiency in their profits for 1908 amounting to £1,288, leaving a balance of £1,209, which, deducted from the loss sustained in 1908, leaves a deficit of £68,124. In view of this loss the directors have been compelled to pass the payment of all dividends for 1908. A revaluation has been made of construction and improvements on tobacco plantations and of accounts with planters, with the result that it has been decided to write off £37,690 by applying £30,000 against the reserve fund, absorbing that fund and the remainder of £7,690 against the reserve for doubtful debts, Havana, reducing that fund to £4,300.

**HAVANA CIGAR AND TOBACCO FACTORIES.**—The eleventh ordinary general meeting was held on July 9th at 86, Strand, Sir Herbert B. Praed presiding. In moving the adoption of the report, the Chairman said that the hope he expressed at the last meeting of a successful year had not been realised, owing principally to the increased cost of labour and to the short crop of 1907-8 resulting in high prices, sometimes as much as 100 per cent. more than the usual cost. In addition the financial troubles in America in the latter part of 1907 and 1908, and the general curtailment of prosperity throughout the civilised world, had reduced the sale of the company's products, particularly of the more costly and profitable brands. The accrued profits from all sources amounted to £35,097, and after deducting London expenses, including reserves for depreciation, there remained a balance of £31,911. From this had to be deducted debenture interest paid and accrued, £14,300, leaving £17,611. This sum being insufficient to cover the preference dividend for the year, they had had to call upon Henry Clay and Bock & Co. Ltd., under their contract, to make up a deficit amounting to

**GOLD AND SILVER MOUNTED WALKING STICKS.**

**HENRY HOWELL & CO. LTD., MANUFACTURERS, 180, OLD STREET, E.C.**



£1,288. He was informed that their company had done much better than other tobacco companies in the island of Cuba, and a report from the managing director encouraged them to hope that with more normal conditions their business would again be satisfactory. Mr. M. P. Troy seconded the motion, which was adopted.

## Law.

**MANUFACTURING COMPANY'S APPEAL DISMISSED.**—Justices Darling, Walton, and A. T. Lawrence, sitting as a Court of Criminal Appeal on July 23rd, heard the appeal of Joseph Phillips, Philip Phillips, and David Phillips, trading as Godfrey Phillips & Sons, against their conviction at the South London Sessions, upon an indictment containing twelve counts, charging them with having sold, or had in their possession for sale, four boxes of cigars to which a false trade description was applied. It was alleged on behalf of the prosecution that the marking of the boxes indicated that the goods had been made and produced in the Island of Cuba, and were Havana cigars; alternatively, that the description indicated that the cigars were made of Havana tobacco.—Mr. Eldon Bankes, K.C. (in support of the appeal), said the prosecution was at the instance of the Havana Cigar Protection Association, and its object was to prevent Messrs. Godfrey Phillips & Sons from selling their "Bella de Cuba" cigars, which were British made, and for the largest size of which they were able to charge 70s. per hundred. For about a quarter of a century the applicants had sold "Bella de Cuba" cigars, and in March of last year they heard that proceedings were being taken against manufacturers of British cigars which were sold in boxes bearing Spanish words with no indication that they were British made. Messrs. Phillips ordered that the boxes should henceforth be stamped "Guaranteed British Made." Subsequently, at the Franco-British Exhibition, some clerks employed by the Association purchased four boxes of the cigars, and it was found that one of them had not been so stamped. This, said counsel, was due to carelessness.—Mr. Justice Darling: All that "Bella de Cuba" means is "beautiful lady of Cuba." (Laughter.)—Mr. Bankes: My learned friend, Mr. Avory, suggested to the jury that we ought to mark these boxes "Bella de Spitalfields" if we did not wish to infringe the law. (Renewed laughter.) My clients replied that they might mark them "Bella de Jack the Ripper," and depict that individual with a bloodstained knife. (Laughter.) Without calling upon Mr. Horace Avory, K.C., who appeared for the respondents, their Lordships dismissed the appeal.

**ARE SMOKERS A NUISANCE? AN OLD POST OFFICE NOTICE.**—For many years past there has been displayed at the Sheffield Head Post Office a notice stating that smoking is not allowed there. Does this mean that before a man may enter the building he must throw away the fragrant cigar, snuff out the delicate cigarette, or knock out the ruddy ashes from his favourite briar? According to information supplied to a *Telegraph* man, thirsting for knowledge, it does not. "It's just to get them to hold it in a bit," he was told. "As long as they don't pull away too hard and puff the smoke into other people's faces, it's all right, but some chaps don't care what they do, and then it often becomes a nuisance." That's just the rub.—*Sheffield Daily Telegraph*.

**THE ORIGIN OF BRIAR PIPES.**—The Swiss side of the Jura Mountains was formerly the home of snuff-box making, natively turned from the root-wood of the box tree, which, as is well known, is extremely hard and durable. The demand for these snuff-boxes was so great that the boxwood was exhausted, and the peasants thereupon

experimented with other woods found in the neighbourhood, so as to prevent the industry dying out from lack of necessary material. Many root-woods were tried, but none were found to equal the heather in the essential characteristics. This wood, indeed, proved even more suitable for the work than the boxwood hitherto employed. After a time the natives manufactured their pipes from the newly discovered heather, and these rapidly displaced the crude clay pipes which had formerly been in vogue among them. When the Jura heather became exhausted the peasants had to seek pastures new in order to carry on their industry, and the Tuscan Alps then came into prominence. Snuff-boxes, however, soon became obsolete commodities, and the peasants consequently devoted their whole attention to pipe making, with such success that St. Cloud has now become practically a pipe town, supplying its products to all countries in the world, especially in the higher grades of goods, the cheaper being made at Ruhla, the old centre for offensive arms, swords, &c., thus "turning the sword into a ploughshare."

**ADVERTISING HINTS.**—In the first place advertise seasonable lines. My opinion is that the most effective advertising is that which is limited to a detailed description of one or two particular articles in each advertisement, changing each week to other articles, but always sticking to seasonable lines. Is it not true that enumerating the various classes of goods handled sometimes causes confusion in the minds of the readers, and does not give an opportunity for presenting the strong points of any particular one of them, and it is the particular points of merit that interest the prospective buyer. Again, see to it that your copy is original. The more original it is the better the results. Stamp it with your own personality by using local hits. These always attract the attention of the reader, and cause him to look forward to your future announcements. Having prepared the "copy" for an advertisement, the dealer must consider the matter of space. I believe that an advertisement should not be filled with small type. 'Tis better far to say less, to confine the argument to a few outstanding features, to put the matter in larger type and to leave sufficient white space around it to make it stand out conspicuously on the page. Display attracts attention and a buyer is more likely to read an advertisement that appears brief and to the point than he is to labour through a great amount of matter crammed into a very limited space. In and above all, see that your copy is carefully put together, that it is changed frequently, and that you use the most convincing arguments; that your prices quoted are right; that no extravagant statements are made; that you use plenty of space; that the matter is not crowded, but is given good display.—F. D. Blakeley in *Canadian Farm Implements*.

### ECONOMY THAT DOESN'T ANSWER.

"A little over four years ago," said Smithson, "I made up my mind that I was smoking too much. It didn't seem to affect my health in the least, but I thought it was a foolish waste of money, and I decided to give it up."

"A very sensible idea, indeed," remarked Brownlow.

"So I thought at the time. I figured out, as closely as I could, how much I had been spending each day for cigars and tobacco. That sum I set aside each day and started a banking account with it. I wanted to be able to show just exactly how much I had saved by not smoking."

"And how did it work?" inquired Brownlow.

"At the end of 12 months I found that I had £55 in the bank."

"Good! Could you lend me—"

"And a few days later," interrupted Smithson, "last Thursday in fact—the bank failed. You haven't got a cigar about you, have you?"

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## American Leaf in Great Britain.

SOME interesting statistics for the calendar year 1908, as compared with the preceding two years, have reached the Department of Commerce and Labour from the London Foreign Office.

The total imports of leaf tobacco in 1908 amounted to 119,477,847 lbs., compared with 98,780,344 lbs. in 1907 and 115,526,329 lbs. in 1906. Of the total imports of 1908, 106,680,505 lbs. were received from the United States and 12,797,342 lbs. from other countries. Of the total receipts from the United States, 56,627,620 lbs. were of stemmed leaf and 50,052,885 lbs. of unstemmed leaf. In 1906, when the imports from the United States aggregated 104,408,460 lbs., the stemmed leaf amounted to only 19,694,030 lbs., while the unstemmed reached the very high figure of 84,714,430 lbs. The manner in which stemmed leaf has displaced unstemmed during the past three years is graphically shown by the following table:—

### LEAF IMPORTS FROM UNITED STATES.

	Stemmed. lbs.	Unstemmed. lbs.
1906 .....	10,694,030 .....	84,714,430
1907 .....	46,792,213 .....	39,829,277
1908 .....	56,627,620 .....	50,052,885

It will be observed that while the imports of stemmed leaf in 1906 amounted to less than 20 per cent. of the total, in 1908 they amounted to about 55 per cent.

The imports of leaf from other countries than the United States have shown very slight fluctuations, increasing from

11,117,869 lbs. in 1906 to 12,158,854 lbs. in 1907, and to 12,797,342 lbs. in 1908. Approximately 90 per cent. of the imports of leaf from other countries than the United States is imported into Great Britain in an unstemmed condition. It is in the main cigar leaf, while the great bulk of the imports from the United States is used in the manufacture of chewing and smoking tobacco, snuff, and cigarettes.

Great Britain imports considerable quantities of cigars from the United States, but a part, at least, of these goods are transshipments from Cuba. The total receipts of cigars in 1908 were 1,745,842 lbs., valued at about 5,500,000 dollars. In 1907 the imports were 1,532,921 lbs., valued at about 4,750,000 dollars. Of the imports of 1908, 1,191,961 lbs. were credited to the United States, while 553,881 lbs. were credited to other countries.

The total imports of cigarettes in 1908 amounted to 340,559 lbs., valued at 635,000 dollars, as compared with 343,201 lbs., valued at 650,000 dollars, in 1907. Of the imports of 1908, 20,446 lbs. came from the United States. While the total imports of cigarettes in 1908 showed a small decline as compared with 1907, the imports from the United States rose 33 per cent.

### EXPORT TRADE.

Great Britain's exports of manufactured tobacco in 1908 aggregated 10,204,393 lbs., as compared with 9,179,866 in 1907, and 7,792,845 in 1906. The greater part of this tobacco was manufactured in bonded warehouse to escape the payment of import and revenue tax. Cigarettes constituted the largest item of the output made in bond, and amounted to 7,191,176 lbs., while 2,432,662 lbs. of Cavendish were produced under the same conditions. In free manufacturing warehouses 419,899 lbs. of cigarettes were produced, and 160,656 lbs. of miscellaneous tobacco products.—*United States Tobacco Leaf.*

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## MR. GALLAHER ON EXTRA TAXATION AND AMERICAN TRADE PROSPECTS.

MR. THOS. GALLAHER, J.P., head of the world-famed tobacco firm of Gallaher, Ltd., who returned to Belfast on June 30th after an extended visit to the Virginian and other great tobacco tracts, was interviewed as to the prospects of trade in America generally, and particularly as to the probabilities of the season's tobacco crop.

He stated that the planting of the crop this year had been carried out under most advantageous circumstances. They had not had anything like so favourable conditions for quite twenty years, and at the moment everything looked most hopeful. All that was now required was a spell of good weather in order that ripening might be effected, and harvesting operations completed.

You see, said Mr. Gallaher, that weeds, like everything else out there, grow with extraordinary rapidity, and when the ground is soaked with the deluge the farmers cannot get on with the labour necessary to keep them down and forward the growth of the tobacco. Everything now depends upon whether they have an immediate turn of good weather. If they have it will be a very important thing for the trade; if not, then it will be correspondingly serious and the crop may be almost a failure.

Mr. Gallaher's attention was called to the fact that a deputation representing Irish tobacco manufacturers had attended at the House of Commons in order to make to Mr. Hobhouse, and through him to the Chancellor of the Exchequer, strong representations against the increase upon the tobacco tax, which it was pointed out amounted to about 20 per cent. of an increase on the working capital of the manufacturers. With the arguments advanced on the occasion Mr. Gallaher said he was in concurrence generally, except in this particular, that he could not acquiesce in the requisition to reduce the extra duty to sixpence.

"In my view," said Mr. Gallaher, "the extra duty should be entirely dropped if the manufacturer is to really benefit at all. A mere reduction of this duty would simply mean some firms specialising in particular lines at cut prices, and the result would be that the retailer would have practically no profit to meet his working expenses and pay his accounts when they became due."

As the matter now stands the average or working-class consumer now knows that in consequence of the increased duty he is obliged to pay 3½d. per ounce for his tobacco, an increase which this unconscionable duty absolutely necessitated, and which must come out of the working man's pocket. In my judgment the only effect of the deputation will be to again emphasise the gross injustice of the increased duty, but nothing whatever need be hoped for in the matter of remission from this Government, which seems to be absolutely without conscience as to who is hit or what industries are injured by their taxation proposals.

Asked what he thought of business prospects generally in America just now, Mr. Gallaher said there had been a very distinct improvement, and the situation was hopeful on the whole, but really everything turned upon the question of weather. The wheat and other crops were in exactly the same position as tobacco, with this difference, that even with a favourable harvesting season the surplus product beyond the actual amount required for home supply would be comparatively small.

This, he pointed out, would have a very serious effect upon shipping generally, and there would not be anything like a considerable supply to be conveyed to the British and Continental markets. The fact is, said Mr. Gallaher, should bad weather continue, there would be a serious shrinkage in the home supply, which would hit every branch of trade, and bring to an end for the present all the signs of prospective prosperity. Everything depends upon agri-

culture in America, even the stock and share market being very appreciably affected. However, there are hopes that the weather will take the desired course, and, that being so, trade generally would show a continuous advance.

---

## MESSRS. GALLAHER, LTD.

### EMPLOYEES' EXCURSION.

ON Saturday morning, July 3rd, from the early hour of six o'clock, thousands of spectators crowded to the York Dock to witness the departure of the fine express steamer *Heroic*, one of the Belfast Steamship Co.'s fleet, which at seven o'clock steamed away for the Isle of Man, having on board about 1,500 of the employees of the well-known tobacco manufacturing firm of Messrs. Gallaher, Ltd. Mr. Thomas Gallaher, J.P., the founder and chairman of the firm, very considerably granted a day's pay to the workers, and also provided the steamer for the trip. The whole journey from Belfast to Douglas, which was reached at noon, was one of continuous merriment, and everybody aboard was in jovial spirits, from the genial skipper (Captain Ross) on the bridge to the youngest member of the company. The Belfast Temperance Brass Band accompanied the excursionists, and performed choice selections of well-known and catchy airs. Captain Ross, with his usual thoughtfulness, navigated the *Heroic* around the southern end of the Isle of Man, and then close along the Manx shores, passing Castletown and Port Soderick, and affording pleasing views of the charming Manx scenery. Thousands were waiting at Douglas to give a native welcome to the employees (many of them being of the fair sex) of the firm of Gallaher, Ltd. Even the Douglas yachtsmen had on their sails such mottoes as "Welcome Gold Plate," "Park Drive," &c. A very neat little souvenir had been prepared, and a copy was handed to each worker giving them full particulars of "How to spend the day in Douglas," the attractions embracing the Palace, Derby Castle, Douglas Head, Onchan Head, Port Soderick, Castletown, Laxey, Grould Glen, &c. The I.O.M. Railway Co. and the Electric Tram Co. very kindly issued tickets at specially reduced fares. As the time approached for the return journey throngs of people gathered on the pier and promenade, and gave a right royal send-off. At 6.45 p.m. the sonorous horn of the Liverpool steamer belched forth a mighty blast, and the *Heroic* then put out to sea amid thunderous cheers and the singing of "Auld Lang Syne," led by the fine brass band on board. On both the outward and the homeward journeys eatables and refreshments were supplied. The good talent of the employees was brought forward at concerts held in the large and airy saloon, where instrumental items and sentimental coon and comic solos were given with great pleasure to the party. Great praise is due to the catering department of the Belfast Steamship Co. for the able and assiduous manner in which they looked after the wants of such a large number of passengers. At about 11 p.m. Belfast Lough was reached, and the opportune moment had arrived when special votes of thanks to Mr. Thomas Gallaher and the firm were passed, to which Mr. Bell, the managing director, made suitable response. At 11.45 p.m. the *Heroic* reached York Dock, where crowds awaited the arrival, and resounding cheers were given for Mr. Gallaher, the band playing "For he's a jolly good fellow," in singing which the employees heartily joined. Altogether it was a memorable and most enjoyable day.—*Freeman's Journal*.

### HIS LAST CIGAR.

When evening gilds the western sky, and all have gone to rest,  
When cares have fled, and fancy roams afar,  
I live again that night I held you fondly to my breast,  
And doing so I broke my last cigar.



## TOBACCO TRADE A.A.

### SPORTS AT THE PALACE.

THE Tobacco Trade A.A. were not so fortunate as usual with their annual sports on July 10th, for, while they have had brilliant weather, on this occasion it was dull and cold, with a slight fall of rain. That, however, is rather the rule than the exception for all athletic fixtures this summer. Otherwise the meeting was most successful. There was an increase of entries, and the line of spectators around the cycle track seemed to be deeper. An additional event, bringing the meeting into line with similar organisations, was a tug-of-war, but it did not afford on its initial appearance much interest for the spectators, the winners, a Liverpool team, pulling all opposed to them off the ground. E. J. Webb, the two and seven mile walking champion, had a triumphant win in the Two Mile Walk. With the majority of the competitors receiving 400 yards, and upwards, his task looked difficult, but he worked through well and had a great reception. The various other events provided good sport, and the ladies got through their races without the attention of the ambulance—a record. The official times were wonderful in their unanimity for evenness, split seconds being rare in heats or finals. The officials included:—Referee, Mr. J. H. Custance; judges, Messrs. R. Ansell, E. J. Richardson, A. S. F. More, W. F. Pearce, J. A. Cottrell, D. Merritt, W. Nichol, A. Pittman, P. Nix, and H. Brookman; starter, Mat. Wells; time-keeper, A. Stanley. Brief details:—

One Hundred Yards Handicap.—Final heat—R. W. Appleton (R. & J. Hill, Ltd.), 7½ yards start, 1; J. J. Collins (J. Taddy & Co.), 12, 2; R. C. Roberts (R. Lloyd & Sons), 12, 3; S. C. Garrett (W. Beszant), 6½, 4. A good finish, Appleton coming through well and winning by a yard; half-a-yard between the second and third. Time, 10 3-5 sec.

One Hundred Yards Scratch Hurdle Race (for the Martins, Ltd., Challenge Cup).—Final heat—A. Partridge (holder) (Martins, Ltd.), 1; J. H. Desmond (Imperial Tobacco Co., York Road Branch), 2; R. W. Appleton (R. & J. Hill, Ltd.), 3. Won easily by ten yards; barely a yard between the second and third. Time, 20 sec.

One Hundred Yards Handicap (Boys).—Final heat—W. R. Daniel (W. R. Daniel & Co., Borough), 2 yards start, 1; E. Piercy (B. Morris & Sons), scr., 2; A. C. Merriott (J. Taddy & Co.), scr., 3; S. Wood (Lambert & Butler), 2, 4. Won by eight yards; six yards between the second and third. Time, 11 4-5 sec.

Quarter-mile Handicap.—Final heat—G. T. Butcher (W. D. and H. O. Wills, London), 6 yards start, 1; S. C. Garrett (W. Beszant), 16, 2; J. J. Collins (J. Taddy & Co.), 40, 3; T. H. Short (Imperial Tobacco Co., York Road Branch), 40, 4. A good finish; won by inches; a yard between second and third. Time, 54 sec.

One Mile Bicycle Handicap.—Final heat—H. Wilson (S. Schnarders & Son, Durward Street), 30 yards start, 1; J. Kirby (B.A.T. Co., Bristol), 70, 2; A. Sadler (Arthurs' Stores, Herne Hill), 100, 3. Won by a good ten lengths; two lengths between second and third. Time, 2 min. 11 sec.

Three Miles Bicycle Handicap.—Final heat—E. T. Frost (E. T. Frost, Sunbury), scr., 1; H. Wilson (S. Schnarders & Son, Durward Street), 70, 2; J. Kirby (B.A.T. Co., Bristol), 120, 3. A splendid finish. Won by a yard in the last twenty. Time, 7 min. 24 sec.

Eighty Yards Sack Race.—Final heat—W. H. Page (Imperial Tobacco Co., York Road Branch), 1; J. J. Collins (J. Taddy & Co.), 2; R. W. Appleton (R. & J. Hill, Ltd.), 3.

Two Miles Walking Handicap.—E. J. Webb (W. & F. Faulkner), scr., 1; H. Lane (Imperial Tobacco Co., York Road Branch), 250 yards start, 2; C. Craig (Lambert & Butler), 475, 3; A. Lane (Imperial Tobacco Co., York Road Branch), 490, 4; A. Matthews (J. Matthews, Walworth), 440, 5. With the limit man at 620 yards, four competitors at a quarter-mile start, and six with more than that, Webb had something hard to accomplish, but walking in grand style he assumed the lead before the last lap, and won by 100 yards; 50 yards separated second and third, with 15 yards between the next pair. Time, 13 min. 59 sec.

One Lap Obstacle Race (for the Tobacconists' Supply Syndicate Challenge Cup).—E. G. Beardsell (Imperial Tobacco Co., York Road Branch, holder), 1; W. Cooper (Imperial Tobacco Co., Fulham), 2; B. Rensch (B. Morris & Sons), 3. Beardsell on this occasion won the cup outright.

One Hundred Yards Veterans' Handicap (over 40 years).—Final heat—T. Kirton (T. Kirton, Nottingham), 10 yards start, 1; J. Stirling (Lambert & Butler), 15, 2; R. J. Roberts (R. & J. Hill, Ltd.), 9, 3. Won by half-a-yard; rather more between second and third. Time, 12 sec.

One Hundred Yards Ladies' Race.—Final heat—Cissie Holloway (Martin's, Ltd.), 1; Nancy Fribbons (J. Rutter & Co.), 2; E. Potts (J. Taddy & Co.), 3; Maud Thompson (J. J. Carreras, Ltd.), 4. Won easily.

One Mile Handicap.—W. Powell (Imperial Tobacco Co., Bristol), 25 yards start, 1; E. P. Fish (Lambert & Butler), 145, 2; S. C. Garrett (W. Beszant), 65, 3; J. C. Butler (W. D. & H. O. Wills, London), 100, 4; R. T. Guilleret (J. Taddy & Co.), 90, 5; E. W. Harvey, (Imperial Tobacco Co., Fulham), 6. Won by six yards, with ten yards between second and third. Time, 4 min. 44 sec.

Tug-of-War (for the J. Rutter & Co. Challenge Cup).—Final—W. Clarke & Sons, Liverpool (G. Hobden, S. Gordon, P. Smith, J. Gledhill, W. Watt, H. Salmonds, J. Jones, and R. Titterington, beat J. Taddy & Co. (J. Bassett, J. Richards, A. Roberts, W. Laken, J. Reynolds, R. Baxter, F. Wright, and E. Walker) by two pulls to nil.

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