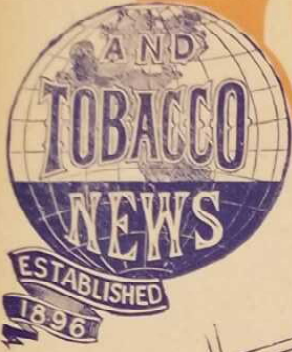


# THE ORIGINAL "CHALLENGE" FLATS

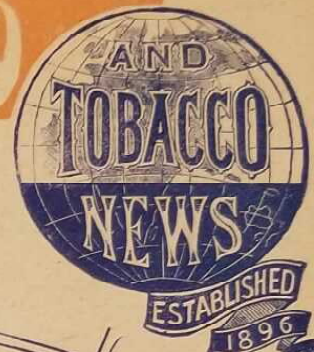
To be obtained from all Wholesale Houses

Published on the 15th of every Month.

Published on the 15th of every Month.



## The Cigarette World



The Retailer's Journal:

ONE PENNY MONTHLY; ONE SHILLING PER ANN. POST FREE.

### W. D. & H. O. WILLS, LTD.

### WILLS'S

# "GOLD FLAKE"

Tobacco  
AND Cigarettes

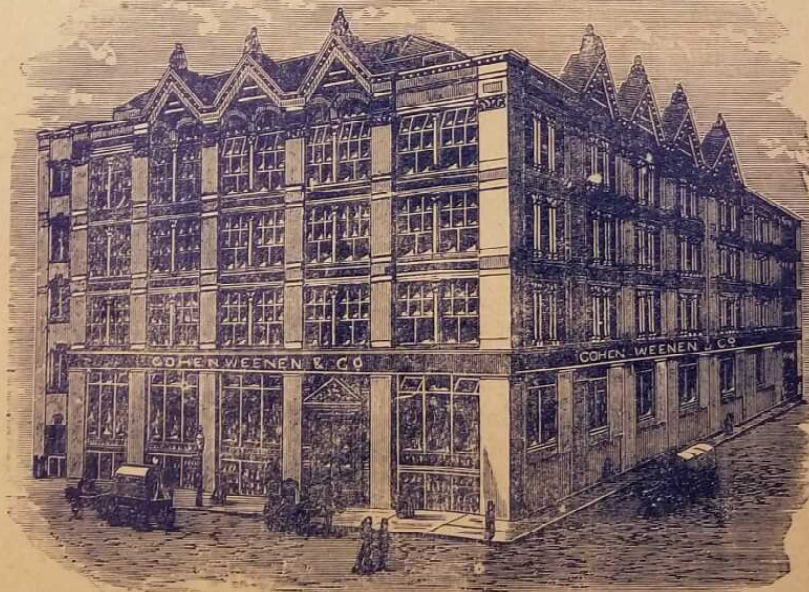
IN TWO DEGREES OF STRENGTH.

MILD (the original) with Yellow and Red Label.  
In 1/2-oz., 1-oz., and 2-oz. Square Foil Packets; 1/4-lb. and 1-lb. Decorated Tins; and 2-oz., 1/4-lb., 1/2-lb., and 1-lb. Patent Tins.

MEDIUM (fuller flavour) with Blue and White Label.  
In 1-oz. and 2-oz. Square Foil Packets; and 1/4-lb. Patent Tins.

IN PACKETS AND PATENT AIR-TIGHT TINS.

## Cohen, Weenen & Co.'s



New Premises,

52, Commercial Road, E.

BIGGS'S COMMERCIAL "TWO ROSES," 5 NEW CIGARETTES, PRICE 1/4 PER 100 IN APPLICATION. ST. LONDON.

BIGGS'S COMMERCIAL "RICHMOND BOUQUET," 12 CIGARETTES and Mouthpieces. ST. LONDON.



**3d.**  
PACKETS OF  
**10**

**6d.**  
TINS OF  
**20**

UNSOLICITED TESTIMONIAL.  
"The Brand I like best is the 'Commodore,' and think they can't be beaten."

Proprietors—  
**ADKIN AND SONS,**

LONDON.  
Established 1759.

UNSOLICITED TESTIMONIAL.  
"I always smoke your 'Commodore' Cigarettes and think them perfection."

FOR

# ASTHORE CIGARETTES

Apply to J. H. CUSTANCE, PUTNEY, S.W., Sole Agent for the United Kingdom.

TRY

THE NEW BRAND OF

**INDIAN CIGARS**

# "ZEMINDAR"

**CHOICE. MILD. FRAGRANT.**

MANUFACTURED BY

**SPENCER & CO. Ltd., DINDIGUL.**

POPULAR PRICES. NO CUTTING.

SOLE AGENTS—

# JARRETT BROTHERS

70/71, Bishopsgate Street Within, LONDON, E.C.



Special Cigar  
for this Month.

**J. S. MURIAS**  
**20/6 PER 100.**

Send for our British and  
Foreign Cigar List.

**T  
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S**

**A few Special Lines  
in CIGARETTES.**

FANCY BOXES. PADDED LIDS.		Per 100
Lady Bettys (22ct. Gold Tipped) 10's & 12's		3/6
" " " 25's		3/3
" " " 100's		3/-
Special Gold Tipped Turkish, 25's		3/9
" " " 100's		3/6
" " " Virginia, 25's		3/9
" " " 100's		3/6
Golden Silk Cut, Large Size, 100's		4/-
Crown Virginia { A very 25's		2/11
" " { Special 50's		2/10
" " { Line. 100's		2/9

**ANASTASSIADIS TURKISH.**  
Green Padded Boxes, Gold Blocked, a splend'd high-class Cigarette, selling well.

No. 1	100-	52/6	55/- oval.
" 2	42/6	45/-	47/6 "
" 3	40/-	42/6	45/- round.

**The  
Tobacconists'  
Supply  
Syndicate,**

55, FARRINGDON ST.,  
E.C.

Warehouse :

1, 2, 3 & 4, Plum Tree Court.

Factory :

21, Farringdon Street.

Telephone Holborn 1235.

Telegrams: "Crackers, London."

**We hold one of the  
Largest Stocks of  
FANCY GOODS  
in the Trade.**

The following are some of our SPECIAL  
LINES:—

	Per Doz.
CASE BRIARS	from 17/6 to 38/-
1st CHOICE BRIARS, all shapes	7/6
Do. Silver mounted,	7/6
6d. BRIARS, best value	3/9
GOOD BRIARS, six shapes	2/6

**POUCHES**—Buckskin and Kangaroo, lined Lorne, plain and with silver shield, the best and cheapest in the trade; Bag Pouches and Rubbers of all kinds.

**Cigar and Cigarette Cases.**

Latest Patterns at Rock Bottom Prices.

**The  
Tobacconists'  
Supply  
Syndicate**

Invite your careful attention to the prices quoted on this page; a complete and illustrated Catalogue will be forwarded on application to

**HEAD OFFICE:**

55, FARRINGDON ST.,  
E.C.

**Some Tobaccos that it  
will PAY YOU to sell.**

Garcko Flake	
" Mixture	4/4 per lb.,
" Dark Flake	in 1 oz.
" Cigarette Tobacco	Packets.
" Blended	

T.S.S. Mixture, 1 oz. Packets, 4/6

Oceanic Flake, a rich, dark Honeydew ... 3/11 per lb.

Fifty Five Flake, do. ... 3/9  
(1d. per lb. off 5 lb. parcels)

Special Light Flake ... 4/1

A Good Light Flake ... 3/9

Samples of LOOSE SHAGS at prices ranging from 3/3 to 4/6 per lb. sent on receipt of post card.

TURKISH TOBACCO OF HIGH GRADES  
BLENDED AND CUT TO ORDER. . . .

**T  
S  
S**

**Weight CIGARETTES**

That are worth your **Attention.**

T. S. S. Straight Cut	4/3 per lb.
Garcko Gold Flake	4/9 "
Happy Tidings (30 to oz.)	5/- "
Cork Tipped	5/6 "
Leaf Tipped	5/6 "
Gold Tipped	5/6 "
Garcko Silk Cut (24 to oz.)	5/9 "
Garcko Oval Virginia	6/3 "
Golden Strips	6/3 "
Cigarros (a small leaf Cigarette, 16 to oz.)	6/6 "
Crown Cork Tipped	6/9 "
Garcko Young Ladies'	6/9 "
Special Virginia	7/3 "

**TURKISH WEIGHT CIGARETTES** at equally low prices and high quality.

Special line of Virginia Straight Cut Cigarettes,  
4/1 per lb.





**GAINSBOROUGH  
CIGARETTES.**

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**Cohen, Weenen & Co.,**

**LONDON.**





To Retail at **4<sup>D.</sup>** 26/-  
Per 1,000.



To Retail at **3<sup>D.</sup>** 19/-  
Per 1,000.  
WRITE FOR PRICE LIST.

## SWEET CHERRY TIPPED CIGARETTES.



**JACOBI BROTHERS & CO. LTD.,**  
9 & 11, WILSON STREET, LONDON.

Price List on application.

## The Cigarette World AND TOBACCO NEWS.

FEBRUARY 15th, 1902.

All Communications to be addressed to Offices of "Cigarette World," 2, Ellison Road, Barnes, S.W.

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



THE long-expected report of the U.K.T.D.A. has at last appeared, and will be found on another page. The document is signed by the Secretary, but it bears traces of the influence of Mr. St. John in every line.

The Salmon & Gluckstein deal is, of course, mentioned, and we are glad to note that the ill-conceived scheme is now officially reported dead. This being the case, we need not dwell further upon it; suffice it to say that the very idea of such an alliance gave a rude shock to the confidence which even its staunchest supporters had previously had in the new body—a shock which, in our view, has completely destroyed any chance of effective organisation for some time to come. The report, as might have been expected, has a good deal to say about the manufacturers, who are chidden for having declined to walk into the Alliance parlour, though how any sane business man could have been expected to agree to Mr. St. John's proposals until they were shown to be supported by the vast majority of



**JACK JONES** who is  
well-known  
wishes

His **SMOKERS** and **FRIENDS**

A  
**Merry**  
**Christmas**



AND



AN  
**Unmonopolised**



**New ..**  
**Year.**

THE FINEST TWOPENNY CIGAR  
— is JACK JONES' WELL-KNOWN.

**Sidney Pullinger, Ltd.**

BIRMINGHAM AND NOTTINGHAM.



the trade we fail to see. That they were not so supported is evident from the fact that during the first year's working only 6,000 members were obtained, though the subscription asked was only 2s. We have written 6,000 members, since that is evidently what the astute drafter of the report desires the reader to believe, though he says "about 6,000 licences were covered," but as one member may own five, ten, twenty, or even fifty shops, it is obvious that the actual membership falls far short of 6,000. If those members who are in arrears with their subscription were deducted the number might be still further reduced, but as to this we are afforded no information. The question is, however, not so much the past as the future. We should like to know how many of the members have renewed their subscription; we think that, instead of an increase, a great decrease will take place, as there is certainly great dissatisfaction in many quarters about the arbitrary and dictatorial methods of the Executive. As an instance of this we need only point to the following resolution passed unanimously at a well-attended meeting of the committees of the London branches of the Alliance, held at Anderton's Hotel on January 21st:—"We, the London Committees of the Alliance, consider the Executive have greatly exceeded their power in entertaining and advocating schemes contrary to the principles of the Alliance, and having agreements signed without the sanction of the Governing Committee; and in the interests of the organisation we urge the Governing Committee to reassure the members by adopting the policy to be sent on to them, and having the same published in the trade journals at an early date."

So much, for the moment, for the report; but, incredible though it may appear, the precious document is not accompanied by a balance sheet of any description, and yet it appeals to the trade for support. It is difficult to use language sufficiently strong to describe this extraordinary omission, but if we say that it is a piece of unparalleled effrontery we think we are putting it moderately. Tobacconists are business men, and they want to know how much money has been received, how it has been spent, and what has been effected by such expenditure. They want also to know how many of the 6,000 members have paid their subscription, and what proportion paid the original amount of 10s. In short, the bombastic phrases of the report are no substitute for the plain, straightforward statement of facts which the Alliance has been over and over again challenged to produce. After such a considerable delay, there is no excuse whatever for the failure to submit a duly audited balance sheet, and yet there is not even a promise made that it will be forthcoming. In our opinion, no retailer should pay one penny piece till he knows exactly how things stand. When, if ever, the financial position of the Alliance is fully disclosed he can please himself, but meanwhile he should simply sit tight, and when funds are urgently wanted he may be vouchsafed the information which he ought to have now. We need say no more on this point; our readers can judge of the proper course to adopt for themselves.

The report and balance sheet of the Baron Cigarette Co. Ltd. (reprinted elsewhere) were pleasant reading for the shareholders. The gross profit was £41,324, or an increase of £16,997 on that of the previous year. A final dividend was declared of 7½ per cent., making 12½ per cent. for the year, and as this was free of income tax the return is equal to 13¼ per cent. Satisfactory as is this result, it must be still more satisfactory for the shareholders to know that the item of "patents," which originally stood at £111,000, has now been reduced to £50,000, no less than £6,000 received on sale of patent rights, and £10,000 out of profits having been written off during the year. Even this, however, does not exhaust the good things, for the directors recommended that 5s. in the pound should be returned to shareholders out of capital, thus reducing the capital from £120,000 to £90,000. It was also prophesied, and we think the prophesy will be realised, that the dividend for 1902 will be as much upon the reduced capital as it was in 1901 on the original capital. Investors are so very often bitten over companies working patents that their pleasing experience in this instance is more than welcome; they will do well to hold their shares tight, for a few more good years will wipe off the whole of the remaining £50,000 for patent rights. Mr. Baron's business enterprise, zeal, and energy are the chief causes of this phenomenal result, and the shareholders owe him a big debt of gratitude.

THOUGH 1901 was a critical year in the tobacco trade, Messrs. R. & J. Hill Ltd. have, we consider, done fairly well. A dividend on the ordinary shares of 7 per cent. (making 6 per cent. for the year) has been declared for the half-year ending December 31st, 1901, and the reserve fund has been increased by £1,000, and now amounts to £6,500. In the balance sheet, which, together with the report, will be found elsewhere, we note that £724 13s. 10d. has been written off machinery, plant, &c., being at the rate of 5 per cent. Inasmuch as the report states that the plant is up-to-date and in first-class order, this amount may be sufficient, though it is certainly not excessive; but it is the only sum written off any asset. On the credit side is £200,061 11s. 11d. for freehold and leasehold premises and goodwill of business. We should like these items separated, so that the shareholders could see exactly how much goodwill stands at, but in any case a substantial yearly sum should be written off it, as the small reserve fund of £6,500 is entirely inadequate. We note also that investments are put down at cost; this is a mistake, unless, indeed, they are worth what was paid for them, which is very unlikely, owing to the heavy depreciation of gilt-edged stocks. The total sum credited is £14,798 12s., but at a moderate estimate at least £500 should be written off for depreciation. We should like the prospects of the company better if the profits had not been fully distributed; a smaller dividend and a substantial sum written off would have been more to the real interest of the shareholders, especially as the capital is somewhat large.

"LA CINGARA," finest imported Mexicans.

Sole  
Importers:

MELBOURNE, HART & CO., 19, Basinghall St., E.C.



Manufacturers of the Popular Registered Brands of Cigars *Established 1832.*

*La Fragancia AND Gironde*

**JAMES STEEL & CO.**

ELAINE, Imperiales, Cissia, Paula, La Stella, My Fancy, La Aroma, El Globo, Courts, Fabarisa, Steel's Mexicans (Con. Fin. & Reg. Principe), etc.

TELEPHONE 5192. **FACTORY: 78, DUKE ST., LIVERPOOL.**

Telegrams, "AROMA, LIVERPOOL,"

N.B.—The Trade only Supplied. Price Lists on Application.

New Line.

LLOYDS'

**'Golden Melon' Mixture**



An entirely new blend of **rich** full-flavoured tobaccos, highly concentrated, and of delightful aroma.

**Packed in 2 oz. foils and 4 oz. tins, and showing a profit of 33% to Retailer.**

SOLE MANUFACTURERS:

**RICHARD LLOYD & SONS, LONDON.**

**ADOLPH ELKIN & CO.,**

**Wholesale Tobacconists,**

140 & 140A, HOUNDSDITCH, LONDON, E.C.

**Specialities.**—La Nikle, 1d., Rothschild Cigar; Zealandia, 2d., Imperial Cigar.

**PRICE LISTS FREE ON APPLICATION.**



ANOTHER month has gone and still the trade is anxiously waiting to know the amount of the bonus which the Imperial Tobacco Co. will give their customers. Rumours of all sorts have been flying about with regard to the prospectus of the new company, and, although we have reason to believe that it will be issued before we go to press, as it is already printed, we cannot give details with regard to it. It has been said in some quarters that this delay has done harm to the business of the company; this may be so, but we think that persons who express these views have not sufficiently considered the difficulties to be overcome before successfully launching a gigantic enterprise of this description. There are so many interests to be considered and so many points of detail to be arranged that a certain amount of delay is not only pardonable but unavoidable. It is true that the omniscient morning papers have been prophesying the advent of the prospectus day after day for some weeks past, but they have had no sound information to go upon, and simply evolved a vast number of details from their inner consciousness. This much, however, is certain, that the trade will be specially considered, and in this way no doubt a number of small investors will help to make the combination a very tower of strength.

—♦♦♦—

THE extremely able gentlemen who direct the affairs of Salmon & Gluckstein know well the value of advertisement, especially when it can be obtained for nothing, and, since the tobacco war started, the papers have been most generous in giving free advertisements to this company. First of all, there was the proposal of an agreement with the Alliance; this fell to the ground but still resulted in a good advertisement. Next, it was asserted that Mr. Duke was about to buy up the whole concern; then a rumour was spread, which we reproduce in detail elsewhere, to the effect that the Imperial Tobacco Company had agreed to guarantee the shareholders in Salmon and Gluckstein 11 per cent. per annum on their shares in return for certain arrangements to push their proprietary articles; and again, it has been stated that the entire business of the "cutters" had been acquired at a price not stated. It is difficult to say exactly how much truth there is in these various reports, but we have no doubt whatever that an agreement of some sort has been entered into between the Imperial Tobacco Company and the firm in question, and it is more than likely a reference will be made to it in the prospectus. In the meantime the shares have been bobbing up and down on the Stock Exchange, but have now steadily settled down to about 42s., at which price they look dear enough, as it is tolerably certain that they will be affected greatly by the increased price of raw material.

—♦♦♦—

LAST month, in dealing with the tobacco war, we commented upon the position of the outside manufacturer, and pointed out that unless he bestirred himself he would be a heavy sufferer from the increased competition. Our words have already been justified, and we have heard of several small manufacturers who have given up the struggle rather

than risk further capital in advertising and pushing their specialities. It is to be hoped that these cases will be few and far between. It is true that competition is keener than ever, and that the two combines will undoubtedly spend vast sums in advertising their goods, but still this does not shut out other manufacturers from doing good business too, provided they are prepared to deal generously with the retailers and to put their proprietary articles before the public in new and attractive shapes. It should be remembered that there is always room on the top, and we can say of our own knowledge that there never was a time when really high-class articles were more in demand. For instance, during the last few months quite a number of new and excellent smoking mixtures have been put upon the market at prices which, though moderate for their quality, are undoubtedly beyond the reach of the average smoker, and they are all having a good sale. The same remark applies to the best qualities of cigarettes, since there is a large class of customers who will have the very best and are prepared to pay a good price for them. The battle will rage most round the threepenny packet, and all sorts of devices will be resorted to to render this line attractive. Pictures and coupons of various descriptions, will, as before, be included, but we think that no manufacturer need be afraid of the result if he gives, as he can afford to give, a really sound cigarette, carefully manufactured and daintily packed. Curiously enough, despite the large sums which have been spent in advertising, we find upon inquiry that Ogden's Guinea Golds, besides other specialities of the American Tobacco Company, have recently not been so much in demand. Some people attribute this to patriotism, but we are rather inclined to think that this only partially explains the facts. No doubt since the war began many smokers, who had previously gone in for the American article, were induced to try the English instead, and having once done so they were so well satisfied that they continued their custom. Under all the circumstances we would say, stick to your guns, give renewed attention to detail, and in the end you will reap your reward.

---

WANTED.—SMART TRAVELLER, with connection amongst Tobacconists and Stationers, to carry samples of Walking Sticks and Games; state terms and ground covered.—W. Lindop, 38, Shudehill, Manchester.

TRAVELLER Wanted in the Fancy Pipe Line, who knows London well and has a good connection in the trade amongst retailers. Must furnish personal security from £300 to £500. When applying, furnish particulars of past experience in the fancy trade and state salary required. Apply Fancy, c/o *Cigarette World*, 2, Ellison Road, Barnes, S.W.

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#### DONT'S FOR CIGAR SMOKERS.

- Don't smoke fast; smoke slowly.
- Don't chew the end of a cigar.
- Don't wet it at all.
- Don't use a holder.
- Don't smoke continuously.—*Tobacco Leaf*.

T. VAFIADIS & CO.'S Cigarettes, packed in neat *tins* of 25 without extra charge. (MELBOURNE, HART & CO., 19, Basinghall St., E.C.)



# Freeman's 'Darvel Bay' (BORNEO) CIGARS STILL HOLD THE LEAD.



Sole Agents: **JOHN CARIDI & CO.,**  
5 & 6, Bury Court, St. Mary Axe,  
Telegraphic Address: "DRASTIC LONDON."  
Telephone: 477. Avenue. **LONDON. E.C.**



# Our Smoking Mixture.

**CIGARS NOT MADE IN GERMANY.**—Both King Edward and Kaiser Wilhelm have their cigars made expressly for them by the largest factory in Havana. King Edward favours a long and fat cigar—8 $\frac{1}{2}$  in. long and  $1\frac{1}{4}$  in. in diameter at the thickest part. The Kaiser prefers a much smaller cigar, one measuring 6 $\frac{3}{4}$  in. in length by  $1\frac{1}{8}$  in. in diameter. These cigars are not on sale to the general public. They are made up in lots of 1,000, which is the regulation order received from the Royal customers of the Cuban factory. Nevertheless, a few of these prize Havanas are kept on hand for sale to travellers as souvenirs, and in that way a connoisseur is able on special occasions to enjoy a Royal smoke. As might be supposed, the cigars are made from the choicest selected leaves, and by the best workmen in the factory. The men who roll the cigars for King Edward receive 1s. for each cigar they finish. These cigars are worth 4s. each in Havana, and if offered for sale in this country with the duty paid each would cost anything from 10s. upwards. It is only a few weeks ago that King Edward sent the factory an order for 1,000 cigars. The cigars made for the Emperor William cost about 1s. 3d. each in Havana, and in this country they would be worth 6s. 6d. each wholesale.

**THE POISONOUS CO-OPERATION OF ALCOHOL AND TOBACCO.**—The *Lancet* gives the following disquisition on the above subject and the moral seems to be, drink first and smoke afterwards, or *vice-versa*. Luckily, nothing is said about coffee, so the smoker can still enjoy his Mocha with his postprandial cigar. For this relief much thanks:—"It cannot be doubted that when evil effects ensue upon smoking tobacco they are very much intensified by indulgence in alcohol. Further, though even after a more than moderate indulgence in tobacco no toxic symptoms such as headache and stupor may supervene, yet such would probably be the case if alcoholic drinking was practised at the same time. The powerfully solvent action of alcohol is sufficient explanation of this. It is, of course, well known in pharmacology that the active constituents of drugs are, as a rule, readily soluble in alcohol though not in water, and hence the class of preparations known as tinctures. Similarly nicotine and the pyridine bases are very easily soluble in alcohol. The chief poisonous constituent of tobacco smoke is pyridine and not nicotine. Pyridine is a poisonous base not so easily soluble in water as in alcohol. Pyridine bases can be easily traced in the mouth of an immoderate smoker, and especially the smoker of cigars. An alcoholic drink is therefore calculated quickly to wash out this poisonous oil and to carry it into the stomach, absorption of the poison ensuing, giving rise to definite toxic symptoms, due not so much to alcohol or pyridine bases alone as to the combined action of both in the manner indicated. Such symptoms would probably be avoided if smokers would abstain from drinking alcohol at the same time that smoking is being indulged in. Many a headache or malaise would thus be guarded against if at the time of smoking no alcoholic beverage were taken. An alternative plan would be to pass all the smoke through an absorbent, such as water, as in the hookah, and thus to exclude the poisonous oils. In such a case the accompaniment of an alcoholic drink would doubtless be much less injurious."

**OUTSIDE THE SMOKE RING.**—With the formation of the Imperial Tobacco Company (of Great Britain and Ireland), one of the largest industrial enterprises of modern times has been called into being. Scattered up and down

the United Kingdom there are over 400 tobacco, cigar, and cigarette manufacturers. Of these only 13 firms compose the new company. These 13 firms are responsible for about one-half of the total output of tobacco and its products manufactured in Great Britain and Ireland. There are at least 30 large and old-established tobacco manufacturers not included in the new amalgamation. Fourteen of these are over a century old. Of manufacturers of flakes and navy-cuts in Great Britain and Ireland there are 41. Smoking mixtures are issued from 23 firms, and cigarettes from 58. Roll, pig-tail, and cake tobaccos are prepared by 43 factories; while there are 63 manufacturers of cigars. Shag, bird's-eye, and returns are supplied to the trade by 66 makers. There are 27 snuff houses, and sweetened tobaccos (manufactured in bond) are supplied by seven firms, of whom four are represented in the new company. An analysis of the Directory of the Tobacco Trade for 1901-2 shows that there are in Great Britain and Ireland over 22,000 tobacco dealers. To this total England contributes 18,000 (London 3,384). Scotland 1,900, Ireland 1,100, and Wales less than 900. The British isles of Alderney, Guernsey, Jersey, and the Isle of Man contain 148 tobacco dealers between them. Cigars are imported from Havana by 56 British firms, while 20 houses import cigars from Mexico. Two importers deal principally with Jamaica, and the Indian trade is divided between 15 houses. The new company's business will embrace all goods known to tobacco dealers.—*Evening News*.

**SMOKING IN THE STREETS.**—The earliest instance known of penalising smoking in the streets is in the Court books of the Manor of Methwald, in Norfolk. There is the following entry in the record of the Court held on October 14th, 1695:—"We agree that any person that is taken smoaking tobacco in the street shall forfeit one shilling for every time so taken, and it shall be lawfull for the petty constables to distraine for the same for to be putt to the uses above said (i.e., to the use of the town). We present Nicholas Barber for smoaking in the streets and doo amerce his one shilling." The same rule was repeated at Courts held in the years 1696 and 1699, but no other fine is mentioned at any subsequent Court.

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## THE PIPE AND THE MAID.

You're glad and joyful, Miss Lucille,  
Your heart is light and free;  
And with each merry kiss, Lucille,  
You show your love for me.

But when I start to smoke, Lucille,  
Your song—your laughter dies.  
You stop your jest and joke, Lucille;  
The sunshine leaves your eyes.

Still, should I have to choose, Lucille,  
Between the pipe and maid,  
And one I'd have to losè, Lucille—  
I'd keep the pipe, I'm 'fraid.

But think, before you scold, Lucille,  
How long I'd have to wait!  
For you're but eight years old, Lucille,  
While I am twenty-eight.

NICK O'TEEN.—*Tobacco Leaf*.

**T. VAFIADIS & CO.'S EGYPTIANS**

leave a good margin of  
profit to the Retailer, and

are not cut.

(MELBOURNE, HART & Co.,  
19, Basinghall St., E.C.)



**Robinson & Barnsdale,**

Limited,

**'Cuba  
Superba.'**

**T**HE unprejudiced connoisseur who does not buy a cigar solely because it is a Havana, but relies on quality, flavour, and aroma, will find it impossible to obtain a better medium-priced and thoroughly reliable Cigar than the . . .

**British Made**

A New Blend of the most choice Tobaccos,  
Hand Made by most experienced

**'CUBA SUPERBA.'**

**British Workmen.**

**'Cuba Superba,'**

OBTAINABLE IN  
VARIOUS SIZES.

THE RELIABLE  
CIGAR.

**'Cuba Superba.'**

**Robinson & Barnsdale, Ltd.,**

**Nottingham and London.**



# Trade News and Notes.

THE BRITISH IMPERIAL TOBACCO CO. has bought the Cabanas Carvajal, one of the oldest cigar factories in Cuba, as an off-set to the purchase by the American Trust of Clay & Bock.

**MARRIAGE OF MR. H. W. SECCOMBE WILLS.**—On January 20th a marriage was solemnised at Eldad Chapel, Guernsey, between Mr. H. W. Seccombe Wills, the eldest son of Mr. Frank W. Wills, of Bristol, and Miss Mabel Domaille, of Guernsey. The officiating ministers were the Rev. E. Mann, of Clevedon, Somerset, and the Rev. G. Hirst, pastor of Eldad. The bride, who was given away by her aunt, Miss Domaille, was attended by three bridesmaids—Miss Mary Domaille, cousin of the bride; and the Misses Katie and Evelyn Wills, sisters of the bridegroom; while Mr. Frank Wills, jun., brother of the bridegroom, acted as best man. The newly-married pair left by the L. and S.W. mail boat for Southampton *en route* for Torquay, where the honeymoon is being spent. The presents were numerous and handsome.

**BRISTOL TOBACCO DUTIES.**—The tobacco duties collected at this port during 1901 amounted to £1,840,204, as compared with £1,597,525 in 1900, an increase on the year of £242,679. The largest monthly collection was in February last, £491,291, paid chiefly in anticipation of the Budget, and, as it proved, unnecessarily. The reaction came in the few following months, for in May only £23,000 was collected. By the end of the half-year, however, £955,468 was collected—a sum equal to the collection for a whole twelvemonth a few years ago.

**MR. MARCUS GOODBODY, J.P.**, chairman of the firm of J. P. & R. Goodbody, has been unanimously re-elected chairman of the Port and Docks Board, Dublin.

**MESSRS. SALMON & GLUCKSTEIN** seem determined to push their business among the canny Scots, and have opened a new branch at Aberdeen.

Fulhamites have still another tobacconist, as the **SALISBURY CIGAR STORES** have started business at 3, Salisbury Pavement, Fulham.

**MR. ALFRED STANWAY**, a Widnes tobacconist, has been fined 5s. costs for having an unstamped scale in his possession. The scales were, however, found to be correct.

**THE AMERICAN TOBACCO COMPANY. SENSATIONAL RISE IN THE STOCK.**—There has been a lull in the tobacco war in this country, but in America the great rival of the British company has had a sensational time. In a week the price of the shares advanced over 100 points, one day alone gaining 36½ points. The reason for the rise is attributed in some quarters to manipulation and in others to the favourable character of the report shortly to be published. Another matter on which some official information is expected soon is the new acquisitions of the company in England, Germany, and France. It is said that the American Tobacco Company has secured a large plant in Dresden, Germany, and that another

strong German company has been absorbed within the last month or so. The deal involving the absorption of the Havana Commercial Company by the Universal Tobacco Company is also expected to be consummated in a few weeks. The reorganisation committee of the Havana Commercial Company have about completed their labours, and the next step will be the transfer of its business to the Consolidated concern. Cuba is the stronghold of the Havana Commercial Company, and under new management the trade of the company on that island will be developed for all it is worth. It is understood, too, that the Consolidated Tobacco Company now has its eyes on Russia.—*Financial News.*

**THE BRITISH AND COLONIAL TOBACCO INDUSTRY** have opened a shop in Easy Row, Birmingham, with a large selection of goods.

**MESSRS. FISHER, LTD.**, have opened a shop in John Bright Street, Birmingham, formerly carried on by Ash and Brain, as tobacconists and hairdressers.

**MESSRS. FISHER, LTD.**, are also about to open a shop in Corporation Street, Birmingham, in up-to-date style as tobacconists and cigarette manufacturers.

**OGDEN'S, LTD.**, have been very active in Birmingham, having engaged expert window dressers to dress customers' windows gratuitously.

The employees of **MESSRS. JOSEPH COHEN & SON**, cigar importers, 80, Buchanan Street, Glasgow, held a successful dance in the Charing Cross Hall, on February 5th. About 70 couples were present. After Mr. Paterson, the manager, had made a few remarks,

Mr. Cohen, sen., addressed the gathering. At the intervals songs were given by members of the company, and altogether a pleasant evening was spent.

**BIRMINGHAM TOBACCONISTS' ASSOCIATION.**—The fourteenth annual meeting of the Birmingham and District Tobacconists' Trade and Benevolent Association was held at the Colonnade Hotel on February 4th, the President, Mr. F. A. Badman, in the chair. The committee's report showed a balance of income over expenditure for the year of £15, 5s. 10d., bringing the total funds of the Association to £385 17s. 6d. A further falling off in members' subscriptions had taken place. The report also stated that the decision of the Association not to affiliate itself with the Alliance had certainly justified itself.—The report was adopted, and in proposing that Mr. J. E. Margoschis be elected President of the Association, Mr. Badman urged the members not to sell any brand of tobacco which did not bear a living profit. The trade had been lean enough in the past, and it was for them to make it better in the future. As to what the American combine was going to do they were in the dark. They had been told that they had promised a bonus of 1 per cent. to members of the Alliance, but this was a myth. The American company had done nothing of the kind; they had offered a 20 per cent. profit on all the goods they sent out, but they had offered it generally to members of the

**TEOFANI'S**  
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**CIGARETTES**  
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**GOLD MEDAL**  
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In Three Strengths, . . .

Mild, Medium, and Full.

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SOLE MANUFACTURERS—

**WM. CLARKE & SON, L<sup>TD.</sup>,**

LIVERPOOL AND LONDON.



## TRADE NEWS AND NOTES—continued.

trade, and not to the Alliance or to any particular association. The Imperial people had foreshadowed that they intended to set aside an amount for a bonus for the trade, but what that was going to be no one knew. He hoped that, whilst giving a living profit, they would surround it with such restrictions as would prevent any tobacconist giving it away to the wholesale firms.—Mr. D. Harcourt seconded the motion, and it was carried.—A hearty vote of thanks was accorded to Mr. Badman for his twelve years' service as President.—Mr. Harcourt was elected Vice-President, Mr. J. Booker, Treasurer, and Mr. J. Silvester, Secretary.

## Limited Companies.

**HENRY CLAY AND BOCK & CO.**—The following circular has been issued by the Secretary:—"With further reference to the announcement recently made in the press and transmitted to you by circular, to the effect that your directors were engaged in negotiations for a working agreement with an American company, I am instructed to inform you that those negotiations have now been concluded. It has not, however, been found possible to effect a working agreement in the ordinary sense of the term, but the syndicate representing the American company have made, subject to its acceptance by the holders of 10,000 out of the 16,000 shares of which the ordinary capital of the company is composed, the offer which accompanies. This offer provides that for every ordinary £10 share deposited with certificate and transfer on or before March 23rd next they will pay £15 in cash, and the shares so transferred will not lose their right to participate in any dividend up to 10 per cent. which, when the accounts have been made up and audited, the directors may recommend to be paid out of the profits for the year 1901. The shares purchased will be transferred to a voting trust consisting of three trustees, two of whom will be appointed by the board of this company. The shares will remain registered in the trustees' names for ten years, so that for that period the administration of the company will continue under the control of the board for the time being. Having regard to all the surrounding circumstances, and especially to the great probability that an attempt will be made to apply the system of competition, much in favour just now with American capitalists, to the industries of Cuba, the price offered for your ordinary shares appears to your directors to be a good one. So far as they are holders they are willing to accept it themselves. They desire, moreover, to point out that if you intend to accept the offer it will be to your interest to do so without unnecessary delay, because, as before stated, it is an essential condition of the purchase that 10,000 out of the 16,000 shares of the company shall be deposited within the stipulated period, and no cash can be paid until that condition has been complied with. The immediate consideration for the 50 per cent. premium offered for this company's ordinary shares is

the management by Mr. Bock, *pari passu* with those already under his supervision, of the brands and businesses which the syndicate will control, and which may generally be described as those at present identified with the Havana Commercial Company. Opinions may differ as to whether one man can undertake so much without risk of being over-weighted, but your directors take the view which is taken by Mr. Bock himself, that compensation for the enlarged area will be found in the easier conditions of work conducted under a sense of security against aggressive competition."

**MR. JOHN RUTTER**, of Phoenix Lodge, Eastbourne, and of the firm of Rutter & Co., 66, Great Queen Street, tobacco manufacturers, who died on November 30th, aged 60 years, left personal estate valued at £9,560.

**MESSRS. W. D. & H. O. WILLS**, who recently amalgamated with certain Australian firms, are now doing an enormous trade in that Colony.

**MESSRS. SAMUEL COHEN & CO.**, cigar importers, of Holborn Viaduct and Great Saffron Hill, E.C., wish to state that they are in no way connected with the Mr. Samuel Cohen, cigar merchant, whose name has been mentioned in the Bankruptcy Court.

**BRYANT & MAY.**—A dividend at the rate of 7s. per share for the half-year ended December 31st last on the Preferred shares is payable on February 1st.

**HUGE MATCHMAKING UNION.**—Negotiations are on foot for the forming of a European union in the match-making industry, headed by **MESSRS. BRYANT & MAY** and the **DIAMOND MATCH COMPANY**. Some months ago, when the English and American companies amalgamated, it was decided to take certain steps towards placing British matches in the European markets, and to this end a large factory was established in Germany. During the past month four members of the company have visited the principal Continental centres of the industry, and as the result of this an important meeting of

representatives of various European manufacturers has just been held in London. The countries visited included Norway, Sweden, Belgium, and Germany. Norway and Sweden have for many years been regarded as the centres of the match industry, the manufacturers of these countries having been responsible for the greater part of the European supply. A combination of the nature indicated would thus put the control of the market largely into British hands.

It is understood that the **BRITISH TOBACCO COMBINE** is about to produce a penny packet of cigarettes to compete with Ogden's "Tabs." Messrs. Wills's Cinderellas, sold at a penny a packet, have a very large sale.

**VENNER'S CIGARETTE MACHINE.**—Mr. Justice Byrne, on January 16th, acceded to an application that the petition of G. S. Howell for the winding up of this company should be dismissed without costs on certain terms agreed. No other creditor appeared on the petition, and nobody asked for costs.

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Quo Vadis? To Millhoff's to order Pick-Me-Up Cigarettes.



## TRADE NEWS AND NOTES—continued.

NEW LONDON BORNEO TOBACCO CO. — An interim dividend of 4 per cent., free of income tax, has been declared by the directors of the above company.

NEW COMPANIES. YORKSHIRE TOBACCONISTS' SUPPLY CO., LTD. — Registered January 30th, with a capital of £4,000 in £1 shares. Object, to carry on business as manufacturers of and dealers in tobacco, cigars, cigarettes, matchlights, pipes; as snuff grinders, box merchants; to deal in and with the raw materials used in the manufacture of the same; to build warehouses, and to acquire and turn to account any patents, patent rights, &c., and with a view to the above objects to adopt an agreement made January 3rd, 1902, between M. S. Walsh, of the one part, and T. H. Oldfield, for this company, of the other part. No initial public issue.

ABDULLA & CO., LTD. — Registered January 2nd, with a capital of £2,000 in £1 shares. Object, to carry on the business of importers, exporters, and manufacturers of and dealers in goods, wares, and merchandise of all kinds, and, in particular, tobacco, cigarettes, cigars, matchlights, pipes, and smokers' requisites.

LA PALMA TOBACCO CO. (COMPANIA GENERAL DE TABACOS DE LA PALMA), LTD. — Registered January 25th, by M. L. B. Braund, 6, Gray's Inn Square, W.C., with a capital of £10,000 in £1 shares. Objects, to adopt an agreement with P. A. D. Head, and to carry on in La Palma, or elsewhere, the business of tobacco growers, manufacturers and merchants, &c.

UNITED LANKAT PLANTATIONS. — At the thirteenth ordinary general meeting of the above company, held on January 14th, at Winchester House, Old Broad Street, Mr. G. H. Drought in the chair, the following report and balance sheet were presented to the shareholders:—

Your directors now beg to lay before you Profit and Loss Account and Balance Sheet for the year ending October 31st, 1901.

After writing off £885, and interest £341 12s. 8d. (together £1,226 12s. 8d.), for depreciation of leases, the net profit on the year's operations is £63,375 9s. 8d., to which has to be added £1,001 9s. 5d. carried forward from last account, making a total of £64,376 19s. 1d. to credit of Profit and Loss Account.

	£	s.	d.
The dividend on preference shares absorbed	1,911	6	0
Interim dividends of 5 per cent., free of income tax, on the ordinary shares paid July 1st, 1901	10,316	5	0

And your Directors now recommend—

A further dividend of 5 per cent. on the ordinary shares, free of income tax	10,316	5	0
A bonus of 5 per cent. on the ordinary shares, free of income tax	10,316	5	0
To be carried to general reserve account	27,000	0	0
Leaving to be carried forward to new account	4,516	18	1

£64,376 19 1

The general reserve will stand at £85,000 and the reserve for depreciation of leases at £12,614 9s. 2d. (together £97,614 9s. 2d.).

The company's 1901 crop, from 1,206 fields, about to be shipped home, is as follows:—

Brahang Estate	4,800	piculs = 600,000	half-kilos.
Tjermin Estate	4,080	" = 510,000	"
Doerian Moelau Estate	2,350	" = 293,750	"
Soengei Gerpa Estate	1,728	" = 216,000	"
	12,958		1,619,750

For 1902—crop on about 1,220 fields is being cultivated, and latest advices from the estates are satisfactory.

According to the Articles of Association, Mr. H. H. Nelson retires from the Board, and being eligible offers himself for re-election.

The auditors, Messrs. Gane, Jackson, Jefferys and Wells, also retire, and offer themselves for re-election.

By order of the Board,

W. M. REEVES, Secretary.

January 6th, 1902.

## BALANCE SHEET, October 31st, 1901.

Dr.	£	s.	d.	£	s.	d.
To share capital—						
400,000 ordinary shares of £1 each and 50,000 cumulative preference shares of £1 each	450,000	0	0			
Issued—						
206,325 ordinary shares	206,325	0	0			
19,113 preference shares	19,113	0	0			
				225,438	0	0
225,438						
„ Bills payable				5,000	0	0
„ Sundry creditors—						
London accounts	18,478	2	9			
Sumatra accounts	4,224	19	3			
				22,703	2	0
„ General reserve				58,000	0	0
„ Reserve for depreciation on leases of property				12,614	9	2
„ General Profit and Loss Account—						
Balance, as per account				53,105	1	1
				£376,860	12	3
Cr.						
By Leasehold property in Sumatra—						
As per last account				169,469	11	6
„ Buildings, stores, cattle, light railways, main road, bridges, &c.—						
Value at this date as per inventories				18,475	7	8
„ Tobacco crops, 1901 and 1902—						
Expenditure in Sumatra to date				61,912	8	0
„ Office furniture and fittings—						
Less depreciation written off				211	12	8
„ Sundry debtors—						
London accounts	1,375	9	8			
Sumatra accounts	5,368	17	10			
				6,744	7	6
„ Cash—						
On deposit	115,000	0	0			
At bankers and in hand—						
London	2,117	1	8			
Sumatra	2,930	3	3			
				120,047	4	11
				£376,860	12	3

## PROFIT AND LOSS ACCOUNT.

From November 1st, 1900, to October 31st, 1901.

Dr.	£	s.	d.	£	s.	d.
To London expenses—						
Directors' fees and Managing Directors' remuneration	1,100	0	0			
Salaries, rent, travelling expenses, printing and stationery, law costs, audit fee, telegrams, &c.	1,677	19	6			
				2,777	19	6
„ Discount on account sales, &c.				1,725	12	5
„ Managers' commissions				17,354	18	0
„ Income tax				1,263	13	9
„ Depreciation on leases of property—						
Amount written off				885	0	0
„ Depreciation on office furniture				25	12	6
„ Balance, being net profit carried to General Profit and Loss Account				63,375	9	8
				£87,408	6	4
Cr.						
By crop 1900 accounts—						
Gross profit				84,203	5	3
„ Interest on deposits, &c.	3,328	6	11			
Less interest credited to reserve for depreciation of leases				341	12	8
				2,986	14	3
„ Transfer fees				39	17	0
„ Exchange				177	9	4
				£87,408	6	4

**PICK-ME-UP Cigarettes.** The most profitable and quick-selling line for your shop.



## TRADE NEWS AND NOTES—continued.

GENERAL PROFIT AND LOSS ACCOUNT.  
FROM NOVEMBER 1ST, 1900, TO OCTOBER 31ST, 1901.

Dr.	£	s.	d.	£	s.	d.
To Dividends paid, as under—						
1900.						
November 1st, 5 per cent. on preference shares for six months to October 31st (less income tax) .....	955	13	0			
1901.						
February 5th, final dividend 5 per cent. on ordinary shares for 1899-1900 (free of income tax) .....	10,316	5	0			
May 1st, 5 per cent. on preference shares for six months to April 30th (less income tax) .....	955	13	0			
July 1st, interim dividend 5 per cent. for 1900-1901 on ordinary shares (free of income tax) .....	10,316	5	0			
.. Balance carried down .....				22,543	16	0
				53,105	1	1
				£75,648	17	1
Cr.						
By Balance, as per last account .....				10,273	7	5
.. Amount transferred from general reserve, as per resolution of January 22nd, 1901 .....				2,000	0	0
.. Net profit for the year to October 31st, 1901, as per Profit and Loss Account .....				63,375	9	8
				£75,648	17	1
.. Balance brought down .....				£53,105	1	1

On the motion of the Chairman, the following resolution was then put and carried unanimously:—"That the directors' report, balance sheet, and profit and loss account to October 31st, 1901, be adopted; that a dividend of 5 per cent. and a bonus of 5 per cent. (both free of income tax) be paid, on and after Tuesday, the 28th inst., to all shareholders on the register of ordinary shares at this date, this dividend and bonus, together with the 5 per cent. *interim* dividend (also free of income tax) paid on July 1st last, making a total distribution of 15 per cent. for the year 1900-1901 to the ordinary shareholders; that the sum of £27,000 be placed to general reserve account, and £4,516 18s. 1d. be carried forward."

It was further decided to take steps to alter the Articles of Association so that the extra remuneration to which the directors were entitled after payment of 15 per cent. dividend should also be extended to the reserve fund.

Mr. H. H. Nelson was re-elected a director, and the proceedings closed with a vote of thanks to the Chairman and to the directors.

**BARON CIGARETTE MACHINE CO. LTD.**—The annual general meeting was held on January 27th, at the offices, St. James's Place, Aldgate, Sir A. J. Newton in the chair. The following report and accounts were presented:—

The directors have pleasure in submitting the Balance Sheet and Profit and Loss Account for the year ending December 31st, 1901.

It will be noticed that a dividend of 7 per cent. has been received on the 365 shares of the Prudencio Rabell Cigarette Machine Company, held by this company.

The sum of £6,000, sale of the Australian and New Zealand patent rights of the Baron Cigarette Machine, has been written off the patent rights valuation.

The amount standing to the credit of profit and loss, including the balance brought forward from the previous year, and after writing off the usual depreciations on machinery, tools, &c., is £40,452 14s. 1d. which the directors propose to deal with as follows:—

	£	s.	d.	£	s.	d.
To write off the Patents (in addition to the £6,000 above referred to), reducing their book value to £50,000 .....	10,194	13	6			
Interim Dividend of 5 per cent. paid in July, 1901 (tax free) .....	6,000	0	0			
To pay a further Dividend of 7½ per cent., making 12½ per cent. for the year, free of Income Tax .....	9,000	0	0			
And to carry forward to next year the balance of .....				25,194	13	6
				15,258	0	7
				£40,452	14	1

In accordance with the Articles of Association, Mr. Sigmund Sinauer retires by rotation, and is eligible for re-election as a director. The auditors, Messrs. Parnell and Co., also retire, but offer themselves for re-election.

By order of the Board,

EDWIN H. BELL, Secretary.

## BALANCE SHEET, December 31st, 1901.

Dr.	£	s.	d.	£	s.	d.
To Nominal Capital in Shares of £1 each .....	£120,000					
.. Capital issued—						
45,000 Shares issued as fully paid to Vendors in part payment of Purchase of Patents, &c. ....	45,000	0	0			
75,000 Subscribed and fully paid .....	75,000	0	0			
				120,000	0	0
120,000						
.. Sundry Creditors .....				2,985	5	6
.. Profit and Loss Account .....				24,258	0	7
NOTE.—There is a further liability, under Clause 73 of the Articles of Association, in respect of Directors' Remuneration, which is not provided for in these accounts.						
				£147,243	6	1
Cr.						
By Purchase of Patent Rights .....	111,878	18	6			
.. Less Patents sold and amounts written off to December 31st, 1900 .....	46,878	18	6			
Amount as per last Balance Sheet .....	65,000	0	0			
Add cost of Patent Rights since acquired .....	1,100	0	0			
Stamps and Expenses, &c. ....	94	13	6			
				66,194	13	6
.. Less Proceeds of Sale of Australian and New Zealand—Patent Rights, 1901 .....	6,000	0	0			
.. Written off, 1901 .....	10,194	13	6			
.. Cash at Bank and in hand .....	16,194	13	6	50,000	0	0
.. Investments—				30,983	15	0
.. In Consols and London County Council Stock, at cost .....	3,225	0	0			
.. 365 Shares of 100 dols. each in the Prudencio Rabell Cigarette Machine Company, fully paid, received in part payment of Patent Rights sold .....	7,453	2	4			
.. £10,000 Leicester Corporation 3 per cent. Stock .....	9,255	11	3			
				19,933	13	7
.. Less Written off Consols .....	345	0	0	19,588	13	7
.. Debtors on Open Accounts (part of the Book Debts for Machines sold is payable over a period ending October, 1903) .....				38,689	9	10
.. Machines on hire .....	4,913	0	0			
.. Less written off, 1901 .....	220	0	0	4,693	0	0
.. Stock of Accessories (under cost) and machines in course of construction .....				1,086	6	1
.. Stock of Tools .....	300	16	8			
.. Less depreciation written off, 1901 .....	100	16	8	200	0	0
.. Plant, Machinery, Fittings and Patterns, as per last account .....	1,480	0	0			
.. Additions during the year .....	528	6	4			
				2,008	6	4
.. Less depreciation written off, 1901 .....	268	6	4	1,800	0	0
.. Office Furniture, as per last Account .....	130	0	0			
.. Additions during the year .....	19	19	6			
				149	19	6
.. Less depreciation written off, 1901 .....	9	19	6	140	0	0
.. Insurance, &c., paid in advance .....				62	1	7
				£147,243	6	1

## PROFIT AND LOSS ACCOUNT for the year ending December 31st, 1901.

Dr.	£	s.	d.	£	s.	d.
To Directors' and Auditors' Fees .....	925	0	0			
.. Special Remuneration to Directors under Clause 73 of the Articles of Association, to December 31st, 1900 .....	653	12	8			
.. Salaries .....	1,250	4	6			
.. Rent, Rates, Taxes, Light .....	377	17	2			
.. Income Tax .....	1,909	1	0			
.. Law Costs .....	495	4	5			
.. Advertising .....	125	5	10			

*Mahomet went to the Mountain. If you want Mahomet Cigarettes go to Millhoff.*



## TRADE NEWS AND NOTES—continued

To Printing, Stationery, Postages, Cables, &c.	£	s.	d.
.. Patent Renewals	57	0	7
.. Bank Charges	120	5	0
.. Depreciation of Plant and Fittings and Office Furniture, &c.	530	2	0
.. Depreciation of Consols (written down to 93)	345	0	0
	6,813	6	0
.. Balance down, being net Profit for the year	35,449	12	6
	£42,262	18	6
.. Interim Dividend of 5 per cent. paid in July, 1901	6,000	0	0
.. Amount written off Patents	10,194	13	6
.. Balance carried to Balance Sheet	24,258	0	7
	£49,452	14	1
Cr.	£	s.	d.
By Gross Profit on Trading	41,324	7	11
.. Transfer Fees	4	12	6
.. Interest	411	11	11
.. Dividend on Shares in Prudencio Rabell Cigarette Machine Co.	522	6	2
	£42,262	18	6
.. Balance down	35,449	12	6
.. Amount brought forward from last year	5,003	1	7
	£40,452	14	1

The Chairman, in moving the adoption of the report and balance sheet, said he thought they might congratulate themselves on the year's working. The gross profit amounted to £41,324, or an increase of £16,997 on that of the previous year. The patent rights stood at £111,878, their original cost, including the £10,000 paid for the packing machine, which was acquired in 1900. The amount of this purchase had since been practically earned in profits. Last year they wrote off the cost of patents the £6,000 received from the sale of the Australia and New Zealand patent rights and a further sum of £10,194 out of profits, and the patents now stood in their books at a value of £50,000. When the packing machine was purchased an option was also taken to acquire the balance of the rights to this patent all over the world excepting France, and the Board had determined to exercise this option, which would cost £5,000. An interim dividend of 5 per cent. was paid last July, and the directors now propose a further dividend of 7½ per cent., both tax free.

Mr. Bernard Baron seconded, and the motion was unanimously carried. A resolution was then passed to the effect that the sum of £30,000 proposed to be returned to the shareholders "out of net profits earned by the company other than by the sale of patent rights" was subject to the 5 per cent. payable to the directors under clause 73 of the Articles of Association.

At an extraordinary general meeting held subsequently a resolution was passed reducing the capital of the company from £120,000 in shares of £1 each to £90,000 in shares of 15s. each, the reduction to be effected by returning capital to the amount of 5s. per share.

R. & J. HILL LTD.—The following Report and Balance Sheet were presented to the shareholders of the company at the fifth ordinary general meeting, held at the Cannon Street Hotel, Cannon Street, E.C., on Thursday, February 6th, 1902:—

The directors have the pleasure to submit to the shareholders the accounts of the company's trading for the year 1901.

The amount to credit of the Profit and Loss Account, including premiums on shares (less expenses of issue), is £18,638 9s. 11d., and after deducting therefrom directors' fees, salaries, trustees' and auditors' fees, and other items as shown, there remains a profit for the year of £14,748 10s. 10d., which, with the amount brought forward from the last balance sheet (£1,276 2s. 5d.), leaves

a total profit of £16,024 13s. 3d. to be dealt with. Interest on debenture stock, dividend on the preference shares, interim dividend on the ordinary shares, and the amount written off plant, machinery, and fittings account have been charged against this sum. From the balance remaining the Directors recommend that the sum of £1,000 (inclusive of the amount received for premiums on shares) be added to the Reserve Fund, bringing it up to £6,500; that a dividend on the ordinary shares be paid at the rate of seven per cent. per annum for the half-year ending December 31st, 1901 (making six per cent. for the year), and that the balance be carried forward to next account.

The competition prevalent in 1900 has been intensified during the past year by the advent of the American Tobacco Company, and the subsequent formation of the Imperial Tobacco Company, comprising thirteen British manufacturing concerns. The trade generally has shown little, if any, expansion during the year, the Board of Trade returns for the total amount of tobacco cleared for home consumption actually recording a decrease.

In view of these circumstances and of the directors' decision not to take business on terms that meant utilisation of material without profit, they are satisfied with the character of the trade done by the company, although it is slightly less in amount than for the previous year.

A steady progress has been manifested in the company's higher grade tobaccos, particularly in Badminton Smoking Mixture, which the directors consider can now be more extensively advertised with advantage, its popularity having been otherwise fully tested. Hill's Imperial Cigarettes have also shown good progress, and when once their superiority is generally known it is anticipated they will have a large sale; with this object the directors have arranged for these also to be brought more prominently before the public, thus marking a new departure, the company having been hitherto a comparatively small advertiser.

The equipment of the company's factories and plant is thoroughly up to date and in first-class order, and the directors are prepared to enter into such active competition as they may consider the interests of the business and the exigencies of the moment warrant, and they anticipate that the company's resources are such that, although profits may be temporarily reduced, they will subsequently find their level upon the basis of a good article at a fair price.

The directors offered 15,000 ordinary shares in May last to existing shareholders, who subscribed for £11,000, and this amount being sufficient for the present requirements of the business no applications were invited from the public.

Mr. Hugh Bryan retires by rotation, and offers himself for re-election.

The auditors, Messrs. Cooper Brothers & Co., retire, and offer themselves for re-election.

By order of the Board,

January 22nd, 1902.

WILLIAM DAW, Secretary.

## BALANCE SHEET, December 31st, 1901.

Dr.	£	s.	d.	£	s.	d.
To Share Capital, authorised:—						
.. 19,000 Five per cent. Cumulative Preference Shares of £5 each	95,000	0	0			
.. 145,000 Ordinary Shares of £1 each	145,000	0	0			
	£240,000	0	0			
Issued and fully paid up:—						
.. 19,000 Five per cent. Cumulative Preference Shares of £5 each	95,000	0	0			
.. 106,000 Ordinary Shares of £1 each	106,000	0	0	201,000	0	0
.. Mortgage Debenture Stock—						
£80,000 Four per cent. Irredeemable First Mortgage Debenture Stock				80,000	0	0
.. Reserve Fund				5,500	0	0
.. Creditors—						
Sundry Creditors	3,888	15	5			
For Outstanding Warrants for Debenture Interest and Dividends, <i>per contra</i>	3,752	16	8	7,641	12	1

**Mahomet Cigarettes in 10's, 20's, 50's, and 100's, and by weight. Splendid line for every tobacconist.**



## TRADE NEWS AND NOTES—continued.

	£	s.	d.	£	s.	d.
To Profit and Loss Account—						
Brought forward from last Balance Sheet	1,270	2	5			
Balance brought up	14,748	10	10			
	16,024	13	3			
<i>Less—</i>						
Debtore Interest to	£	s.	d.			
December 31st, 1901	3,200	0	0			
Preference Dividend to						
December 31st, 1901	4,750	0	0			
Interim Dividend on						
Ordinary Shares at						
5 per cent. per annum						
to June 30th, 1901...	2,391	7	9			
Amount Written off—						
for Depreciation,						
Plant, Machinery,						
&c., at 5 per cent.						
per annum ...	724	13	10			
	11,066	1	7	4,958	11	8
				£299,100	3	9
<i>Cr.</i>	£	s.	d.	£	s.	d.
By Freehold and Leasehold Premises and						
Goodwill of Business ...				200,061	11	11
Plant, Machinery, and Fittings ( <i>less</i>						
Depreciation) ...				13,371	8	3
Stock in Trade at cost or under ...				41,802	7	5
Book Debts (after allowing for Bad and						
Doubtful Debts) and Payments in						
Advance ...				23,291	0	6
Investments, viz.—						
Colonial Registered and Inscribed						
Stocks, at Cost ...				10,798	19	0
Debentures and Share at Cost ...				4,900	0	0
Cash—						
At Bankers, Current Account	1,812	5	3			
Debtore Interest and Dividend						
Warrant Accounts, <i>per contra</i> ...	3,752	16	8			
In Hand ...	209	14	9			
				5,774	16	8
				£299,100	3	9
PROFIT AND LOSS ACCOUNT, year ended December 31st, 1901.						
<i>Dr.</i>	£	s.	d.	£	s.	d.
To Directors' Fees ...	700	0	0			
Salaries, Managing Director, Assistant						
Manager, Secretary, and Registrar ...	1,375	0	0			
Trustees' Fees ...	157	10	0			
Auditors' Fees ...	84	0	0			
Income Tax, Law Expenses, and Insur-						
ance ...	798	11	4			
Reserved for Bad Debts ...	300	0	0			
Interest Charges ...	474	17	9			
				3,889	19	1
Balance Carried to Balance Sheet ...				14,748	10	10
				£18,638	9	11
<i>Cr.</i>	£	s.	d.	£	s.	d.
By Profit on Trading ...				17,451	14	6
Interest on Investments ...				620	16	7
Transfer Fees ...				31	3	6
Sundries, viz.—						
Premiums on 11,000 Ordinary Shares ...	550	0	0			
<i>Less</i> Expense of Issue ...	119	10	8			
Profit on Sale of Property ...	430	9	4			
	104	6	0			
				534	15	4
				£18,638	9	11

At the meeting Mr. H. B. Praed (the Chairman) referred to the loss imposed upon manufacturers in the tobacco trade by the increased duty, by which the company's profits had been affected by over £3,000. The American competition and the formation of the Imperial Tobacco Company had lowered prices and increased the competition. In some directions the cheaper grades of tobacco had been sold without profit, and in view of a possible increase in the price of raw material the Board decided that unless a profit could be made they would refuse those orders, which meant utilisation of material ultimately to be replaced at a higher cost. Particular attention had been

given to the development of the company's best class tobaccos, and they had decided to advertise the Badminton Mixture more extensively, as also Hill's Imperial Cigarettes, which they believed would be another valuable proprietary article. Although the year had been a bad one for profit-making, it would not be considered unsatisfactory when they were able to recommend a dividend at the rate of 7 per cent. for the last six months, making 6 per cent. for the year. Besides this, £1,000 had been added to the reserve fund, bringing it up to £6,500.

The report was unanimously adopted.

## Fires.

On January 17th, at 4.30 a.m., the fire brigade was summoned to a fire which had broken out on the premises of Messrs. GALLAHER LTD., York Street, Belfast. It was found that a quantity of tobacco stems on the top of the boiler were alight, but the fire was speedily put out and the damage was slight.

Shortly before noon on January 26th fire was discovered to have broken out in the premises in Queen Street, Aberdeen, occupied by Messrs. WM. RATTRAY & SONS, tobacco and snuff manufacturers. A young man passing the shop noticed volumes of smoke issuing from the premises and immediately called the attention of the police to the circumstance. The fire brigade was summoned, and, on breaking open the shop door, it was found that the front part of the building was enveloped in smoke and flames, while the flooring had been burned through. The flames were fiercest in a portion of the premises which had been partitioned off from the main shop as an office. Notwithstanding the alarming appearance which the fire presented, the firemen managed to subdue the fire in a very short time, but not before a very considerable amount of damage had been done. A large stock of tobacco in the shop was practically ruined by the smoke and water, while the premises also were seriously damaged. It is estimated that the total damage will amount to £800. The stock and buildings, which are the property of Messrs. Rattray and Sons, are insured with the Yorkshire Insurance Company.

On January 15th Mr. HARRY SPENCE, a tobacconist and hairdresser, of Bright Street, Nottingham, discovered the ceiling of his shop to be on fire. He immediately gave the alarm through the Albert alarm post. The fire brigade quickly extinguished the flames before any serious damage had been done. The overheating of a stove pipe was the cause of the outbreak.

## Foreign.

GIBRALTAR INCREASES TOBACCO DUTY.—The Board of Trade have received a copy of an Ordinance (No. 1 of 1902) amending the "Revenue Ordinance 1898" (No. 2 of 1898). The new Ordinance came into force on the 9th January, 1902, and increases the duty on tobacco imported into Gibraltar from 1d. to 2d. per lb. from that date.

THE GREEK CIGARETTE COMPANY.—According to the last issue to hand of the *Levant Herald* the negotiations between the Hellenic Government and Mr. John Pasmazoglu, representing the Bank of Athens, for the formation of a big company for the manufacture of cigarettes, have been concluded, and the convention will be signed as soon as the Commission of Control shall have approved it. The company is to have a share capital of two million drachmæ. It will be authorised to establish



## TRADE NEWS AND NOTES—continued.

factories in Athens and in the provinces, paying an annual royalty of 2,000 drachmæ for each, the salaries and wages being paid by the Government. The State further engages to supply cigarette paper of finest quality to the company at the price of 3.20 dr. per oke—cigarette paper being a monopoly—and to pay adequate compensation in the event of a tobacco monopoly being at any future time established in Greece. The company will lend money to tobacco growers at a low rate of interest, will engage cigarette makers in Egypt, and will direct its efforts more particularly to the development of the export trade.

## Freemasonry.

"SIR WALTER RALEIGH" TOBACCO LODGE, 2,837.—The installation of Bro. F. W. Knight (of Cope Bros. & Co. Ltd.), on 11th January, at the Alexandra Hotel, as W.M. was, even from a Masonic standpoint, unusually popular and impressive. We quote the following from the *Liverpool Mercury*:—"FREEMASONRY IN LIVERPOOL.—The first annual installation meeting after consecration of the Sir Walter Raleigh Lodge, No. 2,837, took place on Saturday evening at the Alexandra Hotel, Dale Street, where there was an attendance of about 100 members and visitors, amongst whom there was a good representation of Grand and Provincial Grand officers, past and present. The chair was occupied by W. Bro. Alderman John Houlding, Past G.D., P.P.G.W., Worshipful Master, who worthily concluded his popular and prosperous period of office by impressively installing W. Bro. Fred William Knight as his successor in the chair, the presentation for the ceremony being made by W. Bro. R. Wylie, D.P.G.M., and W. Bro. W. Goodacre, P.G., secretary. The new W.M. invested the following officers:—Bros. John Houlding, P.G.D., P.P.G.W., I.P.M.; Joel Coxhill, S.W.; John T. Wilcox, J.W.; Rev. T. J. Preece, P.G.Chap., chaplain; A. Wellesley Bremner, treasurer; James Chesterman, secretary; William J. Guilbert, P.M., D.C.; William Railton, organist; William P. Meredith, S.D.; A. H. Stevenson, J.D.; H. Jenkins M. Powell, I.G.; T. W. Gornall, S.S.; J. D. Bethell, J.S.; A. Gore, A.S.; R. J. Minns, A.S.; W. J. Doran, P.G.Ty., tyler; and Bro. A. J. Weddell, P.M., was elected charity representative. In the course of the evening W. Bro. Houlding was presented with a silver loving cup and massive gold founder's jewel in token of the esteem in which he is held and in recognition of his valuable services. After an excellently-served banquet the usual loyal and masonic toasts were proposed, and an attractive musical programme given by Bros. D. J. Davies, R. Large, J. T. Jones, R. Wynne Jones, J. T. Wilcox, F. D. Williams, W. Railton, and the Cambrian Quartet." Bro. Knight was fortunate in being presented by two distinguished past officers of Grand Lodge, while a third, a Past Grand Deacon of England and an ex-Lord Mayor of Liverpool, a personal friend of the W.M. elect, kindly undertook the installation ceremony. Mr. Knight has occupied a responsible position with Messrs. Cope Bros. & Co. Ltd. for the past 32 years, and is well known and respected in this connection. The J.W. and I.G. also represent, in their respective capacities, the vitality and enterprise of the mammoth tobacco works in Lord Nelson Street and elsewhere, while the S.W., the Secretary, the S.D., and the Assistant Steward are likewise closely identified with the fortunes of the fragrant weed. This anniversary occasion proved exceedingly enjoyable, and a successful year in every respect, under W. Bro. Knight's Mastership, is confidently anticipated. After the new W.M.'s health had been duly honoured, and also that of the distinguished I.P.M., the "Sir Walter Raleigh" Lodge song was admirably rendered by the composer, Bro. J. T. Wilcox, J.W., the last verse being as follows:—

And now to-day we've seen installed in great King Solomon's chair,

A brother known for eloquence and rhetoric most rare;  
Brother Knight he is a worker, we look on him with pride,  
And wish him luck and best of health whilst here he doth preside.

So we'll smoke, smoke, smoke, whilst he is our master here,  
And we'll dream, dream, dream, of this Lodge we all love so dear.

And we'll see, see, see, that our efforts don't end in smoke,  
But this Lodge we'll uphold to the fullest extent, whilst we smoke, smoke, smoke.

THE SIR WALTER RALEIGH LODGE (2432) met at the Inns of Court Hotel, on January 23rd. The W.M. (Bro. A. S. Benjamin) presided. The following officers were present:—Bros. O. C. Moore, S.W.; Alexander F. Jones, J.W.; W. Bros. Geo. Ransford, P.M.P.P.G.Swd.B., Treasurer; W. H. Bullock, P.M., Secretary; Bros. E. G. Grahnert, S.D.; W. C. Lightfoot, J.D.; S. Maier, I.G.; W. Bros. G. Emblin, P.M., D.C.; Jas. Parkins, Organist; H. O. Winter, W.S.; I. L. Van Gelder, E. Asser, and Harry Alberge, Stewards; and S. T. Hill, P.M., Tyler. Among others we also noticed P.M.'s Pringle, Phillips, Klingenstein, J. H. Custance, and C. Ransford, and Bros. Cornish, Taylor, J. Moore, Drake, Zeegen, Daniel, Beatty, Rollings, Cohen, Pappaelia, Lawes, Naphthali, Foyle, D. Drucquer, E. Drucquer, Francott, and Smith. The visitors were Bros. Shire Mussel, and James Young. Bro. Leopold S. Benjamin, cigar importer, 34, Leadenhall Street, E.C., of the North Australian Lodge, No. 796 (brother of the W.M.), was elected a joining member. During the evening the following gentlemen were duly initiated:—Mr. W. H. Drucquer, cigar merchant, 245, Elgin Avenue, Maida Vale, W., and Mr. Edwin Drucquer, cigar merchant, 11, Clifton Road, Maida Vale, W. Bros. Zeegen, Rollings, and Drake were passed to the second degree. The ceremonies were performed most impressively by the W.M., and the new officers discharged their duties in exemplary fashion. It is clear that the Sir Walter Raleigh Lodge is in for a good year, and the new brethren will have every opportunity of learning their Masonic duties to the best advantage. The banquet was admirably served, and a very pleasant evening may be truthfully recorded.

## Obituary.

The death occurred on January 25th, at his residence, 61, Holly Avenue, Jesmond, Newcastle-on-Tyne, of Mr. THOMAS LEWENS, a well-known tradesman. The deceased carried on business as a tobacconist in Grey Street. He was 59 years of age, and leaves a widow and four daughters. He was a prominent Freemason, and an Overseer for St. Andrew's township. He was Vice-President of the North of England Tobacconists' Association. The interment took place at Jesmond Old Cemetery on Wednesday, January 29th.

MR. LEVE WARDMAN (65), tobacconist, of 6, Strattan Street, Leeds, fell suddenly to the ground on January 14th when walking along Great George Street. He was taken to the General Infirmary, but was dead on arrival. Heart disease was apparently the cause.

The death of WILLIAM KERR (67), of 36, High Street, Strood, tobacco pipe maker, was the subject of a coroner's inquiry on January 29th. The deceased, who was employed by Mr. Leach, on the Common, Rochester, collapsed on his way home from work on Monday, and was discovered unconscious on Rochester Bridge. Friends conveyed him home and he expired soon after arrival from apoplexy. The jury returned a verdict of death from natural causes.

Provide PICK-ME-UPS to Please Particular People.



## TRADE NEWS AND NOTES—continued.

The funeral of the late Mr. T. LEWES, tobacconist, Grey Street and Holly Avenue, Newcastle-on-Tyne, took place on January 20th, at Jesmond Old Cemetery. There was a large attendance of Freemasons, the deceased gentleman having been a prominent Mason for many years.

**FOUND DROWNED.**—The inquiry into the circumstances attending the death of MARY BEATRICE LEYLAND, of Altrincham, who disappeared on the night of December 28th, and was not again heard of until her body was recovered from the Bridgewater Canal, was held on January 20th, by the Manchester City Coroner. There was no evidence to show how the deceased got into the canal, and the jury therefore returned a verdict of "Found drowned."

## Law.

**A MANCHESTER CIGAR MERCHANT'S ACTION.**—At the Manchester Assizes, on Feb. 7th, John Oldfield, cigar merchant, of Manchester, sued James Brightmore, monumental sculptor, Tideswell, Derbyshire, for £110, money he alleged he had spent in pushing a patent for the treatment of sewage which the defendant had taken out. Mr. Roe Rycroft and Mr. Welford appeared for the plaintiff, and the defendant was represented by Mr. Tipping.—Mr. Roe Rycroft said the plaintiff, whilst on a visit to Tideswell, came across Mr. Brightmore in August, 1900, and in the course of a conversation the latter told him he had taken out a patent for the bacteriological treatment of sewage, and gave him a pamphlet on the subject, at the same time requesting him to use what influence he could with the Manchester Corporation with a view of getting them to adopt it. He evidently thought that if large authorities could be induced to adopt it, it would be a much better thing for him than carving tombstones. Correspondence passed between the plaintiff and the defendant, and the former, on calling upon the Manchester firm who had the patent in hand—the Carron Company—was told by the local manager that if he got the Manchester Corporation contract he would give him £10,000. On the strength of this Mr. Oldfield invited nine or ten members of the Manchester City Council to meet him one evening at the Prince's Café, where they had supper, followed by champagne, the bill for which came to £8 16s. On the 27th November plaintiff saw Mr. Brightmore, and told him how expensive it was, but he replied—"I know what this business is, but don't let that stop you." The claim of £110 was made up of amounts spent between August 12th, 1900, and February 10th, 1901. Eventually plaintiff asked defendant to give him something on account of what he had spent, and he promised to send him £25, as he was going to the works of the Carron Company in Scotland. The cheque never came, and ultimately the defendant declined to pay.—John Oldfield, the plaintiff in the action, bore out the opening statement.—Cross-examined by Mr. Tipping, witness said he was not a sewage expert, and he introduced the matter first of all to his friends on the Manchester City Council. He admitted that he wrote to Mr. Brightmore, asking for further particulars, as he was working in the dark.—James Brightmore (the defendant) said he told the plaintiff distinctly that he himself was on terms of 5 per cent. with the Carron Company, and that if he (Oldfield) got any *bonâ fide* orders he would share that commission with him. The plaintiff approached witness in the first instance, and, on several occasions afterwards, asked for loans, which were always refused—from half-a-crown up to £500. Witness was sorry for him because he seemed to be on the rocks.—In the course of cross-examination, defendant admitted that he had received four monthly retaining fees of £50 each from the Carron Co., but denied that had the Manchester Corporation taken the

patent up it would have made him a rich man. He expected to make money out of it.—In summing up, his Lordship said that all that the plaintiff seemed to have done was to have gone about standing people whiskies, teas, and suppers.—The jury found a verdict for the defendant, and judgment was given accordingly.

## Police.

**A MAGNANIMOUS PROSECUTOR.**—At the London County Sessions, on January 15th, before Mr. William Robert McConnell, K.C., chairman, James Colgan (25), labourer, confessed to having broken into the premises of J. Millhoff & Co. Ltd., Commercial Street, E., and stealing two boxes of cigars and a box of cigarettes. Mr. Sydenham Jones prosecuted. Mr. George Elliott, who appeared for the prisoner, said the position he occupied was one of a most unusual character. He was instructed by the prosecutor to appear on the part of the prisoner, and plead to the court for mercy on his behalf. The peculiar circumstances were these: Mr. Millhoff was a Russian by birth, and 20 years ago he came to England. He prospered very largely in business, and was the principal partner in a tobacco manufacturer's business. Mr. Millhoff was so impressed with the benefits which had been conferred upon him by becoming a naturalised Englishman, and of the freedom of thought and action which he had enjoyed in this country as compared with what he "enjoyed" in his earlier days in Russia, that he wanted to show in some tangible form his gratitude to this nation. As the prisoner was the first Englishman who had ever attempted to rob him, he desired the court to deal leniently with the man. Mr. Millhoff, with a view of gaining this end, consulted his solicitors, who told him he would have to proceed delicately, and was bound to bring the case before a Court of Justice. Colgan has been previously convicted. He was sent to prison for six months, with hard labour.

**MORE SUNDAY "PERSECUTIONS."**—Before the High Wycombe (Bucks) Borough Justices recently a further summons was heard against Jacob Popp for "exercising certain worldly labour in his ordinary calling of tobacconist and confectioner on the Lord's Day, commonly called Sunday, the same not being work of charity or necessity." The proceedings were taken under the Act of Charles II., under which defendant was recently fined the maximum penalty of 5s., with reduced costs of 5s. On this occasion mention of defendant's trade as a newsagent was omitted from the information. Defendant, who was not represented by a solicitor, pleaded guilty, saying his shop was his living, and he could not get on without the Sunday trade. As it was, it was difficult to make both ends meet. Moreover, he had a tobacconist's license, which enabled him to sell all the year round. Head Constable Sparling said the defendant had set the law at defiance, and had opened his shop on every Sunday since his previous conviction, and he had exhibited in his window a placard bearing a specimen of tobacco and the inscription "P. C. Special Twist, 3d. per ounce." This he considered a libellous reference to the policeman who gave evidence at the former hearing of having bought some twist tobacco at the shop. Defendant caused much laughter by explaining that the notice had no reference at all to the constable, but meant "Popp's Considered Special Twist." The Bench pleaded with defendant to close his shop on Sundays, but he declined to give the undertaking, and he was fined the maximum penalty of 5s., with full costs amounting to 10s., the alternative being five days' imprisonment in default of distress. Defendant paid the money.—Joseph Pope, another tobacconist and confectioner, admitted a similar offence, and was fined 5s., with 5s. reduced costs, or four

Are you manufacturing cigarettes? Ask J. Millhoff & Co. Ltd. for samples of their Turkish and Virginian tobaccos.



## TRADE NEWS AND NOTES—continued.

days. He said he would "do the time;" but, on learning that distress would be first levied, he paid the fine, saying he could himself obtain money on his goods by taking them to the pawnbrokers.

**BURTON TRADESMAN HEAVILY FINED.**—At the Burton-on-Trent Police Court recently, Thomas Faulkball, a tobacconist, of High Street, was summoned for having in his possession a roll of tobacco which contained moisture to the extent of 34.6 per cent., or 4.6 per cent. more than is allowed by the statute. Mr. J. T. Pears, the local chemical officer of the Inland Revenue, proved the offence. Defendant had been previously fined for a similar offence, and was now ordered to pay a penalty of £12 10s. and £1 13s. 6d. costs.

**A DISHONEST BARMAID.**—A well-dressed young woman, giving the name of Eliza St. Clair, was brought up, on remand, at the Thames Street Police Court, on January 22nd, charged with stealing marked money and a quantity of cigars and cigarettes, belonging to her employer, John C. Lenton, proprietor of the Fish and Ring, Whitehorse Street, Stepney. A fortnight previously, when the accused entered Mr. Lenton's service, she represented that she had been at the Sir Colin Campbell, Chatham, and from which place a satisfactory reference was received. The prisoner was paid 11s. a week, and during the first seven days of her service the prosecutor's takings showed a falling off of about £9. In consequence, some money was marked, and from what Mrs. Lenton noticed in the prisoner's box, Detective-sergeant Girdler was sent for. On his arrival the accused was told that she was suspected of stealing money, when she replied, "It is all upstairs in my box." On the box being examined 6s. 3d. in bronze, of which 1s. 8d. had been marked, 16 sixpences, of which six had been marked, six packets of cigarettes, and 17 sixpenny and twopenny cigars were found. In her purse was also some marked money, and the prisoner, pointing to the photograph of a young man, said, "I would not have taken the money if he had not told me to take it."—Mr. Ware, who prosecuted, now said from inquiries made it appeared that the character was given in the name of her mother, at Gravesend. The prisoner's real name was Elizabeth Rogers, and she was a married woman with two children. Her husband, who was employed at the Sheerness Dockyard, was willing to take her back.—Mr. Mead said it was not a case for leniency, and sentenced the prisoner to two months' hard labour.

**A PILFERING POTMAN.**—At the Marlborough Street Police Court, on January 13th, Ernest Burns (19), potman, was charged with stealing two small bottles of port wine, some tobacco, cigars, and cigarettes, together of the value of 6s. 4d., the property of Mr. Nathaniel Foley, the proprietor of the Yorkshire Grey, London Street, St. Pancras.—The prisoner was in the employment of the prosecutor as potman for six weeks, and owing to cigars and tobacco being missed he was suspected. The police were communicated with, the result being that when search was made some stolen cigars, cigarettes, and tobacco were found in the bedroom of the accused. Two small bottles of port wine were also found there. The prisoner, who admitted his guilt, was given into the custody of Constable Barnett, D. Division. It was mentioned that he had been bound over at Marylebone Police Court for committing a similar offence.—The sister of the accused was called, and gave her brother an excellent character.—Mr. Denman said it was a very paltry theft, and it was a pity to see the prisoner lose his character over such a trifle. He would have to go to prison for 14 days, with hard labour.

**LENIENTLY DEALT WITH.**—At the Worship Street Police Court, on February 2nd, Thomas Beszant (48), a tobacco cutter, living in Napier Street, Tottenham, was charged with stealing two parcels of tobacco, the

property of Messrs. Godfrey Phillips & Co., tobacconists, of Commercial Street, Spitalfields. Police-constable Careless, 305 H, said that about ten o'clock on the previous night the prisoner was disorderly in High Street, Shoreditch, and had to be arrested. When at the station he was searched for any weapon with which he might possibly have injured himself, and tied round his body the police found two cakes of tobacco. His subsequent explanation was that they had been bought of a man for 3s., but they were identified by a witness for Messrs. Phillips as the property of their firm, and valued at £1. It had been handed to the prisoner for cutting up into small cakes, but he had no right to take it off the premises for that purpose. He had been twelve years in the firm's employ. The prisoner was given the option of paying a fine of £5, or, in default, a month.

**BURGLARY IN DUBLIN.**—On the morning of January 24th the police received a report from Michael Walsh, postman, that the shop of Edward Turner, tobacconist, 2, Church Lane, College Green, Dublin, had been broken into. The postman, who resides at 68, Dame Street, was delivering letters between seven and eight o'clock, and when he came to Mr. Turner's establishment he found that the door was not secured. He called constable 70 B., who was in the neighbourhood, and they discovered that the door had been forced open and the lock smashed, apparently by a chisel. The constable sent the postman around for other policemen, who took charge of the premises while Mr. Turner was sent for to his residence, South Circular Road. That gentleman had locked up the shop at nine o'clock the night before, and had gone home. Examination of the premises showed that the till had been broken open and the contents abstracted. Mr. Turner states that he left between four and five pounds in the till the previous evening. He also discovered that a number of papers, cigars, cigarettes, &c., had also been taken away, and he estimates their value at about £30. There was a safe in the shop containing books and lists chiefly. An attempt was made to force the safe, but it was unsuccessful. Mr. Turner thinks that more goods were abstracted from the shop than the cigars, pipes, &c., but he has to go through the stock to calculate the extent of the robbery. The police have made an examination of the door, on the woodwork of which are marks of a chisel or other sharp instrument. They are of opinion that a "jemmy" was used to break open the locks. The door was secured by two locks. One of those was broken off and smashed. The other was damaged in forcing the bolt.

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"JES' MY PIPE AN' ME."

Like t' kind o' stop an' rest,  
 Jes' my pipe an' me;  
 Kind o' set an' smoke a while,  
 Happy ez can be.  
 Like t' watch th' smoke curl up,  
 Jes' my pipe an' me;  
 Suthin' 'bout th' lazy rings  
 Makes th' old wurd gee.  
 Like t' dream o' days thet's past,  
 Jes' my pipe an' me;  
 Kind o' doze back thru th' years  
 Thet from pain wuz free.  
 Travel up an' down th' wurd  
 An' you'll never see  
 Enny better friends 'n jes'  
 My old pipe an' me.

O. S. J.—*The Sun.*

Tobacconists who understand their business are never without a good stock of **Pick-Me-Up** Cigarettes.



# From the "London Gazette."

## Receiving Orders.

SOFER, SAMUEL (trading as S. Sofer & Co.), tobacco pouch manufacturer, 6, Little Alie Street, Aldgate, London. January 9th, 1902.

DUMBLE, WILLIAM (trading as Truro Cycle Company), Truro, Cornwall, cycle agent and tobacconist. January 30th, 1902, on debtor's own petition.

TOTTEN, WILLIAM ALFRED, Market Street, Llanelly, Carmarthenshire, tobacconist and fancy dealer. Date of order, January 31st, 1902, on debtor's own petition.

HOWES, HARLEY LEDGER, 57, New Cut, Blackfriars, London, wholesale tobacconist and cigar merchant. Date of order, January 14th, 1902, on debtor's own petition.

## Adjudications.

SOFER, SAMUEL (trading as S. Sofer & Co.), 6, Little Alie Street, Aldgate, London, tobacco pouch manufacturer. Date of order, January 18th, 1902.

TOTTEN, WM. ALFRED, Market Street, Llanelly, Carmarthenshire, tobacconist and fancy dealer. Date of order, January 31st, 1902.

AARONOVITCH, BENJ. 10, Abbeydale Road, Sheffield. Date of order, January 30th, 1902.

DUMBLE, WILLIAM (trading as Truro Cycle Company), Truro, Cornwall, cycle agent and tobacconist. Date of order, January 30th, 1902.

GRUNDLAND, PIZA (described in receiving order as Phillip Grundland), 51, High Street, Camden Town, London, tobacconist. Date of order, January 9th, 1902.

## Notices of Intended Dividends.

GLENDENNING, JOHN ROBINSON, tobacconist, 3, Newgate Street, Newcastle-on-Tyne. Last day for proofs, February 4th, 1902. Trustee, John George Gibson, Official Receiver, Newcastle-on-Tyne.

KOPELANSKY, JOSEPH NATHAN (trading as Kopelansky, Cook & Co.), cigarette manufacturer, 33, Jewry Street, Aldgate, E.C. Last day for proofs, January 9th, 1902. Trustee, G. W. Chapman, Official Receiver, Bankruptcy Buildings, Carey Street, London, W.C.

ADAMS, WILLIAM FREDERICK, 44, Cotham Hill, and 139, Redcliff Street, Bristol, hairdresser and tobacconist. Last day for proofs, February 20th, 1902. Trustee, Frank Lawson Clark, Official Receiver, 26, Baldwin Street, Bristol.

## Notices of Dividends.

ELLIS, F. E. W., tobacconist and hairdresser, &c., 3, Royal Arcade, and 52, Cowbridge Road, Cardiff. First and final of 4s. 10<sup>9</sup>/<sub>16</sub>d., payable at 117, Mary Street, Cardiff, on December 20th, 1901.

RENNELS, JOHN WINSOR, 238, Bute Road, Cardiff. Last day for proofs, February 1st, 1902. Trustee, George David, 117, St. Mary Street, Cardiff.

GLENDENNING, JOHN ROBINSON, tobacconist, 3, Newgate Street, Newcastle-on-Tyne. Second and final instalment of 10s., payable at the Official Receiver's Office, 21, Mosley Street, Newcastle-on-Tyne, on January 22nd, 1902.

THOMPSON, HERBERT, 22, Westfield Road, Leeds, painter, tobacconist, &c. First and final of 1s. 8d., payable January 22nd, 1902, at Official Receiver's Office, 22, Park Row, Leeds.

## Notice of Release of Trustee.

ROWETT, MARWOOD MERRITT, 16, Garfield Avenue, and Prudential Buildings, Bradford, hairdresser and cigar dealer. Trustee, T. Arthur Binns, 31, Manor Row, Bradford (Official Receiver).

## Appointments of Trustees.

HOWES, HARLEY LEDGER, 57, New Cut, Blackfriars, London, wholesale tobacconist and cigar merchant. Trustee, George Montagu White, 14, Old Jewry Chambers, London, E.C.

SOFER, SAMUEL (trading as S. Sofer & Co.), tobacco pouch manufacturer, 6, Little Alie Street, Aldgate, London. Trustee, Wm. Iazard, 52, Gracechurch Street, London, E.C.

## Partnership Dissolved.

The partnership heretofore subsisting between JOHN SNUDDEN and JAMES SNUDDEN, carrying on business as tobacconists and hairdressers, at Minerva House, Ventnor, Isle of Wight, under the style or firm of "Snudden Brothers," has been dissolved by mutual consent as and from the 31st day of January, 1902. Debts due to the said late firm will be received by the said James Snudden. Dated this 31st day of January, 1902.

## First Meetings and Public Examinations.

HOWES, HARLEY LEDGER, wholesale tobacconist, &c., 57, New Cut, Blackfriars, S.E. Public examination, Bankruptcy Buildings, Carey Street, London, W.C., February 20th, at 12.

SOFER, SAMUEL (trading as S. Sofer & Co.), tobacco pouch manufacturer, 6, Little Alie Street, Aldgate. Public examination, Bankruptcy Buildings, Carey Street, London, W.C., February 18th, at 12.

DUMBLE, WILLIAM (trading as Truro Cycle Company), Truro, Cornwall, tobacconist and cycle agent. Public examination, February 18th, 1902, at 11.45 a.m., at Town Hall, Truro.

ROBERTSHAW, SMITH, 31, Gibbet Street, Halifax. Public examination, February 13th and 17th, 1902, at 2 p.m., at the County Court House, Halifax.

AARONOVITCH, BENJAMIN, 10, Abbeydale Road, Sheffield, tobacconist. Public examination at County Court Hall, Sheffield, on February 27th, at 3 p.m.

*Have you found  
the Mis-spelt Word?*



*If you have send it  
along and be "in the  
swim."*



Be careful to mark your envelope—

"SPELLING BEE,"

**CIGARETTE WORLD,**

**2, ELLISON ROAD,**

**BARNES,**

**LONDON, S.W.**



## In the Matter of

**MARK ROTHMAN**, cigarette maker.—The bankrupt lately carried on business at 55a, Fleet Street, and a sitting was held on January 20th for his public examination before Mr. Registrar Linklater. He stated, in reply to Mr. C. A. Pope, Assistant Receiver, that he was a Russian subject, and came to this country in 1889. In 1893 he commenced business as a tobacconist, with a capital of £30. Subsequently he traded in partnership as a mineral water manufacturer. In 1895 the bankrupt purchased the business of a tobacconist, &c., carried on at 55a, Fleet Street, for £175, and traded there in partnership for some time. He subsequently traded alone until February last, when he disposed of the business for £97 10s.; but after payment of the rent, rates, &c., only £27 was left, which he expended on living. The bankrupt attributed his insolvency to bad trade, and to loss on the sale of the lease at 55a, Fleet Street. His statement of affairs showed liabilities £178 4s. 6d., and assets *nil*. The examination was concluded.

**A. ROSENSTRAUCH**, formerly cigar merchant.—The debtor formerly carried on business at 31, Holborn. At a sitting held on January 20th, before Mr. Registrar Linklater, the examination was ordered to be concluded. The debtor started business as a cigar merchant in 1893, and attributed his insolvency to loss on the trading, and to other causes. The statement of affairs showed liabilities £609, and assets *nil*. Mr. C. A. Pope appeared as the Assistant Receiver.

**SAMUEL SOPER**.—The first meeting of creditors was held on January 23rd under the failure of this debtor, who had carried on business as a tobacco pouch manufacturer at 6, Little Alie Street, Aldgate, under the style of S. Soper and Co. He attributed his present position to the loss of £3,000 through horse-racing and card-playing during the last four years. The liabilities were estimated at £1,600, and the assets to produce about £60. The proceedings resulted in the nomination of Mr. William Izard, C.A., as trustee to wind up the estate in bankruptcy.

**ALTY BAMFORD**.—Mr. H. Booth, the Official Receiver, has issued the following observations regarding the failure of Mr. Alty Bamford:—Mr. Bamford states that he commenced business on his own account as a tobacconist and outfitter at 31, Drake Street, Rochdale, in October, 1890, with £500 he borrowed from his wife out of money that had been left to her by her uncle. No portion of that amount has been repaid. The bankrupt's statement of affairs shows that he owes £1,495 1s. 7d. to unsecured creditors, of which £450 is for rent, £527 for money borrowed, and £396 19s. 1d. for ordinary trade debts.

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## THE TOBACCO WAR.

### A WARNING FROM VIRGINIA.

The *Southern Tobacconist*, the well-known and up-to-date trade journal hailing from Richmond, Virginia, publishes the following in its last issue. The *Southern Tobacconist* has always adopted such a strong policy of determined opposition to Trusts that its remarks at the present crisis will be read with appreciation here, and we hope also may be the means of preventing many from swallowing the tempting bait offered to them:—

### A WARNING TO THE BRITISH MANUFACTURER.

The Imperialists have just now enough to think about in the American Invasionist war. Perhaps the *Southern*

*Tobacconist* can assist them a little, as we have our own scars and wounds to show that we have been waging this same war here. The advice and admonition is cheerfully given, if it does come cheap. Those who have read our columns for years, we have reason to believe, have profited by our ideas and candour and advice. This is only a preface to what we want to say by parenthesis just now, that the *Tobacconist* has not lost one, but gained many subscribers in England and other parts. That means that the paper is read.

The Invasionists, as they are called for short and effect in England, will eventually use the same strategy and systems and sinews of war there as the Trust employed here; the details are fairly well known in England already. The retail trade capture the momentarily strategical issue, apt to be so intense as to occupy the total attention of the manufacturer. But, beware! the big guns are in reserve. The Imperialist and Independent manufacturers in England have a stronger fort to defend in the future. Mr. Duke's dragoons are left over yonder under orders; they have been executed before; they are trained troops, and their possible next move will be when they become acclimated, to beard the lion in his den. How? By not only buying up tobacco plants, but by buying up the best young men in the British manufacturing business. Mr. Duke knows how to do this. He may lay off for some time. We lay stress on the young men—those who have the nerve and endurance, and are educatable and enthusiastic—those who will appreciate proffered promotion—those who will enlist under the daring and flaring banner of the Duke of Durham, the great A. T. Co., A. S. Co., C. T. Co. President—the bullion and brain man. As an American, we admire him in a way; as a Trust leader he is against our principles, that we have fought for and so long. Mr. Duke knows how and when to appeal to the live business young men of executive power; he will take up and off the heaviest artillery the Anglo-Saxon on the other side has had in training, carrying him to his camp, the captive of crowns and promotion. Who is proof against such proffers of British gold itself? Therefore, mind, Britishers, whom you put on guard. The Tobacco Trust has had the pick of the pack in the plants of these parts. Those who dare to do for the dollar, while all else satisfied, the seduction of shekles succeeded. The Britisher is bound to his business by bonds other than bullion. The greed of gain has not gone beyond the glory of an honourable inheritance and of a long line of successes in similar and secular affairs.

A heritage of a hundred years and over is hard to have had so long and not hold. Mr. Duke don't care a copper for any such sentiment. If he can make a break in that tobacco line—break up the tobacco barons by bluff or buying, he'll do it. When you have blood in salaried salesmen, the seasoned timber of your ship slips from your dock, you will find your ship will need dry-docking too often to keep profitably afloat. Mr. Duke won't dicker with aged men; he'll skip ranks to make a captain out of a cadet if he is worth the money. Now, watch the chess-board changes. Forewarned is forearmed.

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### DON'TS FOR CIGAR SMOKERS.

Don't light your cigar unless you are drawing on it simultaneously, otherwise you convert the tobacco into carbon, and spoil the flavour and aroma of that which is unburnt.

Don't smoke a cigar like a fire engine; it will become needlessly heated, and its good points impaired.

Don't squeeze or pinch a cigar until it cracks; you'll damage both the wrapper and the bunch wrapper and cause the cigar to "leak."

Window dressing is a great factor with the modern tobacconist. Dress your window with **Pick-Me-Ups**.



# THE ALLIANCE REPORT.



THE following report, signed by the Secretary, Mr. H. G. Hey, has been issued by the Alliance. We deal with it in our editorial:—  
LADIES AND GENTLEMEN,—In presenting my report to you I feel lost to know what to eliminate; so much has transpired since the inception of our movement that a faithful report would occupy more pages than a Blue Book. Our first move was to circularise the manufacturers to meet us at Cannon Street Hotel, London, and very few put in an appearance; those who did were very sympathetic, and urged us to go on. Then we drew up a booklet on the most striking lines we could think of, and, along with a letter from Mr. St. John, these were issued broadcast to the trade. The propaganda, once begun, was prosecuted with vigour, and at our meeting in Leeds, on March 7th, a special mission was decided upon. Those who took part in that mission were very successful, and it increased our numbers considerably.

We next met the manufacturers in Liverpool, on April 19th, and had a full-dress debate on the subject, eventually a resolution being carried that approved the principle of the Alliance, providing we ran no brands of our own, and pledging themselves to a further meeting in four weeks in London. First one evasion and then another was tried, and at length they came out boldly, and said they said at Liverpool we were to sacrifice our individual names and brands (i.e., that no member shall sell any packet of tobacco or cigarettes bearing his own name), and until we did this they could not meet us again. We then drew up our minimum schedule, and issued it to the manufacturers for approval, and invited them to meet us in London to discuss same. You know, of course, the meagre attendance at that meeting; but the responses to the letter signing the agreement, I am glad to say, were more satisfactory, quite 30 per cent. signing. The absentees were visited, and the general complaint was: "I'm only one." We then circularised the whole of the manufacturers, asking for a subscription to meet the very heavy expenses we had been put to through them, and the result was £25 6s. 6d. only.

Then came the sale of Ogden's to the American Trust, which has kept the trade lively ever since. The English manufacturers, who had never found time to attend our conferences previously, now could confer to conserve their own interests, and we were then between two combines. Here, September 19th (and at no other time had the Alliance approached, or been approached by, Salmon & Gluckstein), we were approached by an intermediary who introduced us to Messrs. Salmon & Gluckstein, who unfolded a scheme of co-operative working, which, as a sub-committee, we thought valuable, but had to submit to our full board. The Messrs. Gluckstein attended our next board meeting, and spoke to the question there at Glasgow. We decided to lay the matter before the branches, and take their voice and vote upon the subject. The answer was varied, but on the whole favourable. Then when we came to ask for an agreement it was not prepared; we prepared one and submitted same, but have heard nothing since. The matter died there, stranded on the agreement.

After our interview with Messrs. Salmon & Gluckstein, I was sent for to Liverpool to see Mr. Duke, and he, in course of conversation, promised me all the Alliance were

asking for, but didn't see the signing of an agreement. However, at a further interview after the Glasgow meeting, we succeeded in getting promise of one. When draft came it was so unlike what we wanted that we ourselves drew up one, and submitted it. At a further interview (seven of governing committee present) the two were laid together, and a mutually satisfactory one evolved. We were further promised a bonus of 1 per cent. to members of the Alliance. Well, this was signed by the chairman, vice-chairman, and secretary of the company, and president and secretary of the Alliance.

In the meantime many attempts had been made to draw in the English combine, but they treated us very cavalierly. As far back as October 7th, we received a letter asking us to hold our hands, as in a day or two they would be able to offer us something. That day or two has not transpired yet. On October 17th I had an unofficial interview with one of the heads of the English combine, and he took notes and promised to submit same to his colleagues, but I have not yet received a line to say whether they were favourable or not. So much for them.

Now, with regard to the outside firms, we have circularised everyone of them with a draft agreement, and have received a fair response. Most of them are playing a waiting game. We also memorialised Sir M. Hicks-Beach *re* the Budget, and have reason to believe that our opinion will be listened to in matter of readjustments.

In the course of propaganda I have travelled 20,000 miles, and have delivered scores of addresses, besides keeping up the correspondence; and as the letters posted run up to 8,000, you will forgive any slight delay which may have occurred in answering your cards. I have had many interviews with manufacturers which cannot be reported, as they were private. We have been offered factories for the Alliance, and have taken the trouble to investigate same, to see over and calculate the advantages, and, but for the rules of the Alliance prohibiting same, should probably have asked you to purchase.

In conclusion, we think that, considering the work involved and expense incurred and good done, the enrolled membership (covering about 6,000 licences) is not enough return, and we beg each member not only to pay up his subscription for 1902 promptly, but to do his best to get one other to join. Thus shall we succeed. If the Alliance die now, the good days for which you may let it go may melt away, and the advance in minimum schedules, for which we claim some little credit, may become a thing of the past. Therefore, our watchword is still "Organise," our motto "Defence," our methods "Propaganda," our means "Your Subscriptions."

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## DON'TS FOR CIGAR SMOKERS.

Don't relight your cigar until you have blown through it once to remove the stale smoke; when relit, the flavour will not have been impaired very much.

Don't "worry" a cigar by constantly flicking off the ashes; they will fall off at the proper time.

Don't tear the leaf of your cigar by biting off the end; use a cutter or a sharp knife.—*Tobacco Leaf.*

**Don't go abroad for Eldorados. They are to be found at J. Millhoff & Co's Ltd.**



## Smokes that Drive People Mad.

"An incarnate fiend, with homicidal tendencies!" That is the description given by a well-known English doctor of a man whom he treated during a recent visit to Jamaica.

The patient had once been a wealthy planter, and had been reduced to this terrible condition by "ganjah" smoking. Ganjah is a variety of Indian hemp, and the use of it among the coolies who have been imported to work the sugar plantations of Jamaica has lately increased to such an extent as to call for special legislation on the subject.

Another name for Indian hemp is "bhang." It was this terrible weed that was used by their leaders to drive the Sepoys in the Indian Mutiny into passions of raging mania, and which is still responsible for so many Malays running "amok" each year.

Indian hemp is made from the leaves and stalks of the Indian cannabis. It is either powdered and mixed with ordinary tobacco, or made into balls with tragacanth gum, and smoked like opium. To a beginner it has the extraordinary effect of destroying for a period his senses of time, sound, and distance. A single minute may swell into a month, a child's voice become the rattle of a machine-gun, or a little finger appear a mile long.

Fits of a cataleptic nature follow its continued use. The smoker giggles aimlessly, stands on one foot, and usually has an insane desire to caress the feet of any bystander. He becomes furiously hungry; but when food arrives he eats but little. The continued use of this poison ends either in idiocy or in fits of raving, homicidal madness. Its terrible powers have been known for a very long time, as is proved by the fact that the word "assassin" is derived from hasheesh, another name for the drug.

"The finest remedy for catarrh" is the name given by some of the rustics in out-of-the-way parts of England to "coltsfoot tobacco," which is made from the powdered leaf of the common coltsfoot, found growing wild on any chalky soil. The smoke from this mixture has not the terrible effects of hemp, and certainly does relieve difficulty in breathing; but it is said that its continued use causes blindness.

Rhubarb, bog-bean, and beet-leaves, and even garden sage, are all smoked in different parts of the United Kingdom; but these are, perhaps, the least harmful of the many substitutes for true tobacco.

There are, however, two other kinds of tobacco sometimes smoked by gardeners and farmhands which are not so harmless. These are the leaves of the tomato and of the common potato. Both of these plants contain a narcotic poison. A small amount may be smoked without injury, but larger doses produce a heavy stupor or sleep, from which the smoker awakes with severe headache and a feeling of utter exhaustion. Continued use of the leaves leads to insanity, and sometimes to suicide.

The Swiss smoke quantities of what is called mountain tobacco, a weed which is common in the Alps. Its leaves are dried over a fire, and pounded as fine almost as snuff. The plant contains a virulent poison, and those who smoke it at first show symptoms resembling those of intoxication; and if they persist, fall into a sort of nervous decline, which ends in death.

The Indians in North America, who very often run short of tobacco, have devised many substitutes for their most-prized luxury. Dried holly leaves are often used. Smoked, these are less harmful than when brewed into a sort of tea, which they call "the black drink," and which in large doses is deadly poison to a white man.

They also smoke the leaves of the stag's-horn sumach, as well as the bark of the willow tree. The latter is the least harmful of these substitutes. What is known as "Indian Tobacco" is the leaf of a kind of lobelia, which, like the Swiss mountain tobacco, is extremely poisonous.

Another species of lobelia makes the "tombeki," used largely in Asia. This is damped before using, and smoked in a water-pipe. The odour of the smoke is detestable, and those who smoke it regularly become intensely nervous and suffer from curious hallucinations. As aromatic as "tombeki" is unpleasant is the pimento tobacco, now popular in Central America. It is made of the dried berries of the pimento—allspice as we call it. But it invariably gives a smoker a sore throat, and is said to cause cancer of the throat and tongue.

In the Bahamas cascarilla-bark fills many a pipe. This is another of the narcotics, and ends by destroying the health and mind of the smoker. Most detestable of all American substitutes for tobacco is that used by the Indians of the Alaskan coast. They soak wood-shavings in pepper solution, and smoke this in their clay pipes. Their mouths are often perfectly raw from the practice, and many of them go blind from the fumes.

Very curious are the effects of smoking the camphor-plant, a pleasure peculiar to South African natives. The smoker suffers from aphasia—that is, uses all sorts of words which do not in the least express his meaning. He trembles with fright at nothing at all and weeps bitterly. The wild dagga, another South African plant, poisons slowly those who smoke it.

Opium is the best known of all poisons which are put in the pipe. The result of inhaling the poppy smoke is at first delightful dreams which, however, leave the smoker with a headache, a curious harshness in the throat, and a terrible thirst. When its use is long continued its effects must be seen to be believed.

The wretched victim becomes appallingly thin, a shrunken wreck of skin and bone, whose yellow countenance is blotched with black marks at the corners of eyes and mouth. The teeth turn black, the hands become mere claws, and the skin takes on a peculiar, waxy appearance. Power of consecutive thought vanishes, and leaves the opium-smoker a hopeless idiot. Unlike "bhang," opium seldom causes violent madness.

Less known, but equally terrible, are the effects of the smoke of the stramonium, better known as the thorn-apple. This plant is used instead of tobacco in Southern America, and also in Europe, especially Germany, and its first attack is on the eye nerves. It was at one time believed that the fumes gave the smoker the power to find gold. Possibly this was because convulsions often come on, in which the wretched man falls to the ground, and digs savagely at the earth with his fingers.

Another frequent result of thorn-apple smoking is that the smoker springs up and strikes furiously at the air. Imaginary enemies surround him, and these he fights until he falls exhausted. Madness and death are the almost inevitable end of the users of the leaves of the thorn-apple.

—Answers.

**The Only Way to get on. Sell a good article. Try Pick-Me-Up Cigarettes.**



## THE TOBACCO MANUFACTURERS' ASSOCIATION.

A MEETING of the Committee of this influential Association was held on the 27th January at the offices of the Secretary, Mr. Wm. Denton, C.A., 7, Sweeting Street, Liverpool, under the presidency of Mr. F. W. Knight, Messrs. Cope Bros. & Co. Ltd., Liverpool. References were made to the useful work done by the Association since its foundation, and it was unanimously decided that the following amended prospectus should be printed and circulated at once:—

### OBJECTS OF THE ASSOCIATION.

- 1.—To discuss and deal with from time to time any matters which may arise affecting the Tobacco Trade, and the interests of members generally.
- 2.—To protect the members as far as possible against fraudulent dealings, insolvencies, and bankruptcies.
- 3.—To obtain special information as to the status of customers from members of the trade.
- 4.—To undertake the collection of debts for members, *free of charge*, and to advise them in regard to bad debts.
- 5.—To attend meetings of creditors on behalf of members in any part of the country, and to conduct independent investigations into causes of failure, &c., and report to members interested.
- 6.—To have insolvent estates wound up as quickly and economically as possible by the Secretary, whose experience in the Tobacco Trade will be of great advantage, and his charges will be considerably lower than the usual professional rate.
- 7.—To have bankruptcy estates controlled and liquidated under the supervision of members of the Association, and to establish a uniform policy with regard thereto.

### ADVANTAGES OF MEMBERSHIP.

Members are entitled to make forty status inquiries per annum. Extra books (20 forms), 10 6 each.

The system of making these inquiries is, whenever possible, by intercommunication with members, so as to obtain reliable information from firms who actually do business with the persons inquired about.

Twenty debts per annum applied for for each member *free of charge*.

Special attention will be given to the collection of debts, and every effort made to obtain a prompt settlement of any accounts placed in the Association's hands.

Meetings of creditors attended either personally or by agents in any part of the country, and members furnished with full and independent reports.

Investigations also undertaken on behalf of members. Subscription, £2 2s. per annum.

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## NEW LINE.

"ZEMINDARS."—MESSRS. JARRETT BROTHERS have favoured us with samples of "Zemindars," a brand of Indian cigars they have just placed upon the market. They are made by Messrs. Spencer & Co. at Dindigul, where the firm have the largest factory in India, and are sold in six different prices according to size, to retail at from 7s. to 18s. per 100. The cigars are most carefully manufactured, particularly mild in flavour, and of really good quality. There is always a public demand for Indian cigars, provided they are thoroughly reliable, and we believe that in the present instance a large sale may be expected. In "Zemindars" Messrs. Jarrett have got a genuine brand of uniform merit, and we feel sure they will find favour with the public. Retailers should not fail to stock them; they will find it pay them to do so, as they return a handsome margin of profit.

THE LEADING SHAG IS

# Franklyn's Superfine.

FRANKLYN, DAVEY & CO.,  
BRISTOL.



# THE TOBACCO INDUSTRY IN FRANCE.



THE tobacco business in France is a monopoly of the Government, no individual having the right to make or sell a cigar or to sell tobacco in any form without a permit. The retail shops are generally kept by women, the widows of soldiers or officers, often by old soldiers themselves. The widow of an officer of high rank sometimes finds it necessary to petition for permission to keep a retail tobacco and cigar store, which she places in the care of an agent, and her connection with it remains entirely unknown. In all the large cities of France, there are also establishments called *tabacs de luxe*, where the finer kind of cigars and tobacco are sold and imported. They are owned by the Government, are in charge of men appointed by the same, and are not permitted to retail, as the State is not disposed to compete with the individuals whom it has authorised to open cigar stores. To have the right to keep a retail tobacco and cigar store is considered a privilege worth working for, and it is said that every change of ministry is sure to give an opportunity to the exercise of the appointive power of the Government, which augments the number of retail tobacco dealers. The State factories use 26,769,310 kilograms of domestic tobacco and 15,000,000 kilograms of imported leaf. Thirteen million kilograms of the imported tobacco comes from the New World, mostly from the United States, and the largest quantity of this (called "Burley") is from Kentucky.

The director of the works in Lyons has given particulars about the business here and in other parts of France. There are 20 factories in France—3 in Paris, and the others in the large cities. In 1899 they employed 17,184 hands, 15,732 of whom were women and girls. Besides these, there are 714 persons employed as directors, overseers, foremen, &c. The factory in Lyons this year will make 48,501 pounds of fine-cut chewing tobacco, 176,000 pounds of common smoking tobacco, 176,000 pounds of pure Maryland, 88,000 pounds superior (composed of a combination of Kentucky, Maryland, and the best domestic), and 2,530,000 pounds of common, called "Scafferlati," a cheap smoking tobacco. This very cheap tobacco is used on the frontiers, where smuggling is prevalent, to meet the competition of the contraband article. Large quantities are also sold to the inmates of infirmaries and poorhouses. The State tobacco factory at Lyons will also manufacture 5,500,000 cigars that sell for a penny and 1,250,000 half-penny cigars, 20,000,000 cigars to sell at  $\frac{1}{4}$ d., and many millions of cigarettes.

Tobacco is grown in France, but large quantities are imported from the United States, Brazil, Cuba, and Java. Of the imports from the United States, that from Ohio is the favourite as regards packing and general preparation. Maryland stands highest for cigarettes, and Kentucky is pronounced good for strong smoking tobacco, this being imported in larger quantities than any other American tobacco. As far as can be learned the French know nothing about the fine Connecticut tobacco, so popular in America with all genuine lovers of good cigars. The Connecticut wrapper and seed filler ought also to be popular among the cigars de luxe in France.

As the cigar business in the United States, especially outside the large cities, is carried on largely in small shops and in families, a description of the workings of the factory in Lyons may prove interesting and perhaps useful. The

factory is a four-story building covering three acres of ground. The first thing done to the tobacco, preparatory to its transformation into cigars, is to soak it in salted water. Then, instead of pressing the weed to free it from its strong, rank odour—contracted largely while being packed during shipment—it is dried in a hollow iron wheel that revolves 100 times per minute. After the tobacco is stripped, the stems are placed into large vats, under pressure, a stream of water percolating slowly through them, and the juice thus expressed is sold for 16 cents per quart. Last year the Lyons factory realised nearly 2,000 francs from this source. One quart of this juice contains 40 grams of nicotine—sometimes as high as 60 grams. It is sold to veterinary surgeons, who use it upon animals afflicted with the itch or other skin diseases. Large quantities of it are exported to Buenos Ayres, where it is regarded as a cure for sheep's itch.

When cut and ready for market, the tobacco is packed by machinery, the labour of three girls contributing to make each package. One places the wrapper around the tin frame, another places this in a wooden orifice and fills it with the tobacco, which has been weighed by a third person. A slow hydraulic pressure is then brought down upon the tobacco, slightly reducing it, when the tin forms are handed back to the first person, who finishes the packing and prepares another form. The girls work very actively; three of them pack 12,500 packages a day.

No one but women and young girls are engaged in making cigars, cigarettes and fillers, and in cutting wrappers. The work is all done on the principle of a division of labour; the cutting of the wrappers, the breaking of the fillers, the rolling of the latter up in the wrapper, and the putting of the little kinky head on the cigar, all of which is done by one person in the small shops in the United States, is done by five different individuals in the State tobacco factory in this city. The woman who cuts the wrapper does it with a little revolving wheel blade on the end of a handle instead of with the usual cigar maker's knife. She cuts many thousands of wrappers a day, the work all being measured by weight, and the girls or women to whom the wrappers and fillers are brought ready for use make from 500 to 800 cigars a day. One hundred and eighty-eight women and girls, from 16 to 28 years of age, work ten hours a day in the cigar department, and only one of them earns as high as 4s. per day. Their situations are very desirable, and there is now a list of applications for places containing over 500 names. There is one filler machine on which two women break 1,500 fillers per day. A "cunning" machine in use here, invented by an employé, makes the head on cigars after they are rolled, and does the work of about a dozen hands. Another machine makes 140,000 cigarettes per day. Most of the boxes in which the cheap cigars are packed are made of cardboard. The wooden boxes are manufactured from the heads of hogsheds in which tobacco comes here from the United States. The price is marked by the Government on every box of cigars and on every package of cigarettes or paper of tobacco. A great deal of chewing tobacco is manufactured and consumed in France. Generally speaking, Frenchmen are not chewers of the Indian weed; but in the manufacturing districts, where men work twelve hours a day and cannot smoke during that time, they chew. In seaport towns, the habit of chewing is due to the presence of the American sailor.—*Commerce.*

**Quo Vadis? To Millhoff's to order Pick-Me-Up Cigarettes.**



**PIONEER** (Sweetened)  
**TOBACCO**

**PIONEER**  
**CIGARETTES**

**10 for 3d.**



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WITH

**BRITISH CAPITAL.**



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**THE RICHMOND CAVENDISH CO. LTD.,**

Bonded Tobacco Works,

**LIVERPOOL.**



# Mr. W. A. Churchman on the Tobacco War.



R. W. A. CHURCHMAN, of the famous Ipswich tobacco firm, was recently interviewed by a representative of the *Norwich Eastern Daily Press*:-

"So far as we can learn at present," he said, "the American combine has undergone no fresh enlargement since its purchase of Ogden's, though there is one large English firm whose attitude is a bit of a mystery. But they are advertising enormously—there are some who say that they are spending in that way as much as £10,000 a week and Ogden's are reputed to be laying down a lot of costly machinery."

"From out point of view," Mr. Churchman went on, "the most anxious thing that has happened so far is the rise in the price of leaf. Not only have the Americans bought up all they could of Virginia, putting up the price something like 100 per cent. beyond what it was this time last year, but they are starting large stemming factories in Kentucky, which shows that they mean to control, if possible, the whole of the western tobacco crop, from which roll tobacco and shag are principally made. Virginia, which could have been bought for 7d. a year ago, is now worth quite 1s. 1d. Westerns have not gone up to so great an extent, but they also are fast advancing. For instance, filler strips, which were 3½d., are now in the neighbourhood of 6d. Of course, if they can corner the Virginia crop, or any of the other crops, it would put us in an awful hole. But I don't think they can, because the English combination, and, indeed, all English manufacturers of any standing, are holding at least two years' supplies, and some of them even more. You see, they will have to keep buying up the stuff year after year, and it will be curious if we cannot get hold of a few odds and ends to spin out our stock."

"But how, in the name of reason," queried the visitor, "can the American combine buy up the crops at enhanced rates, and at the same time cut prices in the English market?"

"I don't believe," replied Mr. Churchman, "that they can eventually corner the crops, because if prices remain high, as at present, there will soon be an enormous extension of the area under tobacco. That is to say, the Americans will largely give up growing other things, and the more tobacco the combine buys the more there will be to sell. Besides, the attention of other countries will be drawn to the value of the tobacco-growing industry. But these are developments that will take a long time to bring about."

The English combine is already an enormous concern with a capital of £15,000,000; it has paid £37,552 for stamp duty, and the subscribers to its share capital include makers whose names are household words among smokers—Wills, Lambert & Butler, Player, Hignett, Adkin, and the rest. The question naturally suggests itself, therefore, what will be the fate of the small manufacturer who happens to find himself outside this fortunate ring?

"Yes," said Mr. Churchman, "that is a very important question for them. Some of the small houses, I fear, will have a very rough time of it. I know personally of three which have had to close in consequence of the advance in prices, and others may be expected to follow suit as the advance continues."

Asked if there was any significance in the fact that the American combine had begun with the absorption of Ogden's, Mr. Churchman said it would have been much more serious if they had captured one of the great English houses which purvey the best class of proprietary articles. "Three-fifths, or possibly as much as four-fifths, of the

tobacco sold in England is of the threepenny order. But all the best class of proprietary stuff is outside the American combine at present, and it has to be remembered that the makers of the best stuff are also makers of a lower class of goods. As for the policy of the great English manufacturing houses, I think it will probably be this. They will maintain the price of their best class proprietary articles, and, if necessary, compete with the Americans by reducing their lower class ones to any level that the Americans may think fit to set."

"But that is a defensive policy. Can't they do something aggressive?"

"Well, yes, they might say, I don't say they will—'If you sell the American wares you will have to do without ours.'"

The visitor remarked that, as far as the outsider could judge, no very serious struggle had begun as yet.

"No," said Mr. Churchman, "the outsider has not yet begun to feel the pinch. The opening moves in the game have been confined to the purchases of leaf, and the artificial heightening of its price. There are many people who believe that the beginning of the fight will be chiefly in America; but I believe it is already developing here. If prices go up in America we shall feel the difference just the same. Undoubtedly this is the biggest upheaval our trade has ever had, and if the American object succeeds the result will be most serious, not only for the tobacco industry, but for other British industries as well. It behoves the English people to support English manufacturers in every way they can. What I mean is that if English-made goods are equal in price and quality to those which are made with foreign capital, the English ones, whether made by the Imperial Company or by independent firms, ought to have the preference. What the public need to understand is that if the Americans win in the end the result will certainly not be to make tobacco any cheaper."

Mr. Churchman told the interviewer that his own business was increasing, the output of one of the firm's proprietary articles having been recently doubled.

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## TOBACCO WAR RUMOURS.

GREAT excitement was caused among the trade by the publication of the following article in the *Daily Mail*:-

The most important move which has yet been taken in the tobacco war by the Imperial Company, telegraphs our Bristol correspondent, has now been definitely adopted.

This is the formation of an offensive and defensive alliance between the great amalgamation and the largest retail tobacco business in the kingdom, that of Messrs. Salmon & Gluckstein, Ltd.

The negotiations have been protracted and intricate, and rumours have been plentiful, but the following may be taken as the actual facts of the matter.

In the first place, Mr. Harry Wills, who is the chief organiser and leader of the Imperial forces, conceived the daring idea of buying up the Salmon & Gluckstein business, lock, stock, and barrel. As the capital of that company is £450,000 in ordinary shares, with an additional £200,000 in debentures, and as the market price of the ordinary shares has—before the Transvaal war, when the Bank rate was moderate—been as high as £2 15s. per

**Sweet and Twenty-five Pick-Me-Ups in a box. To sell at 6d. and leave you a first-class margin of profit.**



**A Popular Mixture of  
the Highest Class.**

**Player's**   
**Navy Mixture.**

It has a daily increasing sale.

No Stock is complete without this Brand.



**British Made by  
British Labour  
and with  
British Capital.**

It is not sold at a fancy price yet it leaves

**A Handsome Profit to the Retailer.**



share, and is now only 10s. or 11s. less, it will be seen that Mr. Wills must have been prepared to offer something over a million and a quarter sterling.

But the leading spirit of a £15,000,000 concern was hardly likely to be daunted by huge figures, and the negotiations were opened. Born in the tobacco trade practically, Mr. Wills, who is the nephew of Sir William, is an engineer by profession.

He is a medium-sized, fair-complexioned man of about 40, of determined character and of lightning grasp, although slow of speech. The attempts to make a "deal" must have been as fascinating to follow as a clever chess match, with such able men on the other side as the directors Mr. Wills had to encounter.

No sale ensued, but the end of the bargaining has resulted in an arrangement hardly less important.

Subject to the approval of their shareholders, of course, who may be receiving notice of the matter at any moment now, the directors of Salmon & Gluckstein will banish the wares of Mr. Duke and the American trust from the whole of their shops, of which there are some 80 or 90 in London, and nearly as many in the country. This promises to be the severest blow Mr. Duke has yet received.

In consideration, Messrs. Salmon & Gluckstein get an agreement from the Imperial Company guaranteeing their dividends at a figure which they will doubtless deem highly satisfactory, especially having regard to the stability of the guarantors—a company with a capital of £15,000,000, and net profits which will be found to average the colossal figure of a million and a quarter per year.

Subsequently the same journal announced that the guaranteed dividend referred to was 11 per cent., and later on this figure was reduced to 10. As a consequence there were large and excited dealings in Salmon and Gluckstein's shares on the Stock Exchange, at prices which showed a declining tendency. On February 8th the *Financial News* published a short article on the subject, and as we go to press we gather that the shares are steady at about 42s. They must be considered a speculative investment, as unless the deal which has been effected is much more to the advantage of the "cutters" than is rumoured, it is clear that the increased cost of the raw material will make a great reduction in their profits.

The following is from the *Financial News* of February 8th:—

### A FALL IN SALMON.

The shares of Salmon & Gluckstein have for some time displayed considerable weakness. A few months ago they were buyers at 2½, but now the shares find it difficult to maintain the 2 as the big figure. Within the last two days the shares have by no means benefitted by the rumour that the Imperial Tobacco Company would take over the concern, giving in exchange for each Salmon & Gluckstein share one 10 per cent. preference share in the new company.

Naturally, those who bought Salmon & Gluckstein's shares at 2½ a little while back, on the rosy view of the company's prospects taken by the chairman at the meeting, did so in the expectation that they would get something much better than a 10 per cent. preference share—or a permanent 5 per cent. investment with no prospects. Such a change is a very bad bargain for them. The market also thinks it a very bad bargain for the company, and has put down the shares in consequence.

The officials of Salmon & Gluckstein, when seen by a representative of the *Financial News* yesterday, refused to deny or confirm the report, although it was pointed out that such an attitude could only give rise to the belief that there was a substantial basis of truth in the statement. Despite this, the officials steadfastly refused to say what

were the exact terms arranged with the Imperial Tobacco Company. They justified their action on the ground that, as they were unable at present to give their own shareholders any particulars, they could not make a public announcement, and that they could not be held responsible for any inferences that might be drawn. In speaking of the glowing predictions of the chairman at the meeting, it was frankly admitted that the present developments in the tobacco trade had not and could not have been anticipated. The company had to recognise that recent events had revolutionised the condition of affairs in the tobacco business.

## PERSIAN WOMEN AND TOBACCO.

WE extract the following from an interesting article by Mr. Wilfred Sparrow, which recently appeared in the *Morning Post*:—It sometimes happens that the innate sense of justice in women expresses itself in the opposition they make to any inquisitorial interference on the part of licensed concessionaries with the habits and practices of their daily life—an opposition which clashed on one occasion with the success of a British enterprise, as Nasir'd-Din Shah, the ablest Persian sovereign of the nineteenth Century, learned to his cost from the disturbances arising out of the tobacco concession in 1891. In the autumn of the preceding year a complete monopoly of the purchase, sale, and manufacture of native-grown tobacco was granted by the Shah, and an English Company, entitled the Imperial Tobacco Corporation of Persia, was formed to work it. The concession was to hold good for a period of fifty years. So wholesale bartering of a staple product, regarded in Persia as a necessary of life, excited the fiercest opposition among the people, who took further alarm at the Company exercising the right of search in too reckless a fashion. The suggestion that the privacy of their homes was in danger of being violated by the unclean Firangi sufficed to kindle the irrepressible vitality of the race, and the whole country, headed by the women and the priests, went on strike.

### VICTORY OF THE GENTLER SEX.

Mirza Hassan, the high priest of the sacred city of Kerbela, declared tobacco to be unlawful to the true follower of the Prophet, and every man, woman, and child was forbidden to smoke or to sell it. The priestly prohibition was obeyed—the women, ever to the fore in upholding the rights of the people to develop the resources of the country themselves, refused to allow their husbands to smoke in the harems; raids were made on suspected tea-shops by vigilance men, who smashed every waterpipe they could lay their hands on; Ministers of the Crown were coerced by their wives to forswear the soothing weed; men and women took their walks abroad wearing the sullen and irritable look habitual to smokers who give up the habit too suddenly. Even the Shah himself had no other choice than to smoke on the sly like a schoolboy, so over-ruling was the whim of the ladies of his harem! The result of the strike, probably the most remarkable and certainly the most representative on record, was that the Shah in January, 1892, weary of governing a nation of non-smokers, yielded to the popular demonstration by cancelling the entire concession, promising pecuniary compensation for the rupture of contracts—a promise which was faithfully fulfilled. Then the gurgling of the hubble-bubble was heard once more in the land, and the national face took on its wonted expression of Oriental serenity. The honours of this victory belong to the gentler sex, for the priests could have achieved next to nothing without their whole-hearted co-operation. When I hear people say that Persia is played out I think of the tobacco strike of 1891, and retort that Persia only awaits a man.

To buy well is the secret of the tobaccoist's success. Buy *Eldorados* by Weight.



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"ARISTON," Gold Tipped	-	100's	50's	20's
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"ARISTON," No. 6	- -	100's	50's	20's
"NEBKA," No. 2	- -	100's	50's	20's 10's
"NEBKA," No. 3	- -	100's	50's	25's

All the above well-known and popular brands are guaranteed hand-made from the finest selected Turkish Tobaccos, and all packed in beautiful enamelled tins.

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**THE SMOKE TRAVELLER.**

When I puff my cigarette,  
 Straight I see a Spanish girl—  
 Mantilla, fan, coquettish curl,  
 Languid airs and dimpled face,  
 Calculating, fatal grace;  
 Hear a twittering serenade  
 Under lofty balcony played;  
 Queen at bull-fight, naught she cares  
 What her agile lover dares;  
 She can love and quick forget.

Let me but my meerschaum light,  
 I behold a bearded man  
 Built upon capacious plan,  
 Sabre-slashed in war or duel,  
 Gruff of aspect, but not cruel,  
 Metaphysically muddled,  
 With strong beer a little fuddled,  
 Slow in love, and deep in books,  
 More sentimental than he looks,  
 Swears new friendships every night.

Let me my chibouk enkindle—  
 In a tent I'm quick set down,  
 With a Bedouin lean and brown,  
 Plotting gain of merchandise,  
 Or perchance of robber prize;  
 Clumsy camel load upheaving,  
 Woman deftly carpet weaving,  
 Meal of dates and bread and salt,  
 While in azure heavenly vault,  
 Throbbing stars begin to dwindle.

Glowing coals in clay dudheen  
 Carries me to sweet Killarney,  
 Full of hypocritic blarney—  
 Huts with babies, pigs and hens  
 Mixed together, bogs and fens,  
 Shillalahs, praties, usquebaugh,  
 Tenants defying hated law,  
 Fair blue eyes with lashes black,  
 Eyes black and blue from cudgel-thwack,  
 So fair, so foul, is Erin green.

My nargileh once inflamed,  
 Quick appears a Turk with turban  
 Girt with guards in palace urban,  
 Or in house by summer sea  
 Slave-girls dancing languidly,  
 Bow-string, sack, and bastinado,  
 Black boats darting in the shadow;  
 Let things happen as they please,  
 Whether well or ill at ease,  
 Fate alone is blessed or blamed.

My cigar breeds many forms—  
 Planter of the rich Havana  
 Mopping brow with sheer bandana,  
 Russian prince in fur arrayed,  
 Paris fop on dress parade,  
 London swell just after dinner,  
 Wall Street broker—gambling sinner!  
 Delver in Nevada mine,  
 Scotch laird bawling "Auld Lang Syne."  
 Thus Raleigh's weed my fancy warms.

Life's review in smoke goes past—  
 Fickle fortune, stubborn fate,  
 Right discovered all too late,  
 Beings loved and gone before,  
 Beings loved but friends no more,  
 Self-reproach and futile sighs,  
 Vanity in birth that dies,  
 Longing, heart-break, adoration  
 Nothing sure in expectation  
 Save ash-receiver at the last.

IRVING BROWNE.

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## Juvenile Smoking in Manxland.

THE following is the text of a Bill introduced into the House of Keys by Mr. J. D. Lucas, with the object of "restricting and regulating the sale of tobacco to and the use of tobacco by minors":—

Whereas the use of various forms of tobacco by minors has become very prevalent, and it is desirable to restrict and regulate the sale to and use of the same by them:

We, therefore, your Majesty's most dutiful and loyal subjects, the Lieutenant-Governor, Council, Deemsters, and Keys, in Tynwald assembled, and by the authority of the same, as follows (that is to say):—

## SHORT TITLE.

1.—This Act may be cited as "The Juvenile Smoking Act, 1902."

Licensed persons selling, giving, &c., tobacco to minors under 18 years.

2.—Any person licensed to sell tobacco, who either directly or indirectly sells, gives, or furnishes to a minor under 18 years of age cigarettes, cigars, or tobacco in any form whatever, shall, on summary conviction before a justice of the peace, be subject to a fine of not less than £2, and not more than £10, with or without costs, or to be imprisoned, with or without hard labour, for any term not exceeding one month, or to both fine, with or without costs, and imprisonment to the said amount, and for the said term, at the discretion of the convicting justice.

3.—Any person under the age of 18 years of age found smoking, or in any way using cigarettes, cigars, or tobacco of any sort whatever, shall, on summary conviction before a justice of the peace, be subject to a fine not exceeding £2, or imprisonment for not more than seven days, or be liable to a whipping, either instead of, or in addition to such fine and imprisonment.

4.—A person who appears to the magistrate to be under 18 years of age shall be presumed to be under that age, unless it is shown by evidence that he is in fact over that age.

5.—The chief and other constables shall take cognizance of all offences under this Act, and shall enforce the provisions thereof.

6.—This Act shall be read and construed as one with the Summary Jurisdiction Act, 1864, and the Petty and Summary Jurisdiction Acts, 1868 to 1900.

**There's many a slip 'twixt cup and lip. When slipping try a PICK-ME-UP.**



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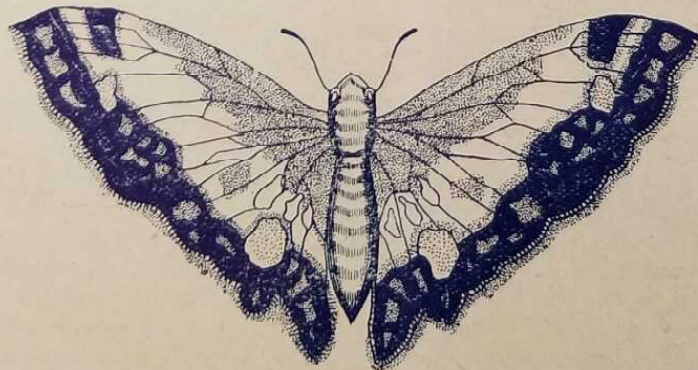
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HUNT.”**

**EDWARDS, RINGER & BIGG, Ltd.,  
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**“BUTTERFLY”**

**HAND  
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**IN PACKETS  
AND  
BY WEIGHT.**

**CIGARETTES.**

Made in England by British Labour with **BRITISH CAPITAL.**

**HIGNETT BROTHERS & CO. Ltd., LIVERPOOL.**



## Why some Women prefer Smoking Carriages.

The following brightly-written article was recently published in *Pearson's Weekly*:—The Midland Railway Company, yielding to the wishes of some of their season ticket-holders, have recently labelled some of their third-class smoking compartments "Smokers only." This has been done because many ladies persist in occupying seats in smoking carriages and crowding out men who are compelled to go into carriages where smoking is not allowed.

I have made it my special business to seek out a few ladies in smoking compartments with a view to ascertaining their reasons for trespassing. In every case referred to below the information was readily given, and it is hoped that the result of this batch of questions and answers will cause a little less harsh judgment on the part of men, who, after all, are not much injured by having to forego an occasional smoke.

Mr. P. Doubleyou: "I beg your pardon, madam, but are you aware that this is a smoking carriage?"

Lady (whose age may be twenty-five, and who occupied a seat in a third-class compartment on the Great Eastern system at Liverpool Street Station): "Yes, I know it's a 'smoker'; that's why I got in. I've made up my mind not to travel alone in a non-smoking compartment again in a hurry."

Mr. P. Doubleyou: "Dear me! How's that?"

Lady: "Well, I find that smoking carriages are much more freely patronised than the non-smoking ones. One is sometimes left alone with one other passenger in a non-smoking carriage, and that is seldom the case in a 'smoker.' Only lately I had a most unpleasant experience in a non-smoking compartment, and now I am going to be on my guard against a recurrence."

Mr. P. Doubleyou: "But don't you know that your presence here is the cause of *bonâ-fide* smokers having to sit in carriages where they may not smoke?"

Lady: "I'm afraid that I do know that that is the case. Yet I think that it is better that a man should forfeit a little self-indulgence, rather than a woman should run the risk of being molested by some brute of a fellow who is too cowardly to act wrongly except when he is pretty certain of escaping a whipping."

Mr. P. Doubleyou: "But surely you exaggerate! How many cases a year of this sort do you suppose a big railway company hears of?"

Lady: "'Hears of,' you say? You do right to say 'hears of!' Why, the authorities do not hear of a twentieth of the cases that actually occur! Women will not tell. It does not do to let the world know of your trouble, especially if you happen to be a woman with a living to make."

I spoke as feelingly as I could, again expressing a hope that the lady had taken a very extreme view of the question, and I then made off to Waterloo in search of more ladies able and willing to give their reasons for travelling in "smokers." It was three o'clock in the afternoon when I reached Waterloo, and it was four-fifteen before I espied an unaccompanied lady seated in a smoking compartment.

"Madam!" I said, "this is a smoking carriage, I believe?"

Lady (inclined to be stout and with four good-sized parcels and a large rush bag arranged beside her): "Is it? Well, wot matter! I'm only going to Clapham Junction, I can't be bothered to pick and choose kerridges. I just takes the first as comes. I want to be there without a lot o' wandering up and down. There's room enough for you, ain't there?"

I pretended to be deaf, and instead of getting into the compartment I strolled in the direction of the Loop-line platform, where I found a most agreeable young type-writing miss bound for Richmond.

Young lady: "Yes, I always go by a 'smoker' when I can find room in one. I find there's more to interest and amuse. Then there are no babies! I don't like babies in the train, and as for tobacco, well, I'm used to it. I like men better than women, and I'm always treated with respect, except when there happens to be a drunken man in the company. Even then I have the great satisfaction of hearing him snubbed by other men if he deserves it."

At King's Cross suburban station I met with two ladies, who gave information not unlike that given by the lady at Liverpool Street. At St. Pancras no ladies could be discovered in smoking compartments. At Euston, the only lady in a smoking carriage was evidently there because she wished to be in the company of her lord and master, who was puffing at a large cigar. At Paddington a lady expressed herself as follows:

"I always travel in a smoking carriage when possible, because I think that men who are calmly smoking are less likely to go suddenly mad and do anything dangerous, such as pull out a revolver and fire, or produce and brandish a knife in the faces of their affrighted fellow-travellers. Then, again, I love tobacco smoke, and I find smoking men to be good-tempered and polite."

At the Great Central Railway terminus two young ladies explained that they preferred smoking compartments in the firm belief that the cushions in them afforded less comfortable quarters for fleas!

With such intelligence I thought I had surely reached a climax. I therefore put away my note-book and made tracks for home.

---

## SNUFF.

THE custom of snuffing, which seems likely to be revived to some small extent, though it has never since its introduction wanted votaries, came to us from Ireland, where men did "most commonly powder their tobacco and snuff it up their nostrils"; but it was not before Sir George Rooke's fortunate capture at Vigo in 1702 of immense booty, including vast quantities of snuff, that Englishmen of all classes were able to indulge freely in the luxury. A century earlier Dekker, in the *Gull's Hornbook*, had satirised tobacco, "the setter-up of rotten-lunged chimney-sweepers," with their wise knowledge of "Rowle Trinidado, Leafe, and Pudding," and recommended the gallant who dined at an ordinary, before the meat "came smoaking to the board,"

*Are you selling your goods at full prices? Then stock Pick-Me-Up Cigarettes. They are not out.*





FABRICANTES DE TABACOS

THIS CELEBRATED BRAND IS MADE IN THREE SIZES, viz. :—

Lords of England

*In 100's, 50's  
and 25's.*

*In 100's, 50's  
and 25's.*

Regalia Britannica

Princessas

*In 100's and  
50's.*

WHOLESALE ONLY, FROM THE MANUFACTURER :—

**R. I. DEXTER,**  
NOTTINGHAM.



to "draw out his tobacco-box the ladell for the cold snuff into the nostrill, the tongs and prining-iron," and give an exhibition of his skill. The use of a "ladell" instead of fingers appears to have been a persistent eccentricity. S. Wesley refers to it:

Some think the part too small of modish sand  
Which at a niggard pinch they can command;  
Nor can their fingers for that task suffice,  
Their nose too greedy, not their hand too nice;  
To such a height with them is fashion grown,  
They feed their very nostrils with a spoon.

As for the "modish sand," this is probably an allusion to the many impurities that, accidentally or of intention, find their way into snuff. When all has come to powder, a little extra dust from the sweepings of the factory may easily pass unchallenged. The varieties of scent and pungency are almost endless, but fermentation, which must not be allowed to proceed beyond a certain point, is an essential feature in all snuff-making.

In Anne's reign men "enriched their noses" by using boxes containing a spring which let out the snuff through a tube "upon the back of the hand, and this was snuffed up the nostrils." But, as a rule, fingers that were made before spoons, as well as before forks, conveyed the perfumed powder to the nose. Southey, the indefatigable, found time to write what he calls a "poemlet" in honour of snuff:—

Oh! how it tingles up  
The titillated nose, and fill the eyes  
And breast, till in one comfortable sneeze,  
The full collected pleasure bursts at last.

Prince and pauper alike found enjoyment in what is now generally considered rather an unpleasant habit—unpleasant, that is, to others. Queen Charlotte used snuff; so did George IV.; while Frederick the Great took it by handfuls, with the result that it was difficult to approach him without sneezing, and his valets made money out of the snuff left on his clothes and handkerchiefs. Napoleon, too, though he never smoked, was an inveterate snuff-taker. So extravagant did the fashion become that Lord Petersham's cellar of snuff was said by tobacconists to be worth some £3,000.

The allusions to snuff-boxes in the literature of the eighteenth century are practically endless; and, of course, the *Spectator* had a good deal to say about a habit which affected all classes of society. One week there appeared in its columns an advertisement stating that "the exercise of the snuff-box according to the most fashionable airs and motions, in opposition to the exercise of the fan, will be taught with the best plain or perfumed snuff at Charles Lillie's, perfumer, at the corner of Beaufort Buildings in the Strand," as well as "an explanation of the careless, the scornful, the politic, and the surly pinch, and the gestures proper to each one of them." An infinite amount of pains and ingenuity was expended on the manufacture of snuff-boxes for the fashionable and the wealthy, of whom "Sir Plume, of amber snuff-box justly vain," may be taken as the type. In 1812 we hear of "the high workmanship and elegance of our modern gold snuff-boxes." But some of the finest specimens of wooden boxes were made in Scotland at Lawrence Kirk, and afterwards at other places, the hinge being of particularly delicate construction. Until the secret of their manufacture leaked out, these boxes fetched very

high prices, though, as so often happens, the original inventor died, as he had lived, in poverty. Occasionally, the snuff-box appears to have been shaped to sarcastic uses, as in the case of a fine specimen carved into a laughable caricature of an eighteenth century parson in full clerical dress, the coat-tails being made to serve as a convenient lid.

When all the world and his wife took snuff, it was only natural that the snuff-box should be employed by the card-sharper, who, by means of a mirror concealed in the lid, was able to see the cards as he dealt them round. The practice was so common that the writer of a book of etiquette once wrote: "If your unknown partner during his deal places a polished gold or silver snuff-box on the edge of the table between himself and the cards, interrupt him by asking for a pinch of snuff, and keep the box until the cards are dealt." But, as a rule, snuff-taking was a comparatively harmless custom. Despite counterblasts and ordinances numberless, the use of tobacco has continued to spread among all nations, Christian and Pagan, Eastern and Western. The Great Sophy of Persia, when making war upon the Cham of Tartary, proclaimed that "if any tobacco was found in the custody of any soldier he should be burned alive, together with his tobacco." This was probably as effectual—or useless—as the Russian threat to cut off the nose of anyone who should presume to use it—as "an Indian chimney."

Nowadays we are so little troubled by ill-smelling and badly-burning candles that it is difficult to realise the important part once played by the snuffers in every household. No one, we imagine, regrets the time when it was "necessarie in one hour three or four times to snuffe the candle." Nor is it very easy to recall the state of things suggested by Swift's famous "Directions to the Butler":—"Snuff the candles as they stand on the table, which is much the securest way; because if the burning snuff happens to get out of the snuffers, you have a chance that it may fall into a dish of soup, sack-posset, rice milk, or the like, where it will be immediately extinguished with very little stink."—*The Globe*.

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## SMOKING IN THE "F.O."

We do not know whether smoking is allowed in the Foreign Office during office hours now, but the following is interesting:—When the Earl of Clarendon was first appointed Foreign Secretary in 1853, he was conducted round the office by Mr. Addington, who was then Permanent Under-Secretary of State. Mr. Addington had a great aversion to smoking, and in course of conversation with his lordship he informed him that there was a very stringent rule against smoking during office hours, upon which his lordship, who was himself an inveterate smoker, observed with a smile: "Oh, indeed!" and taking out his cigar-case, handed it to Mr. Addington, saying, "Can I offer you a cigar?" This remark was observed, and soon got round in the office, and from that moment it was considered that the prohibitory rule against smoking which was laid down by the Earl of Aberdeen was thus cancelled by his successor, the Earl of Clarendon.—*Westminster Gazette*.

**Sweet and Twenty-five Pick-Me-Ups in a box. To sell at 6d. and leave you a first class margin of profit.**



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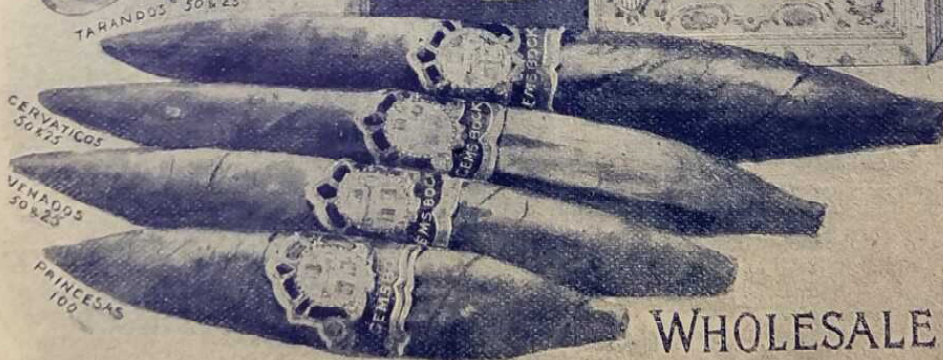
TELEGRAMS VALERIO LEICESTER



# GEMSBOCK CHOICE CIGARS



TARANDOS 50 & 25



WHOLESALE OF

## GOODMAN & HARRIS LEICESTER.



# NEW BRANDS

The following appeared in the *Trade Marks Journal* for January 15th, 1902:—

240,538. All goods included in Class 45. The firm trading as The Three Crescent Cigarette Company, Al Mokattan, Cairo, Egypt; manufacturers and traders. September 9th, 1901. Address for service in the United Kingdom, c/o S. E. Page, 28, New Bridge Street, London, E.C.

**Bond of Union.**—242,106. Manufactured tobacco. Cope Bros. & Co. Ltd., 10, Lord Nelson Street, Liverpool; tobacco manufacturers. November 20th, 1901.

**Yolanda.**—242,313. Tobacco, whether manufactured or unmanufactured. Charles Stephen Hodges and Charles Clement Hodges, trading as Carter Hodges & Co., 37 and 38, Friday Street, London; merchants. November 28th, 1901.

**Sweetmeat.**—242,730. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein Ltd., Clarence Works, York Road, City Road, London, E.C.; tobacco manufacturers. December 17th, 1901.

**Knight Commander of the Bath.**—242,640. Tobacco pipes, and cigars and cigarette tubes included in Class 50. K.C.B. Briar Pipe Company, 4, Frogmal Lane, Finchley Road, London; tobacco pipe merchants and manufacturers. December 12th, 1901.

The following appeared in the *Trade Marks Journal* for January 22nd, 1902:—

**Overjoy.**—238,461. Manufactured and unmanufactured tobacco. Tyler & Co., 8, Castle Gate, Nottingham, and 2, Bank Street, Sheffield; manufacturers. May 25th, 1901.

**La Hotanda.**—242,119. Tobacco, whether manufactured or unmanufactured. Johannes Wilhelm Scheffer, 37, Walbrook, London, E.C.; merchant. November 20th, 1901.

**Hinoki.**—242,404. Cigarettes. Joseph Przeddecki and Ludwig Przeddecki, trading as Anglo-Egyptian Cigarette Co., 18, Wool Exchange, London, E.C., and 45-46, Passage Kaisergallerie, Berlin; cigarette manufacturers. December 2nd, 1901.

**Gamekeeper.**—242,517. Cigars, cigarettes, and tobacco. Edward Scrivener, 31, Maidenhead Street, Hertford, Herts; hotel proprietor. December 7th, 1901.

**Melanes.**—242,535. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein Ltd., Clarence Works, York Road, City Road, E.C.; tobacco manufacturers. December 7th, 1901.

**La Conendia.**—“*The essential particular of the Trade Mark is the device, and the applicants disclaim any right to the exclusive use of the added matter.*” 242,440. Manila cigars. J. van Raalte & Co., 80, Fenchurch Street, London, E.C.; cigar importers. December 4th, 1901.

**Gona.**—242,767. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, E.C.; merchant. December 19th, 1901.

**Optica.**—242,769. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. Dec. 19th, 1901.

242,683. Tobacco, whether manufactured or unmanufactured. Arturo Florio, 22 and 24, Glasshouse Street, London, W.; cigar merchant. December 14th, 1901.

The following appeared in the *Trade Marks Journal* for January 29th, 1902:—

**Mabsuhd.**—242,213. Tobacco. Joseph Meyer, 106, Fenchurch Street, London, E.C.; cigar and cigarette importer. November 23rd, 1901.

**Thor.**—241,722. Tobacco, whether manufactured or unmanufactured. The Richmond Cavendish Co. Ltd., Bonded Tobacco Works, 2-4, Paisley Street, Liverpool; tobacco manufacturers, November 1st, 1901. *By consent.*

242,421. Cigarettes. Aviss Bros. Ltd., 81, Fenchurch Street, London, E.C., and 90, Gosford Street, Coventry; cigar manufacturers. December 3rd, 1901.

**Committee.**—242,678. Manufactured and unmanufactured tobacco. Robinson & Uhlfelder, Excise Chambers, Pelham Street, Nottingham; tobacco manufacturers. December 13th, 1901.

**Boer War, 1899-1901.**—“*The essential particular of the Trade Mark is the device, and the applicants disclaim any right to the exclusive use of the added matter.*” 241,121. Tobacco pipes. B. Saphra & Co., 23, Nicholl Square, Aldersgate Street, London; merchants. October 7th, 1901.

The following appeared in the *Trade Marks Journal* for February 5th, 1902:—

“*The essential particular of the Trade Mark is the combination of devices, and the applicant disclaims any right to the exclusive use of the added matter.*” 239,949. Manila Cigars. Charles Hellyar Cundall, 28, Plaza de P. Moraga, Manila; merchant. August 7th, 1901. Address for service in the United Kingdom, c/o Messrs. Johnsons, 115, St. Vincent Street, Glasgow.

**Gamekeeper.**—242,517. Cigars, cigarettes and tobacco. Edwin Scrivener, 31, Maidenhead Street, Hertford, Herts.; hotel proprietor. December 7th, 1901.

The following appeared in the *Trade Marks Journal* for February 12th, 1902:—

“*The essential particular of the Trade Mark is the device, and the applicants disclaim any right to the exclusive use of the added matter, except in so far as it consists of their own name and addresses.*” 241,860. A tobacco mixture. Tetley and Sons, 2, Boar Lane, Leeds, and 9, Station Square, Harrogate; tobacco manufacturers. November 9th, 1901.

**Gouto.**—243,016. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. January 2nd, 1902.

**Muti.**—243,017. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. January 2nd, 1902.

In our last issue the new brand registered by Messrs. Adolph Elken & Co. was misprinted “Zealandra.” It should have been “Zealandia.”

## THE AMBASSADOR AND THE SMOKER.

Mr. Choate, the American Ambassador, was once approached by a fresh young undergraduate, who introduced himself as the son of one of the Ambassador's old friends. The youth was smoking a pipe, and constantly blew great clouds of smoke into Mr. Choate's face. Observing that he was looking rather steadily at his pipe, the student said, proudly, “A birthday present.” “Ah!” replied the lawyer, without taking his eyes from the evil-smelling bowl, “I should never have thought you were so old!” We are not told whether the undergraduate was English or American.

*Why Smith Left Home.*—To find a shop where he could buy Mahomet Cigarettes.



# THREE NUNS Tobacco.

J. & F. BELL, Ltd.,  
GLASGOW.

1 oz., 2 oz., 4 oz.

Write for Copy of NEW ILLUSTRATED PRICE LIST with fixed Minimum Retail Prices.

## RESULT OF JANUARY COMPETITION.

The Winner of last month's competition, in which the word "unmonopolised" was mis-spelt on page 4, was—

Mr. L. PRICE, 252, Hyde Road, West Gorton, Manchester,  
to whom a parcel of Messrs. Sidney Pullinger, Ltd., Goods to the value of 20/- has  
been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY MARCH 6th, 1902.

In one of the *Advertisements* in this issue can be found a word, not a proper name, that is purposely mis-spelt. We offer a Prize of the particular goods referred to in the advertisement in which the word appears to the value of

### TWENTY SHILLINGS

to the person whose letter pointing out the word is first opened on the 6th of March, 1902.

This Competition is open to Retail Tobacconists and their Employés only.

The Editor's decision is final.

### CUT OUT AND FORWARD THIS COUPON

#### SPELLING BEE:

Addressed as follows:

Cigarette World,  
2, Ellison Road, Barnes,  
London, S.W.

Word Mis-spelt \_\_\_\_\_

In Advert. of Messrs. \_\_\_\_\_

Signature of Competitor \_\_\_\_\_

If a Retailer, state so \_\_\_\_\_

If a Retailer's employé }  
state who employed by } \_\_\_\_\_

Postal Address \_\_\_\_\_



# STANDARD LINES.

... FREE TO ADVERTISERS.

<b>ANASTASSIADIS</b> <i>Highest Class Turkish Cigarettes.</i> The Tobacconists' Supply Syndicate.	<b>COLONIAL EMPIRE</b> <i>Cigars.</i> Sidney Pullinger, Ltd., Birmingham.	<b>GRAND CUT VIRGINIA</b> Godfrey Phillips & Co., London.	<b>TOBACCONISTS' SUNDRIES</b> Adolph Elkin & Co., London.
<b>ARISTON</b> <i>Turkish Cigarettes, &amp;c.</i> B. Muratti, Sons & Co. Ltd., Whitworth St., Manchester.	<b>COMMODORE</b> <i>Cigarettes.</i> Adkin & Sons, London.	<b>LA SAGERA</b> <i>Cigars.</i> Goodman & Harris, Leicester.	<b>TURKISH CIGARETTES</b> Teofani & Co., London. <i>Highest Award at Paris Exhibition, 1900.</i>
<b>ASTHORE</b> <i>Cigarettes and Cigars.</i> J. H. Custance, Putney, S.W.	<b>DARVEL BAY</b> <i>Cigars.</i> John Caridi & Co., 5 & 6, Bury Court, St. Mary Axe, London, E.C.	<b>LLOYD'S TOBACCOS</b> <i>and Cigarettes.</i> R. Lloyd & Sons, London.	<b>TWO ROSES</b> <i>Cigarettes.</i> J. Biggs & Son, Commercial St., London.
<b>BADMINTON</b> <i>High-Class Smoking Mixture and Cigarettes</i> R. J. Hill & Co., Shoreditch, London, E.	<b>EXMOOR HUNT</b> <i>Highest Class Medium Strength Mixture.</i> Edwards, Ringer & Bigg, Ltd., Bristol.	<b>MIXED PARCELS</b> Tobacconists' Supply Syndicate, London. <i>See special advert.</i>	<b>VAFIADIS</b> <i>Cigarettes.</i> Melbourne, Hart & Co., 19, Basinghall St., London, E.C.
<b>BANDMASTER</b> <i>Special 1d. Packet Line.</i> Cohen, Weenen & Co., 52, Commercial Rd., London, E.	<b>FLOR DE MUNSHEE</b> <i>Indian Cigars.</i> John Caridi & Co., 5 & 6, Bury Court, St. Mary Axe, London, E.C.	<b>MONASTERY</b> <i>Cigarettes.</i> Adkin & Sons, London.	<b>VIKING</b> <i>Tobacco and Cigarettes.</i> Lambert & Butler, Ltd., Drury Lane, London, E.C.
<b>BUTTERFLY</b> <i>Cigarettes.</i> Hignett Bros. & Co. Ltd., Liverpool.	<b>FLOR DE SUMATRA</b> <i>Indian Cigars.</i> Jarrett Bros., 70 & 71, Bishopsgate St., London, E.C.	<b>NAVY CUT</b> <i>Tobacco and Cigarettes.</i> John Player & Sons, Ltd., Nottingham.	<b>WEST INDIAN PLANTERS</b> PLANTORES CIGARS IN PACKETS OF 8 EACH. A. Scheuch & Co., 103, Fenchurch St., London, E.C.
<b>CARLTON</b> <i>Tobacco.</i> Wm. Clarke & Son, Liverpool.	<b>FLOR DE VARZES</b> <i>Cigars.</i> R. I. Dexter, Nottingham.	<b>PALM BRAND</b> <i>Cigarettes.</i> R. Lockyer & Co., 13, Bunhill Row, London, E.C.	<b>ZEMINDAR</b> <i>Mild Indian Cigars.</i> Jarrett Bros., 70 & 71, Bishopsgate St. Within, London.
<b>CHALLENGE FLATS</b> <i>The Original.</i> All Wholesale Houses.	<b>GAINSBOROUGH</b> <i>Cigarettes.</i> Cohen, Weenen & Co., 52, Commercial Rd., London, E.	<b>SHIP'S TOBACCO</b> <i>Cigarettes.</i> Robinson & Barnsdale, Ltd., Nottingham.	
<b>CHERRY-TIPPED</b> <i>Cigarettes.</i> Jacobi Bros. Ltd., 9 to 11, Wilson St., London.	<b>GENERAL SUPPLIES</b> Singleton & Cole, Ltd., Birmingham.	<b>SUPERFINE SHAG</b> Franklyn, Davey & Co., Bristol.	
<b>CICARS</b> James Steel & Co., 78, Duke St., Liverpool.	<b>GOLD FLAKE</b> <i>Cigarettes and Tobacco.</i> W. D. & H. O. Wills, Ltd., London and Bristol.	<b>THREE NUNS</b> <i>Tobacco.</i> J. & F. Bell, Ltd., Glasgow.	

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# MONASTERY CIGARETTES.



A 2d. Packet  
that will  
Pay you to Stock.

**ADKIN & SONS,**  
LONDON, E.

THE

# FLOR DE MUNSHEE

(CIGARS and WHIFFS).

The Perfection of Mild Indian Cigars.

\*\*\*\*\*

SOLE AGENTS—

**JOHN CARIDI & CO.,**

5 & 6, Bury Court, St. Mary Axe, E.C.

Telegraphic Address: "DRASTIC," LONDON.

Telephone: 477 Avenue.

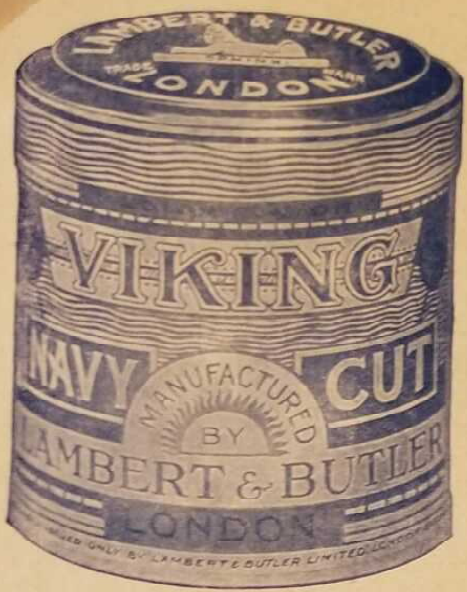




COMMERCIAL "TWO ROSES," 5 SHILLINGS CIGARETTES PRICE 1d PER PAIR OF CIGARETTES

BIGGS'S

# 'VIKING' NAVY CUT TOBACCO.



In three strengths—Mild, Medium, Full.

In 1-oz. decorated Tins and  
2-oz. and 4-oz. air-tight  
Tins.

# 'VIKING' NAVY CUT CIGARETTES.

Medium Strength.

In Packets of 10, air-tight  
Tins of 50, and decorated  
Tins of 100.



PRICES AND SHOW CARDS ON APPLICATION TO

# LAMBERT & BUTLER, Ltd.

## DRURY LANE, LONDON, W.C.

All communications to be addressed as follows: "The Editors 'Cigarette World' Banner, S.W."