

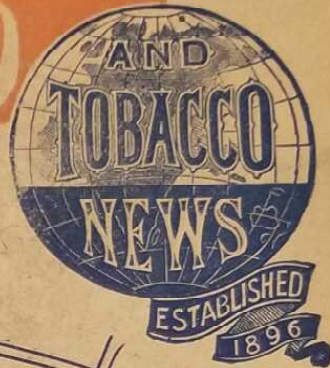
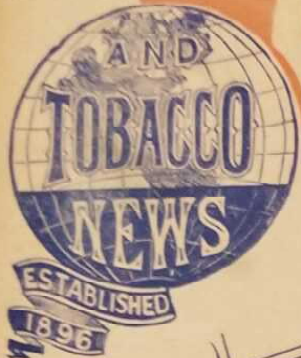
# THE ORIGINAL "CHALLENGE" FLATS

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Published on the 15th of every Month.

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## The Cigarette World



The Retailer's Journal:

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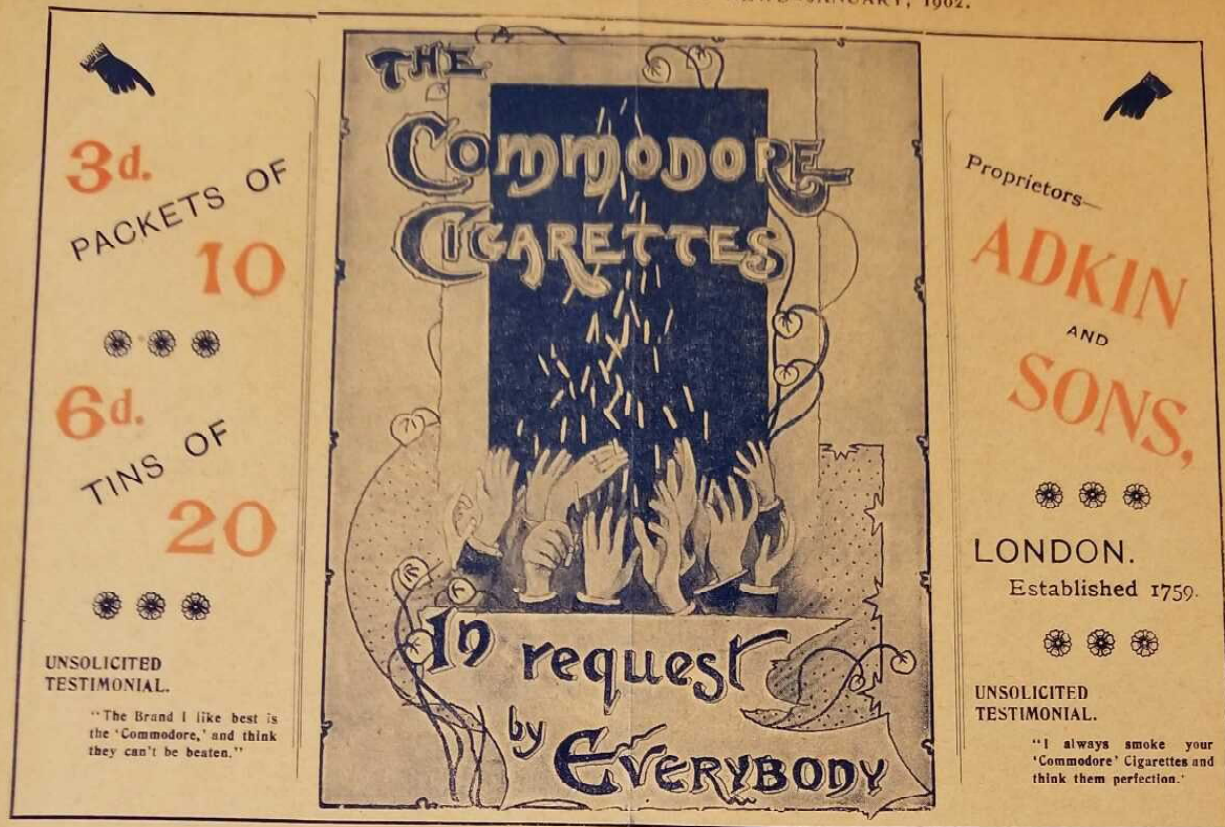
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UNSOLICITED TESTIMONIAL.  
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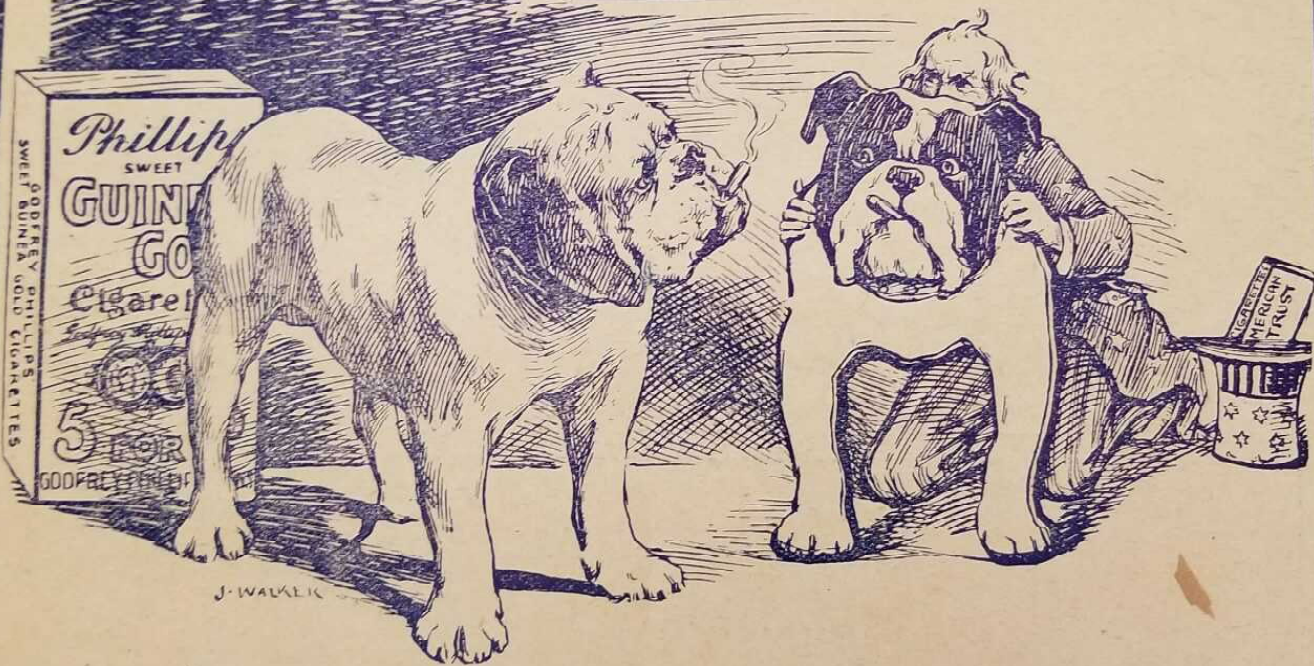
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The Prince of Wales  
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**5 a 1d.**

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**GUINEA GOLDS.**

Not the Foreign Imitations.



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Per 1,000.



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**SWEET CHERRY TIPPED  
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Price List on application.

**The Cigarette World  
AND TOBACCO NEWS.**

JANUARY 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.



IN our last issue we wrote in a hopeful way about the prospects of Christmas trade, but, unfortunately, owing to the weather, our anticipations have hardly been realised. There is no use crying over "spilt milk," and retailers must just put the best face upon matters and make an extra effort to start the New Year well. This is now the third Christmas that we have been at war, and, unfortunately, it is as difficult as ever to prophesy when the end is likely to come; as a result, all classes of the community have to face the certainty of increased taxation in the near future, and this, in itself, was quite sufficient to render Christmas much less cheerful than usual. Still, everything must have an end—even the war—and the trade may, we think, fairly hope that they will not be harrassed by any alteration in the duty. While saying this we must, however, add that it does not do to be too sure, and that since desperate diseases require desperate remedies, and we have a Chancellor of the Exchequer in

**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.

office who has not hitherto distinguished himself by any great originality in financial methods, it is just on the cards that he may impose an extra duty on tobacco. The wise man will, accordingly, be prepared, and then he cannot blame himself, whatever the result.

"WHERE there's a Wills there's a way" appears to be the motto of the new combine, and the selection of Sir W. H. Wills as chairman of the Imperial Company is undoubtedly an excellent one, and renders it certain that everything that can be done by British pluck, experience, and business ability, will be done to repel the American invasion. Of the ultimate issue we have no doubt whatever, the only question is—How long will the war last? The answer to that question depends chiefly upon the retail trade; if they allow themselves to be led away by the specious promises of the army of travellers sent out by the American Company the struggle may be prolonged, though the end may be the same; if, on the other hand, they rally, as we hope and expect they will, to support British manufacturers, a few months may prove sufficient to convince Mr. Duke that the policy and methods which he has found adequate for the achievement of his purpose in his own country are quite powerless to affect, in the slightest degree, the steady current of our trade. We are writing these words early in the New Year, and as yet the bonus question has not been settled, and very naturally there is considerable anxiety about it; before we go to press, however, we shall, doubtless, be in a position to make an authoritative announcement, but just now we can only say that we desire to strongly urge both the trade and the public to make a strenuous effort, and to make it quickly; if they do, it will be of great advantage, not only in the tobacco trade, but in others, for it is a good motto "when your neighbour's house is on fire look after your own," and it may be confidently asserted that, should the present scheme succeed, it will be speedily followed by more attempts to capture other trades in this country. We need hardly say that the commercial community have already got quite enough to do to maintain their position without having further burdens placed upon them.

Now that the struggle between the American Tobacco Company and the British combine is about to begin in real earnest, it is high time for other British manufacturers, outside the combine, to put their houses in order and take steps to secure to themselves their share of the trade of the country. Last month we drew attention to the efforts in this direction made by several enterprising and old-established firms, and those efforts, we are glad to note, are being attended with the success which they deserved. There are, however, very many manufacturers all over the country who, up till now, seem to us to have scarcely realised the situation, and yet the point is surely clear enough, and it is this—If the American invaders reduce the price of their goods to the public, and give increased profit to retailers in order to obtain a larger output, and if the British combine, in order to combat this policy, also go in

very largely for advertising and give a substantial bonus to retailers, how can outsiders expect to have their goods pushed unless they do likewise? It stands to reason that where a tobacconist can earn 20 or 25 per cent. profit by selling one class of goods, and about 10 per cent. by selling another, he will undoubtedly do his utmost to dispose of those goods which give him the highest profit, and, moreover, under present circumstances he will have a greater demand for them because of the sums which are being spent lavishly in advertisements. It is tolerably clear, then, that outside manufacturers must bestir themselves or else they will go to the wall. They must use every legitimate effort to extend their business and to attract the retailer, by whose assistance alone they can hope to get an efficient grip of the public.

NEW lines well named, attractively packed, and judiciously advertised, should be the order of the day, and care should be taken that the profit allowed to the retailer should be as generous as possible. It is not, of course, for us to attempt to teach their business to men who have spent their lives in the tobacco trade, but we think we may perhaps be pardoned for directing their attention to the very serious danger which now threatens them of being left behind in the race. We are aware that to many the policy indicated will mean considerable pecuniary sacrifice, but it should be remembered that the tobacco war will not last for ever, and that when it is over those firms who now show the most enterprise will reap the richest reward.

WE have heard nothing more of the deal with Salmon and Gluckstein; indeed, we think it may be described in the language of the vulgar as "off." Still, after the indecent haste which was shown by some of the prominent members of the Executive to force the proposal upon the trade, it must not rashly be assumed that they have altogether abandoned their intention, and we advise our readers, therefore, to be ready at any moment to show a powerful opposition should it again be brought forward. We understand that efforts are being made to prepare the report of the Alliance, and that stress will be laid upon the number of manufacturers who have issued minimum schedules during the year. We will not seek to deprive the Alliance of the credit of this, though, no doubt, in some instances this policy would have been adopted without their intervention, but we must add that the other items in the programme have not been carried out and are not likely to be. We pointed out last January, and have frequently pointed out since, that inducing manufacturers to issue minimum schedules was the only practical part of the programme, and so important do we consider this work, which is really only begun, that we would urge our readers to support Mr. St. John and his friends, even if they never did anything else, had we any confidence in their methods or in their general policy. Frankly, we have no such confidence, and we are sure that, in London at least, the attempt to make a deal with the "cutter" has absolutely destroyed any possible chance of success.

"LA CINGARA," finest imported Mexicans.

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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 Fina & Reg. Principe), etc.

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Telegrams, "AROMA, LIVERPOOL."

**FACTORY: 78, DUKE ST., 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.**



An extremely novel point was decided at the Birkenhead Police Court recently. A full report of the case will be found in another column. A hairdresser was summoned by a tobacconist and hairdresser for alleged indecent behaviour. The indecency alleged was spitting on the complainant's shop window when passing. The prosecuting solicitor described the conduct of the defendant as indelicate, unseemly, indecorous, and filthy, and certainly this was not too strong language; but the defendant's solicitor submitted that the Legislature never intended to include under the term "indecent" anything like what was alleged to have occurred in that case. Indecency, continued the learned gentleman, meant something of an immoral nature, and in the present case the proper remedy was for the complainant to have applied for an injunction and damages. The Bench, however, did not take this view, and though defendant was called and denied the offence, they bound him over to keep the peace, and ordered him to pay £1 7s. 6d. costs. Notice of appeal was given. It is hard to say how a higher Court may decide, as the question is a highly technical one; if common sense prevails, however, the conviction will be affirmed, and the expense of the litigation will perhaps teach defendant a useful lesson.

—\*—

From what we believe to be well-founded rumours, there would appear to be trouble in store for the members of the Cigar Makers' Union at a very near date, owing to the reported intention of Messrs. Salmon & Gluckstein Ltd. to introduce new machinery into the manufacture of their various brands of cigars. The machines in question, true, are only used in "bunching," and the cigar in the course of its construction requires to be manipulated and wrapped by hand, but one of the first rules of the Union is to the effect that no workman shall finish a cigar which has been bunched by another person. The members of the Union contend that the machine in this case represents "another person," and rightly too, we think, seeing that it does away with a great and important portion of the skilled workman's craft, but that it "bunches" so well is quite another question. Should Messrs. Salmon & Gluckstein remain firm in their reported intentions, either about 200 cigar makers will have to come out of their factories or the Union will be compelled to concede the point, which, we venture to think, would be a very weak policy on its part, seeing that its very existence depends upon a high standard of handwork and the perpetuation of handicraft. Messrs. Salmon & Gluckstein, we are informed, meet the arguments of the London workers by stating that the cigars made by the amalgamation of machine and handwork are only for consumption in the provinces, and that the cigars which they will sell in the Union's district will be made by hand throughout. This may sound very well in the ears of the London workers, but will the provincial public appreciate the logic. In the meantime meetings are being held among the men, who do not like the possibilities of a "lock-out" on the one hand or the decay of their industry on the other.

IT has come to our notice that several Manufacturers and others are now using the word "**CORONATION**" in connection with Cigars, Cigarettes, and Tobacco, or the boxes or cases containing these.

As we have used this word in connection with all these goods for the past sixteen years, and are the proprietors of a Registered Trade Mark therefor, we take this opportunity to draw the attention of the Trade thereto, so that any infringement of our rights may be avoided.

**KAPP & PETERSON, Ltd.**

**TOBACCO TRADE.**—COPE BROTHERS & CO. LTD. want a MANAGER of their Bonded Factory, Liverpool. Good salary will be paid to a man with practical experience of manufacturing for export. Applications, which will be treated confidentially, should state qualifications, present employment, and salary expected. Address under private cover to Secretary, Cope Bros. & Co. Ltd., Liverpool.

THE following verses from the *Daily Mail* so exactly hit off the situation that we cannot refrain from reproducing them:—

**TO JONATHAN.**

Sir, I observe with some surprise  
That those who love the seat of scorners  
Even presume to criticise  
Those little syndicates and corners  
Which, noble altruist! you frame  
With purely philanthropic aim.  
What! When an influential Trust  
Our shipping or tobacco collars,  
Are we to simulate disgust,  
Or rant about a love of dollars  
And crafty methods—when, in fact,  
Sheer charity impelled the act?  
For, having seen with deep concern  
The parlous state of British labour,  
With fine unselfishness you turn  
To help your Transatlantic neighbour.  
You grab his business, bit by bit,  
Simply to show the worth of it!  
We see our moribund affairs  
Quickened anew by your advices,  
We find depreciated shares  
Leaping at once to fancy prices;  
While (incidentally) your friends  
Pocket stupendous dividends.  
Wherefore, respected Jonathan,  
You'll understand me when I mention.  
A rather enterprising plan  
As not unworthy your attention:  
You might, it seems to me, do worse  
Than "Morganise" our British verse.  
The trade is practically left  
To private enterprises, lacking  
Commercial wisdom, and bereft  
Of adequate financial backing;  
To better it, the business must  
Be deftly handled by a Trust  
E.g.: "Agreement made this date"—  
Minutiæ I leave to you, sir—  
"Between the Clio Syndicate  
And A.C.D., a verse producer,  
Buying his trade and laurel crown  
For" shall we say a million down?

ANTHONY C. DEANE.

**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.

TWENTY MILLIONS WORTH OF CIGARETTES A YEAR.—The war that is raging between the English and American tobacco trusts to secure the custom of the English cigarette smoker recalls to mind the fact that little more than a generation ago the sight of a man smoking a cigarette was so unusual that he was immediately set down as a foreigner. During the Crimean War, however, the inability of our officers to procure their favourite "weeds" constituted one of their greatest hardships. They found themselves compelled to emulate their brother officers in the Franco-Turkish armies by resorting to cigarettes. The fashion set by the military was speedily copied by the civilian element, although the fact that each had to roll the cigarettes himself prevented the spread of the habit to anything like its present proportions. About one-half of the tobacco on which Britishers annually pay duty is made up into 15,000,000,000 cigarettes, which cost us £20,000,000. One well-known firm truthfully states that its yearly output alone, if added lengthwise, would encircle the earth. To cope with this enormous output, huge cigarette-making machines have been laid down, capable of producing 200,000 per diem. Cheapness is a prominent cause of their amazing popularity. In the early eighties they sold at 7s. and even 8s. a hundred. Then the Yankees came to the rescue, and introduced sixpenny packets of ten. Simultaneously the machine-made article appeared, and from that time the cigarette boomed. In a few weeks' time, if the present trust war continues, we may be begged to accept them as gifts. The first machines were not very successful. The tobacco was unevenly distributed, and frequently the edges of the cigarettes were not properly gummed. To-day the machine-made cigarette will bear comparison with the best hand-made. Indeed, it is more than likely that all cigarettes, except those made from the best Turkish tobacco, will eventually be turned out by machinery. Turkish cigarettes, however, stand apart from the common variety. There is no superiority in their manufacture, but the connoisseur who can usually afford to pay high prices for his luxuries avers that the machines give a metallic taste to the tobacco. In a recent action for wages brought by a Russian cigarette maker against a Soho tobacconist, the former informed the judge that he made Virginian cigarettes from Virginian leaf, but that it was not uncommon to use only one brand of tobacco to make Egyptian, Russian, and Turkish cigarettes! Connoisseurs and the American Tobacco Trust please note! Cigarettes have filled many queer parts. On one historic occasion they provided the light for a duel. During a performance of "Hamlet," at Casale, the famous actor Rossi, annoyed by the loud conversation indulged in by some members of the audience, refused to continue his performance unless the disturbance ceased. His wish was acceded to, but he was waited upon at the stage door by one of the ringleaders of the disturbance and challenged to fight. Time was precious to the actor, and the challenged and the challenger at once repaired to the actor's rooms at the hotel. The landlord, however, became suspicious of the fact that signor's light burnt unusually late, and knocked at the door to inquire if signor was indisposed. In order to get rid of him, Rossi was perforce compelled to blow out the candles. Then, offering his antagonist a cigarette they both lit up, and the red glow from each other's mouths served to guide their aim. The actor managed slightly to wound his adversary. This idea is illustrated nightly at the Lyceum Theatre, where Sherlock Holmes suddenly turns out the lights in the Stepney gas chamber and escapes after leaving his lighted cigar on the mantelpiece to mislead the ruffians who seek his life.—*Evening News.*

SOME CHAMPION SMOKERS.—A correspondent of *Tit-Bits* recently claimed to be the champion smoker of the world. For 20 years he had smoked, he said, 1½ lb. of tobacco per week, so that in a score of years he had actually reduced to smoke tobacco weighing ten times his own weight. Remarkable though this record is, it pales beside that of the champion smoker of the Army—a private in the 3rd Battalion Royal Warwickshire Regiment. This doughty soldier-man had, from his youth up, regularly consumed 1½ lb. of tobacco every week until his regiment was drafted out to South Africa, when the curtailment of his supply almost broke his heart.—Some years ago, when the "Impérieuse" was stationed at Esquimault, B.C., she had on board a seaman who was believed by his messmates to be the champion smoker of the Navy. Nothing in the tobacco line came amiss to this Jack Tar's pipe, and people wondered at the marvellous rapidity with which he could reduce a pound of twist to ashes.—About ten years ago a well-known Austrian countess, whose name is one of the most honoured among her country's nobility, had the misfortune to be robbed of her "smoking outfit" while on a journey from Vienna to Buda-Pesth. The police issued a list of the stolen articles, which ran as follows:—"One gold cigarette-case, meerschaum mouth-piece, set in gold; an aluminium cigarette-case, an Irish pipe (almost black in appearance), gold-mounted, with an onyx mouthpiece; a silver match-box; a gold cigarette-pipe, four plain cigarette-cases in gold, silver, and platinum, and one set with diamonds and rubies." Needless to say, this high-born lady was an ardent devotee to the weed that soothes. With her smoking had become an absolute craze, and she might well be considered the champion smoker of the aristocracy.—An Englishman, holding high position in the Consular Service of the United States of Mexico, claims to have smoked for the past 18 years, on an average, 60 "home-made" cigarettes a day. Hardly ever seen without a cigarette between his lips, he smokes even between each course when dining. According to his own calculation he uses about 1½ lb. of tobacco every week for his cigarettes. This means that since 1883 he has consumed more than 12½ cwt. of the weed.—Probably no undergraduate ever in residence at Oxford was such a smoker as was a certain Magdalen man who "came down" some seven years ago. After his departure from the University his friends prophesied the speedy failure of more than one Oxford tobacconist, and it was said by some that to such an extent was he the slave of the cigarette habit that his future career would certainly be spoilt.—It is difficult to say with certainty what Cambridge man was the biggest smoker of his day; but a personal friend of the writer, when an undergraduate, left a standing order with a firm of west end tobacconists to forward him regularly every week during term a box of 250 "special" cigarettes, newly made from a certain tobacco, unobtainable elsewhere.—A traveller for a firm of jewellers was recently before the Courts charged by his employers with theft. Whilst on a business trip he had not only raised money on his personal belongings, but also on the valuable samples committed to his charge. The entire proceeds had been spent by him on expensive Havana cigars—45 of which he was stated to have smoked in less than 24 hours! Evidence went to prove that for years past he had been in the habit of smoking as many as 20 cigars a day. This works out to 140 a week, and in the course of a year would total 7,280 cigars—truly a marvellous record.—*Tit-Bits.*

CIGARS are given to soldiers in the Italian army as part of their daily rations.

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.'

THE 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.**

## Gossip.



At last Christmas, with all its attendant worries, fears, and hopes, is over. We know the worst, and it has not been nearly as bad as everyone seemed to anticipate. Throughout the trade there is a general feeling of thankfulness that the gloomy predictions of the general pessimists have not been realised, so that now the wholesale and retail traders are facing the usually quiet time with a little more equanimity than they might otherwise have done. London trade suffered keenly from the terribly incessant rain on Christmas Eve, which in many cases only prevented record business from being reported, but in other parts of the country, where the Clerk of the Weather was more propitious, tobacconists philosophically refer to their Christmas as having been "not so bad."

\* \* \* \*

In the year that's awa' (Christmas-card language for the year that has gone), tobacconists may congratulate themselves, in the depths of commercial grumblings, upon the fact that though they have felt the general depression, it has not been so keen as in many other trades, and although their profits in better times are not so large as their more fluctuating neighbours, they generally manage to do a little business even when the latter are at a standstill. The glorious weed gives consolation in trouble and bad trade, while it heightens enjoyment when man is disposed to be merry, so that "rain or shine," good trade or failure, man happily seeks solace at the tobacconists.

\* \* \* \*

On the first day of January, 1902, there came into force a law regulating the sale of intoxicants to children under 14 years of age. With the merits or demerits of the Act in question I have nothing whatever to do (I am above the stipulated age), but seeing that such a sweeping and revolutionary law can be made to control the sale of commodities to children who are not consumers but are merely messengers, could not something be done to control the sale of cigarettes to children when it is perfectly well known they are for their own consumption. I know I shall raise a storm about my head for suggesting such a thing, but no right-thinking being, be he or she ever such a devotee to tobacco, can see daily, street urchins, errand boys, school children, and even little tiny mites of toddlers, painfully smoking some of the less reputable penny packet decoctions, without a shudder and a desire to take the lot from them and render them unable to sit down at least for a few minutes. Up to the present time these infants have contented themselves with the home-manufactured cigarette; what *will* happen to them if the imported varieties come within their reach?

\* \* \* \*

Ere many days have passed now we are promised by the public papers to have the prospectus of the Imperial Company before us, and we are told that a certain amount of debentures and preference shares will be at the disposal of the investing public. Perhaps by that time, also, we in the trade will know something about the promised bonus.

No doubt such an arrangement as the bonus system requires very careful and extended consideration when so many interests are concerned as the British amalgamation represents, but it is some time since the eventful fourth of November, and I must say the retail trade has displayed remarkable patience and loyalty in not agitating for some definite announcement before this. With very few exceptions the trade has stuck manfully to the home industries, notwithstanding the very tempting offers and seductive prices of the invaders, and I sincerely hope that this will not be lost sight of by the "powers that be" when they do decide to announce the commercial terms on which they seek to retain the suffrage of the trade. Patriotism is a noble feeling, and one which every free-born Briton is proud to believe is his own, but when it is a question of bread, or bread and butter, we all like to deal in the best markets. However, one thing I am authoritatively assured of, and that is that there will be a bonus—and a satisfactory one into the bargain.

\* \* \* \*

A very peculiar case under the Merchandise Marks Act was that heard at Bristol this month, when a respectable firm was dragged before the public gaze for selling snuff under an alleged false description, when after all it was proved that the prosecutors could not recognise their own goods when they saw them. The case was simply this: Messrs. Parry Brothers sold Kendal Brown snuff purporting to be Messrs. Samuel Gawiths, but as they made their purchases through Messrs. Carter, Hodges & Co., an eminently respectable firm also, Messrs. Parry had naturally no account with Gawiths, and consequently suspicion was aroused. How on earth this principle would work with our large manufacturers goodness only knows in these days of "mixed parcels," but the Bristol Bench showed their opinion of Messrs. Gawiths' procedure by allowing 12 guineas costs against them. Dishonest traders deserve to be heavily mulcted when discovered selling inferior goods under a well-known name or brand, and for the protection of all parties the Merchandise Marks Act was made law, but it is due to the individual that proper inquiries should be made, and the facts ascertained before associating his name with a misdemeanour that would seriously affect his trade and living.

\* \* \* \*

By a reversal of circumstances many celebrities are now being made celebrated, and in nearly every tobacconists' establishment is to be seen a fine enlargement of a photograph of some prominent soldier, statesman, actor, or what not, who is being made famous indeed. This is due to the enterprise of my friends, Messrs. Cohen, Weenen and Co., who are putting within the reach of all one of these handsome pictures in connection with the sale of their Bandmaster and Gainsborough cigarettes. Although I had heard of their scheme some months ago, I was not prepared for the elaborate gifts which they are making to the public in the direction indicated, but I hear on all sides nothing but praise of the pictures, and to public opinion I can only add my own.

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# Trade News and Notes.

MESSRS. BEWLAY & CO. have despatched 50,000 cigars to the British troops in South Africa as a New Year's gift.

MESSRS. OTTO BRADEN & J. T. STARK have commenced business as shippers and importers of Havana cigars and of cigarettes at 64, Leadenhall Street, London, under the name of Otto & Stark.

The employees of MESSRS. W. D. & H. O. WILLS, LTD., are to be complimented on their annual collection for the Bristol Medical Charities. A sum of £442 17s. 9d. has just been distributed among 10 charities in sums of a really useful nature. The £200 for the General Hospital, for example, and the £100 for the Royal Infirmary are amounts worth reckoning in the income of those institutions. A new claim is recognised this year—the Winsley Home for Consumptives.

**THE PAST YEAR IN THE TOBACCO TRADE.**—In their circular issued on January 4th, Messrs. Edward Samuelson & Co. remark:—1901 was an eventful year in all branches of the trade. In the early months manufacturers, fearing an increase in the duty, cleared largely from bond, and the effect of this was felt all the summer in a slow, dragging market. In the autumn a small unsatisfactory crop in the Bright district of the Carolinas and Virginia caused a rush of buying on the part of dealers and manufacturers, and their combined efforts served to sweep the market of most kinds of coloury Virginia, including the unsaleables of previous years' imports. The peculiar character of this year's crop and the energy of a world of buyers have succeeded in placing prices, of medium and lower grades especially, on a range outside all previous experience. Looking only at the figures showing stocks in this country, no cause is apparent for extreme prices on this side, as supplies seem to be ample for a long time ahead. Although it is impossible to say how much is on sale or resale, it is evident after the heavy sales of the past three months little can be offering of imports previous to the present, in first hands, and whatever tobacco may be in the hands of dealers, manufacturers must be assumed to hold full supplies. In spite of this, the position the trade has to face is an exceptional one. The remainder of the import of this crop of Bright tobacco will bear no comparison either in colour or price even with that already sold, much less with previous years' imports, and yet manufacturers will be compelled to buy it, because by no possibility can the arrivals equal the deliveries, and the trade must keep up its stock, as it cannot trust to the contingencies of another crop. At present coloury tobacco is under a total eclipse, but we trust that the efforts of farmers, excited by the certainty of high prices for all grades, will dispel this miserable semi-darkness, and give us the "brightness" that we have had in such plenty for so many years, but which, we must add, our manufacturers as a rule failed to value or appreciate until it disappeared. Dark grades have also felt the spur of increasing demand in America, and all classes of the

new crop are bringing in the Virginia markets prices much higher than those of the preceding year, especially inferior grades, owing to the scarcity of those grades in the new crop. With regard to Western tobacco, we may say that the attention of the trade has been concentrated on fillers which lay despised for years, and this year were run up from 3½d. to 5d. with great zeal until the market was cleared. Mediums and the finer grades have been neglected, no doubt owing to the prices being too low. Judging from the reports from the Western American markets, there is a possibility of a stir here this year in these grades, when they are, say, 2d. per lb. higher than at present.

**MORE SUNDAY PERSECUTION.**—Mr. Popp, a High Wycombe tobacconist, has been fined 5s. by the local bench for Sunday trading. The proceedings were taken under the Act of Charles II.

**AN ALTRINCHAM SENSATION.**—A painful sensation has been created in Altrincham by the complete disappearance of Miss Mary Beatrice Leyland, of 24, Manchester Road. The young lady was a favourite with the public as the proprietress of a tobacco business in Stamford New Road, and in connection with the management of a shop in Manchester Road. On the evening of December 28th she left the Stamford New Road shop ostensibly to proceed to the other establishment, and since then she has not been heard of. Her disappearance has been absolute, and not the slightest trace of her can be found. It transpires that recently she has suffered from an attack of influenza, which, however, did not deter her from following her business duties. The police are making the most active inquiries. When her disappearance be-

came known, her parents put themselves into telegraphic communication with their friends and acquaintances up and down the kingdom, but no one had heard of her, nor were any tidings forthcoming to relieve the heartbreaking suspense. In height she is 5 ft. 4 in., and is of slender build. She has a fresh complexion, brown hair, and grey eyes, and at the time she was last seen was wearing a grey and red Tam o' Shanter cap, grey rainproof cloak, black dress, and laced shoes.

**THE MATCH TRADE.**—Alluding to an *Express* telegram from New York, Mr. Barber, the president of the Diamond Match Co., who has returned from Europe, says that the Company completely controls the English and German markets, to the consternation of Swedish and Norwegian manufacturers. He asserts that the company will build factories in South Africa, Manila, Java, and Australia.

**CHICAGO SETS A GOOD EXAMPLE.**—It is gratifying to learn that a law has been passed in Chicago prohibiting the nefarious practice of collecting cigar and cigarette ends for the purpose of re-manufacturing them into tobacco. The penalty has been fixed at a fine of not less than £2, and not more than £20, for each offence. The Act covers the buying or receiving of material thus collected.

## TEOFANI'S

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CIGARETTES

AWARDED THE  
GOLD MEDAL

AT  
PARIS EXHIBITION, 1900  
(HIGHEST AWARD).

TEOFANI & CO., 18, Bury Street, St. Mary Axe, E.C.

Telegraphic Address: "TEOFANI, LONDON." Telephone No. 2783 Avenue.

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

## TRADE NEWS AND NOTES—continued.

**WARNING TO SMOKERS.**—The dangerous practice of throwing lighted tobacco from the tops of omnibuses and tramcars recently resulted in a serious accident in Clapham Road, London. A horse attached to a dog-cart took fright in consequence of burning tobacco alighting upon its back, and the owner of the vehicle was thrown out, sustaining a fracture of the right leg and other injuries.

**A GOOD TIP.**—The best of tobacco must leave a deposit in the pipe, and to avoid the effects of the deposit the pipe must be cleansed. If it is a pipe worth preserving, take a little methylated chloroform, fill the bowl with the liquid, and allow it slowly to drip down through the stem and out, repeating the process till the chloroform comes out clear. You may use spirits for the same purpose, but they are not so effective. Clean your pipe regularly, smoke a decent tobacco, and defy nicotine and all the other chemical fiends wherewith the weed is said to menace us.

**THE WISH IS FATHER TO THE THOUGHT.**—The *Wall Street Journal* says:—"The American Tobacco Co. is aggressively pushing the fight against British competitors. Over 100,000,000 cigarettes have been exported to England during the past two months. The Syracuse and New York city factories of the Company have worked overtime to meet this heavy demand. The leaf tobacco market in England is said to have been cornered by the American Company. Close observers believe the American will get control of the tobacco industry in England before April." Perhaps the date will be April 1st.

**THE QUEEN'S PIPES FOR OUR SOLDIERS.**—It will be remembered that Queen Alexandra sent several thousand pipes for our soldiers in South Africa as a Christmas gift. None of these pipes, we are told, were retained on this side, and it will be the third week in January before any of them can be returned to this country. Therefore if anyone should be offering "Queen's pipes" for exchange or sale before that date, such pipes must be regarded as a fraud. It is thought that this warning should be made as public as possible. The Queen's pipes readily lend themselves to imitation, as the shape is said to be of a very ordinary pattern. The cost of a die for stamping the silver would be very little, and so the crooked ways of ingenuity might be facilitated in its deception in this popular little article. We trust such may not be the case, though the unwary need be put on their guard. These pipes cost more than Queen Victoria's chocolate boxes, and as the latter fetched as high as £5 on their being returned to this country, we may expect that the pipes will ere long be in the market.

**MATCHLESS MATCH FACTORY.**—The biggest match factory in the world is at Tidahelm, Sweden. It employs over 1,200 men, and manufactures daily 900,000 boxes of matches.

**A BRISTOL ITEM.**—Messrs. Mardon, Son & Hall, the Bristol printers and lithographers who have merged their firm in the Imperial Tobacco Company, have built up their great business in a single generation. One secret

of their importance to the Tobacco Combination lies in the fact that they have the exclusive use of a considerable number of patented machines, which enable them to produce with great economy those effective posters and attractive wrappers which aid so much in selling tobaccos and cigarettes. Some of their most artistic productions have decorated the hoardings of England in praise of Ogden's tobaccos; and now their services are doubtless lost to that opposition firm. We understand, however, that the firm will maintain their general trade as wholesale stationers and printers.

**WASTED TOBACCO.**—Some idea of the amount of tobacco wasted daily in London is afforded by the experience of the correspondent of a contemporary. In a day of eight hours a "searcher" in his employ picked up 3 lb. 1 oz. of tobacco, and cigar ends turned the scale at 1 lb. 4½ oz.

**MORE ABOUT THE AMERICAN TOBACCO TRUST.**—The *Daily Express* publishes the following from its Odessa correspondent:—"According to apparently well-authenticated information from St. Petersburg, a strong Transatlantic trust project is afoot for buying up all the principal tobacco-manufacturing concerns in Russia. The prices to be offered are so high that the Russian manufacturers will no doubt accept them. It is the intention of the trust, if their scheme receive the sanction of the Ministry of Finance, not to buy out the very numerous and smaller manufacturers, but to crush them out of existence by underselling. With this important Russian industry in more capable hands, the American Trust would be able, it professes, to increase the present average export of Russian cigarettes of 125,000,000 to 1,000,000,000 or more per annum. In many well-informed quarters, however, it is seriously doubted whether M. de Witte will accord to the American Tobacco Trust the authorisation which it is seeking. For the sum of 2,000,000 marks (£100,000) the trust has bought the Jasmatzi cigarette factory in Dresden, the third largest in the Empire, with a capacity of 200,000,000 cigarettes a year. The trust has also acquired

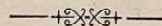
the business of Kyriazi Brothers in Berlin, who control the most popular brand of Egyptian cigarettes sold in Europe. The *Daily Mail* writes as follows re the operations of the American Trust:—"Mr. Duke is still engaged in his continental researches. His reported negotiations with the French Government for the control of the French tobacco monopoly have not yet reached their final stage, but it is believed in financial circles that the influence of the French bureaucracy will prevail on the Government to reject all overtures proposed by Mr. Duke, and that the pensioners of the tobacco Regie will not be disturbed in their sinecures. The cigars and cigarettes produced by the French Government are notoriously bad, and Mr. Duke's assumption of control would certainly be welcomed by the majority of smokers across the Channel. The purchase of the Jasmatzi cigarette manufactory at Dresden by Mr. Duke for £100,000, which was reported the other day, has met with an unexpected result. No sooner was the announcement made than the principal tobacco manufacturers of Germany put their heads together and effected a combina-

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



TRADE NEWS AND NOTES—*continued.*

tion of interests similar to that made by the Imperial Tobacco Company for the purpose of fighting the invader step by step. The Jasmatai factory produces about 200,000,000 cigarettes per year, and this, for Germany, which presents a rather limited field for cigarette-makers, is considered very large. In Russia, too, the manufacturers are becoming alarmed at the "American raider." Mr. Duke is concentrating his efforts for the present on a plan to capture the Russian cigarette market. Here there are not many manufactories, but they do an immense business, amounting to over £10,000,000 per year. A combination of Russian manufacturers may, therefore, also be looked for at an early date.

**TOBACCO GROWING AT DEMERARA**—A Louisville firm of tobacco curers, Messrs. W. S. Matthews & Sons, are reported to have sent a representative to Demerara to start tobacco growing. He is taking up land for extensive cultivation, and has taken out a number of Kentucky negroes, who are expert growers and curers, to teach the local labourer.

**SOOTHES THE SAVAGE BREASTS.**—At both the Romney Marsh and Elham Rural District Council meetings smoking is permitted during the transaction of business. At both places this privilege is greatly appreciated by the members; especially at Elham, where the business often drags out till past four in the afternoon.

**A BIG HAUL.**—On Saturday morning, December 14th, it was discovered that Sugden's tobacco shop in Boar Lane, Leeds, had been forcibly entered during the night, and that boxes containing an aggregate of 3,000 cigars had been stolen. Access had evidently been obtained through the door of a side street, after which the thief had merely to break through a wooden partition, and help himself from the well-stocked shelves.

**IS IRELAND WAKING UP?**—It is reported that a combination of Irish manufacturers is projected, and that the leading spirit is a well-known Belfast gentleman. We hope this is true. Such a combination is much needed in the "distressful country."

## Limited Companies.

**BRITISH NORTH BORNEO MEETING.**—The ordinary general meeting of the above Company was held last month, Mr. R. Biddulph Martin presiding. The chairman thus referred to the tobacco industry of the Company:—Now, gentlemen, I will not take up your time much longer, but, as tobacco is still our chief industry, I think it only right to tell you that this delicate product is very much affected by the climate and its cognate influences. The 1900 crop sold in Holland in 1901 was more by 1,119 bales than the crop of the previous year, and fetched practically a corresponding increase in price. The actual figures for these crops respectively are 12,628 and 13,747 bales. By the latest reports we are informed that the 1901 crop is fully up to the average, and that there is every indication of a favourable market. It will be remembered that we were unable, owing to unavoidable delay, to include as usual on the back of the balance sheet presented to you in July last the trade returns for 1900. These have now come to hand, but, as we intend to annex them to the report of the proceedings of this meeting, I will merely say that they show the volume of trade of the country to have increased by 619,992 dols.

**THE IMPERIAL TOBACCO COMPANY'S FORTHCOMING ISSUE.**—The *Daily Mail* recently published the article reprinted below with reference to the above. We are not surprised to hear that it has been decided by the combine to do their own underwriting, as this will save

a great deal of expense, and will moreover insure that the issue will as far as possible go into the right hands, namely, those who are customers of the various firms:—"The reported determination of the Imperial Tobacco Company to invite the public to take shares in its great £15,000,000 confederation was much discussed in financial and business quarters yesterday. The various firms interested in the British Company decline absolutely to say how soon the new issue of shares is to be launched, or what the conditions may be, and whether there will be preference shares or debentures. Up to now the City has not been asked to underwrite any sort of the Company's proposed public shares, but it is stated that the thirteen firms concerned in the coming flotation have done their own underwriting. It was at first believed that the formation of this colossal £15,000,000 Company would have the immediate effect of centralising the organisation of the Company, and that there would be a general reduction in travellers, clerks, warehousemen, and other employes, with a consequent reduction in expenses. Further, it was confidently expected by those who know the tobacco trade intimately that the new organisation would bring into life a system of concentration by which all goods would be forwarded from one central distributing agency, but it has been decided that none of these obvious economies shall be effected. Each of the thirteen firms comprising the new Trust will continue to send out its own travellers as heretofore, and the individual businesses will be conducted as if they had no interest in the general concern. There will be vigorous though friendly competition, but wherever Mr. Duke and his American Trust is encountered there will be an unbroken and solid British front. In the City it is believed that a large part of the money said to be allotted to the 'fighting account'—some say it is two millions, others three, and some go as far as four millions—will have to be spent before there will be final peace; which means either that one of the contestants will give in to the other, or that there will be a division of territory. Whatever else may happen, one thing is certain, and that is that the New Year will see such a flood of tobacco advertising as has never before been known. In the meantime the tobacconists are anxiously looking for the long-promised British bonus. It is now something like two months ago since the defenders of British trade intimated that they were about to reward their countrymen for standing by them so loyally, but up to now the only concessions have come from the American side and the defenders have done nothing more than make promises of good times to come. There has been an increased demand of late for British-made cigarettes, owing, no doubt, to the fact that the public generally prefer to buy the goods that are made by and for Englishmen, but the shopkeepers contend that their patriotism is put to a severe strain by the conciliatory methods of the American Trust and the delay in the arrival of the British bonus."

**UNITED LANKAT PLANTATIONS.**—Tobacco-planting is necessarily a fluctuating industry, as is evident from the history of the United Lankat Plantations Co. Formed in 1889, the aggregate dividends for the first five years were 11 per cent. Since then, 15 per cent. has been paid on one occasion, and 10 per cent. in the other years, but recently that figure has only been maintained by withdrawals from reserve or reduction of the carry-forward. The report for the year ending October 31st, 1901, shows record profits (£63,375)—a result which was hinted at by the chairman last January. The ordinary dividend is raised to 15 per cent., while £27,000 is added to the reserves, bringing up their total to over £97,000. Undoubtedly this appropriation is wise, in view not only of the fluctuating nature of the business, but of the fact that during the previous three years the reserve was actually diminished by £2,000. The present price of the £1 share is 2½, giving a yield on the dividend now announced of nearly 6½ per cent. It would, however, be

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

## TRADE NEWS AND NOTES—continued

unsafe to calculate on such a distribution being permanently maintained, though there seems a fair prospect of an average of 10 per cent.—*Financier*.

**VENNER'S CIGARETTE MACHINE CO. LTD.**—A petition for the winding up of this Company by the High Court of Justice was, on December 19th, presented by George S. Howell, of 80, Lombard Street, E.C., and is to be heard at the Royal Courts of Justice on January 15th.

## Festive.

**WELL-DESERVED RECOGNITION.**—On December 27th the employes of Messrs. Charles Stewart & Co., tobacco manufacturers, met Mr. Arthur Turnbull and presented him with a silver-mounted umbrella on the occasion of his retirement from the service of the firm. The inscription read—"Presented to Arthur Turnbull by the employes of Messrs. Stewart & Co. on his retirement from the firm after 35 years' service. December 25th, 1901."

**A HANDSOME WEDDING GIFT.**—On December 28th, Mr. Binns, head engineer at Messrs. Ogden's factory at Liverpool, was, in view of his approaching marriage, presented with a handsome tea and coffee service from the members of his department. A marble clock was also presented to him by the staff of the cigarette department.

**THE SIR WALTER LODGE OF FREEMASONS** will hold an annual banquet and ball, on Thursday, February 6th, at the Inns of Court Hotel. The proceeds will be devoted to the Lodge Benevolent Fund, and tickets, which are limited in number, may be obtained from any of the stewards, or from Mr. W. H. Bullock, hon. secretary.

## Fires.

On January 1st a fire broke out in the lock-up shop in the Windsor Arcade, Penarth, kept by Miss PAGET, tobacconist. The fire brigade was soon in attendance with reel and hose, but the police had already quenched the flames with buckets of water. Damage is covered by insurance.

On Tuesday night, December 31st, 1901, a fire broke out at the shop of Mr. W. FRASER, tobacconist, Ossett. Stock was damaged to the amount of about £100.

## Foreign.

**GREECE. DEVELOPMENT OF THE TOBACCO INDUSTRY.**—The *Levant Herald* of the 4th ult. reports that a company is being formed in Greece, under the auspices of the Bank of Athens and with the support of the principal tobacco merchants of Volo, for the purpose of improving the cultivation of tobacco, developing the export trade, and manufacturing cigarettes for export. Although the culture of tobacco has much improved in Greece, still the quality produced is inferior to Turkish growth, and with the object of improving it the Government has for the past two years been distributing to growers Kavalla, Xanthi, and Yenidje seed, which has given very satisfactory results. Experiments have convinced the promoters of the undertaking that Thessaly can produce as good tobaccos as Turkey if only certain changes are made in the methods of cultivation. As Egyptian cigarettes are made of Turkish and Greek tobaccos, they hope to be able to manufacture cigarettes much cheaper in Greece if the various qualities used in Egypt are grown in the country. The principal market for Greek tobaccos at present is Alexandria, but considerable quantities are also exported to Italy, Roumania, Tunis, Germany, and the northern provinces of Russia.

**WORLD'S TOBACCO USERS.**—According to recent statistics the average consumption of tobacco by each person in the various countries is as follows:—Netherlands, 3,400 grammes; United States, 2,110; Belgium, 1,552; Germany, 1,485; Australia, 1,400; Austria and Hungary, 1,350; Norway, 1,335; Denmark, 1,125; Canada, 1,050; Sweden, 940; France, 933; Russia, 910; Portugal, 850; England, 680; Italy, 635; Switzerland, 610; and Spain, 550.

**THE WEST AFRICAN TOBACCO TRADE.**—The following figures will be interesting to many of our readers:—

BRITISH MANUFACTURED TOBACCO SHIPPED TO WEST AFRICA (BRITISH).					
	1895.	1896.	1897.	1898.	1899.
Lb. ...	9,608	11,779	14,439	21,932	19,360
TOBACCO SHIPPED FROM ENGLAND TO FOREIGN WEST AFRICA.					
	1895.	1896.	1897.	1898.	1899.
Lb. ...	765,082	918,640	778,324	915,521	813,344
Value ...	£18,111	£20,114	£16,359	£23,117	£18,941
TOBACCO SHIPPED FROM ENGLAND TO BRITISH WEST AFRICA.					
	1895.	1896.	1897.	1898.	1899.
Lb. ...	2,326,067	2,916,746	3,131,607	2,822,843	2,410,147
Value ...	£53,092	£62,073	£65,579	£65,779	£55,181

## Obituary.

An old and respected tradesman of New Brompton died with painful suddenness on Monday, December 30th, in the person of Mr. WILLIAM JOHN MILLER, tobacconist and newsagent, of 79, High Street. Just after 7 o'clock on Monday morning, Mr. Miller left home to go to the railway station to get his parcel of newspapers, following his custom for years past. He returned home with his parcel and placed it on the floor of the shop, when he dropped down dead. Dr. Warren was immediately sent for, but on arrival he pronounced life extinct. The deceased had been attended by Dr. Warren, on and off, for some time past, and he states that death was due to chronic bronchitis and heart disease. The death was reported to the Coroner, who deemed an inquest unnecessary. Mr. Miller, who was 62 years of age, was formerly an engine driver in H.M. Dockyard, but for 20 years past he has been in business in the High Street. He was an enthusiastic supporter of the New Brompton Football Club, and rarely missed attending a match. He leaves a widow and one son.

The death took place on Sunday, December 22nd, of Mr. A. K. CONSTABLE, a gentleman well known in the tobacco trade of Liverpool. From his youth he had been engaged at the works of Messrs. Cope Bros. & Co., and when that firm some years ago established a bonded factory at Simpson Street he was appointed to the management of the department. Mr. Constable was at business in good health the previous Wednesday, but the same evening at home he was seized with an apoplectic fit, from which he never rallied. He was in his forty-fifth year.

The City Coroner, Dr. Byrne, held an inquest, on December 17th, in the Morgue, on the body of GEORGE P. HAMMOND, aged 42 years, who died the previous morning at 7, Mabbot Street, Dublin. Deceased, who was a tobacconist, was left a legacy of £2,000 a couple of years ago by his uncle, Mr. F. W. Hammond, of 25, Westmorland Street. He drank heavily, drawing the money in instalments from the National Bank, until at his death only about £200 remained. At the inquest Dr. Woods deposed that on making a *post mortem* examination he found the liver greatly enlarged, the result, he believed, of excessive drinking. The jury found that death was due to cardiac syncope, following enlargement of the liver.

**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.

Between twelve and one o'clock on Christmas Day JOHN MARQUIS, 34 years of age, a tobacconist and billiard-room keeper, who lived at 287, Duke Street, Glasgow, committed suicide in his bedroom by shooting himself through the head. It appears that Marquis, who had been ill with rheumatic fever, was in a desponding state of mind, and, not feeling well, he remained in bed. His two daughters, who were in another part of the house, heard the report of a revolver and informed their mother. On Mrs. Marquis entering the room she discovered her husband still in bed, with blood flowing from his right temple, ears, and nose. Dr. Couper was summoned, but before he arrived the injuries had proved fatal.

## Law.

**CLAIM FOR SHOW CARDS.**—In the Lord Mayor's Court last month, before Sir Forrest Fulton, K.C., Recorder, and a Common Jury, Messrs. Saxton, Chatterton & Co., printers, 132, Queen Victoria Street, sued Mr. Raphael, the manager of a tobacco shop in Tottenham Court Road, for £14, the price of show cards delivered. Mr. Ingram (instructed by Messrs. McKenna & Co.) was counsel for the plaintiffs, and Mr. Harold Simonds (instructed by Mr. Lee) for the defendant. Mr. Russell, the plaintiffs' traveller, spoke to receiving orders from the defendant for certain show cards to be printed in colours. Proofs were shown to the defendant, and approved of. An order was given for 1,000 cards in all. When they were delivered the defendant made certain complaints, which were seen to. A member of the plaintiff firm was called, and said he had gone through the show cards himself upon the defendant making complaints. Finally, 658 were returned to the defendant as perfect. Later on further cards were delivered, making up the number sued for, 981, for which £14 14s. 3d. was claimed. The defendant rejected the second delivery without inspecting the cards. The defence was that the plaintiffs had never delivered 1,000 show cards as ordered, and that the cards actually delivered were unsatisfactory. Upon complaint being made the plaintiffs' representative took back the show cards, afterwards returning 658. The others delivered had been spoilt in endeavouring to make them right. The printing was out of register. The jury found a verdict for the plaintiffs for the amount claimed.

**TENANT'S FIXTURES.**—At the Brighton County Court last month a claim of £5, the value of two shop counters, was made by Mr. Horace Pattenden, a tobacconist, of 4, Rock Street, Brighton, against Mr. C. T. Marchant, of 1, Rock Street. The plaintiff's case was that he purchased the tobacconist's business from the defendant for £50, and that he had been led to believe the counters went with the shop. Subsequently, it turned out the counters belonged to the ground landlord. It appeared that, before the completion of the purchase, an agreement had been signed by plaintiff and defendant, whereby it was stated the former was to have "tenant's fixtures." This being so, His Honour held that the agreement superseded any previous discussions, and as the counters were, in this case, landlord's fixtures, he would decide in favour of the defendant, with costs.

**THE TURKISH RÉGIE EXPORT COMPANY.**—Sitting as additional Judge in the Chancery Division on December 18th, Mr. Justice Wright heard a petition presented by the Turkish Régie Export Company Ltd. to the Court to sanction a reduction of capital. Mr. C. James, in support of the petition, said the reduction was to be made by paying back to the shareholders £50,000 of capital which was in excess of the requirements of the Company. The return of capital would be made in the same way as in an ordinary winding up, and meetings

of the various classes had approved of the proposal. His Lordship, after pointing out that certain formalities would have to be complied with, sanctioned the petition.

**A TOBACCONIST CO-RESPONDENT.** WALLIS *v.* WALLIS AND HAYNES. In this case, which came before Mr. Justice Barnes in the Divorce Court on December 19th, his Lordship granted a decree *nisi*, with costs. The petition was presented by the husband, of Barn Hill, Stamford, praying for the dissolution of his marriage on the ground of the alleged misconduct of his wife with the co-respondent, a tobacconist at Barnes. The parties were married at Eton on April 10th, 1892, and afterwards resided at Barnes. They made the acquaintance of the co-respondent, who kept a tobacconist's shop, and a strong friendship sprang up between the two men, and they usually spent their holidays together. In August last the petitioner entertained suspicions. It was suggested that petitioner and the respondent should go to Lowestoft, but the respondent did not seem to care about it. They, however, went there, and the co-respondent was to meet them on their return at Liverpool Street Station. He rode with them to the Bank, and then said he should return home by the Tube. The petitioner was subsequently asked to be a steward at a cricket match for a charity, and to his surprise the respondent asked him about it. His suspicions were again aroused, and instead of going to the cricket match he went to Slater's Agency, and it was arranged that two of the clerks should watch the respondent. The result was the co-respondent and respondent were seen to enter a private hotel in the Euston Road. Other evidence, including that of the two of Slater's assistants, having been given, the jury found for the petitioner, and assessed the damages at £150.

## Police.

**THE MANAGER'S PIPE: EXCITING CASE AT ABERDARE.**—A case in which intense interest was taken was heard at the Aberdare Police Court on Tuesday, Mr. David Bowen Jones, manager of the Aberaman Colliery, being summoned on the charge of having taken a pipe into the colliery on the 1st of November. Alderman J. W. Evans appeared to prosecute, and Mr. C. B. Stanton, miners' agent, watched the case on behalf of the Aberdare District of the Miners' Federation, who had ordered the prosecution. Mr. C. Kenshole defended. The court was crowded during the hearing, which lasted from 1.30 p.m. until close upon 6 o'clock. William Prosser, a rider at the colliery, said he was the prosecutor in this case. On Friday, November 1st, he was engaged in shackling at the double parting when defendant passed him somewhere between 9 and 10 o'clock. He asked where the overman was, and witness told him. Defendant passed on, carrying his coat on his arm. Some time afterwards defendant lost his light, and called David Jones, who was in charge of the locking place, and who was then working near witness, to go with him to the lamp station to get a light. On the way witness felt something under his feet, and on calling Jones with the light he saw it was the manager's coat. There was a pipe sticking out of the pocket. He then searched the pockets, and found a pouch and a pocket-book, and some other articles. They put the coat back on the lid where it was usually hung. He took the pipe, and gave it to John Lloyd Williams, and about half-past three they told the overman, and gave him the pipe. Witness did not put the pipe in the pocket. He made a statement to the overman and also to a time-keeper, and subsequently to Mr. Hann, the general manager of the Powell Duffryn Company. When some time after that the mines inspector saw him about it he refused to give him a statement, as he did not know who he was.—Cross-examined: No one had

**Palatable Paladins are welcomed in Palaces. Get prices from Millhoff.**

## TRADE NEWS AND NOTES—continued.

asked him to take these proceedings. He had reported the case to the committee of the works. Witness knew the place where the manager used to hang his coat, and so did most of the people working in that district. No one else hung his coat on that spot. Had the coat fallen down from the lid it would probably fall on the timber, and not on the rail where he found it. He could not say how the coat got to the position he found it in. He positively swore that he saw no official after he found the coat until he saw the overman at half-past three. He was pressed on this point, and as to certain discrepancies between the statements made by him in the box and those he made in his statements to the time-keeper, but he adhered to the correctness of the statements made by him on oath. As to a horse which was killed while under his charge, he admitted that the defendant had then said that he had a great mind to fine him. He knew that a man whom the manager prosecuted for unramming a hole was sent to prison. He had no animosity against the manager. He had only known that case by reading it in the Press.—The Stipendiary: He should have a grudge against me if against anyone in that case, but he does not know where I hang my coat. (Laughter.)—David Henry Jones, the lad who was with the last witness, corroborated his evidence in all material points, but said that Prosser did not take the pipe with him the first time, but left it in the pocket, and went for it afterwards, after talking to the other men. He saw no official that day after the pipe was found. He, too, was cross-examined at great length, but adhered to his story. He admitted that the manager had stopped him a short time before for refusing to give a report of the men who went out of the colliery by the Old Duffryn shaft before four o'clock. The men took the matter up, and stopped the colliery for a day, and he had his work back. He did not tell the manager then he would serve him out. He had no words with the manager, nor did he tell that to anyone else.—The Stipendiary observed that he could see what the defence was, but it would require the strongest and most conclusive evidence to satisfy him that any collier had been so diabolical as to place a pipe in a manager's coat.—Mr. Kenshole said it had been done in the Rhondda and in that valley.—The Stipendiary said the evidence would have to be very strong to satisfy him. The two witnesses had given their evidence most fairly and concisely.—Mr. Evans said he would not call further evidence.—Mr. Kenshole said the intimation made it difficult for him to proceed in the interest of his client, who completely denied the charge. The pipe was not his client's, and it was an attempt to injure his client, who was in bad odour for having had to prosecute men.—The Stipendiary repeated that the evidence would have to be strong. If a collier made a suggestion against a manager that a pipe was put in his pocket he would not be allowed to do so without a protest from the Bench, and he was not going to allow such a suggestion to be made on behalf of a colliery manager against a collier (applause).—The defendant was called, and denied that the pipe was his. He gave his pipe away in September. He passed prosecutor's working place several times that afternoon, and was never told of the pipe. He found the pouch in his pocket when he got home. Later that evening he was told of the pipe, and at once went to the chairman of the committee, the checkweigher.—Daniel Jones, overman, said that the manager on the night in question showed him a pipe which he said he had found in his pocket.—Richard Richards, contractor, gave evidence that defendant made him a present of his pipe and tobacco pouch early in September, because he was giving up smoking.—Thomas Evans, collier, said that on November 1st defendant was walking with him through the working places and left his coat on the gob in the main road for three-quarters of an hour.—James Thomas, under-manager, swore that he called at the double parting, where prosecutor was working, five times during the afternoon the

pipe was found, but prosecutor made no complaint to him. This evidence was confirmed by John Evans, the overman of that district, who was in company with the last witness.—The Stipendiary, at the close of the evidence, said they considered it a very ordinary case, and although the evidence called by the defendant made them hesitate a little they had come to the conclusion that the defendant had not proved to their satisfaction that the pipe was not his. He personally considered the case was a very ordinary one, and could not make out why such a mountain was made of it, and he did not believe that any working-man would have placed the pipe in the manager's pocket. The defence had been very strong and admirably conducted, but believing that the defendant had been guilty of an act of forgetfulness they fined him 40s. and costs.—The hearing of the case lasted over five hours, and the court was crowded. An attempt at applauding when the decision was given was promptly suppressed.

NOVEL CASE AT BIRKENHEAD. A QUESTION OF DECENCY.—At the Birkenhead Police Court, on December 27th, before Dr. Harris and Mr. J. M. Kelly, Wm. John M'Ewan, hairdresser, Market Street, was summoned at the instance of Joseph Henry Hurley, hairdresser and tobacconist, Market Street, for alleged indecent behaviour.—Mr. W. H. Mathison, who represented the complainant, said Mr. Hurley had been in business in Market Street for 27 years, and the defendant's shop was a few doors lower down. In consequence of what had happened during the past three months Mr. Hurley and a police officer concealed themselves behind his shop door after midnight on Saturday, 7th December. A few moments later Mr. M'Ewan came along, and when near the shop of Mr. Hurley, cleared his throat and spat upwards on the window, the expectoration striking the glass five feet ten inches from the footwalk. Mr. M'Ewan when spoken to said he had not spat on the window, but on the grid, and he suggested that the wind might have blown it on the window. Mr. Mathison described the conduct of defendant as indelicate, unseemly, indecorous, and filthy. He considered that anything which was not decent was indecent, and asked the Bench, if they found the case proved, to bind defendant over.—Witnesses having been called to bear out the statement of Mr. Mathison, Mr. F. S. Moore, who defended, said that no doubt the section under which the summons was taken out and other sections under the heading of the police regulations of the Birkenhead Act dealt with the good order of the street, and they were not meant to apply to any private matter between individuals. He should submit if there was any remedy it should be an action claiming damages and an injunction, and it certainly did not come within the jurisdiction of the criminal courts. It was never intended by the Legislature that indecent behaviour was to cover anything like that alleged by complainant in that case. If their Worships said that case came within the section, then it necessarily followed that spitting in the street was an offence under the section, and such could not be indecent behaviour. He would remind their worships that in Liverpool there had been an attempt to get a by-law to prevent spitting on the footpath, but it had fallen through for the present. He contended that decency meant anything of an immoral nature.—The Bench ruled that there was a case to answer, and Mr. Moore then called Mr. M'Ewan, who said he never committed the offence complained of.—The Bench said they thought most disgusting conduct had been revealed in this case. Defendant would be bound over in his own recognisances for £5 to be of good behaviour for one month. Defendant would also have to pay £1 7s. 6d. costs.—Mr. Moore thanked the magistrates for the consideration they had given to the case. His client had instructed him to appeal.

ACQUITTAL.—At the Croydon Quarter Sessions on January 3rd, Geo. Follett (44), agent, described as well

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

## TRADE NEWS AND NOTES—continued.

educated, was indicted for obtaining from Mr. Thos. Hy. Peate the sum of £6 10s., by falsely representing himself to be a traveller in the employ of Messrs. Lusby & Co., cigar merchants, of Lower East Smithfield. The Recorder, turning to the jury, said that they had been told that the only instructions Follett had had were from Robinson, who employed the sub-agents. A document had been put in showing that Follett had satisfied Robinson over all their matters of business before he (Robinson) went to South Africa. Robinson was not present to show whether Follett had, in any way, exceeded his duty, nor was Robinson's agreement produced. Under those circumstances he (the Recorder) would direct a verdict of not guilty.

**MERCHANDISE MARKS ACT. INTERESTING CASE IN BRISTOL.**—On January 10th, at Bristol Police Court—before Mr. W. R. Barker and Mr. E. Parsons—Richard W. Kembery, trading as Parry Brothers, of High Street and Wine Street, was summoned for infringing the Merchandise Marks Act, there being several summonses which related to alleged offences for causing a false trade description to be applied to Samuel Gawith's Kendal Brown snuff, for applying a false trade description for selling, for exposing for sale, and for having in his possession for sale. Mr. Henderson (Messrs. Fussell & Co.) appeared for the prosecutor, and Mr. W. H. Brown defended. The cases had been before the Court in December, and adjourned in order that samples might be taken and analysed.—Mr. Lionel Anderson, manager of Samuel Gawith & Company, snuff manufacturers, of Kendal, Westmorland, was recalled, and stated that they had not supplied Parry Bros. direct with such snuff. He had forwarded the two samples handed in to London for analysis about the 16th December. His firm were original makers of Kendal Brown snuff, but there were other makers of that snuff.—Mr. Granville Sharpe, of 11 and 12, Great Tower Street, London, said he had been an analyst and consulting chemist for thirty years. About December 17th he received the samples from the prosecuting firm, and his analysis showed that there was a great difference between the two snuffs in colour, texture, and flavour. In reply to Mr. Brown, witness added that the instructions that he received to analyse did not bias his judgment. Under certain conditions there might be little evaporation or absorption of the moisture in the snuff, and it would be impossible to reduce the samples to the same dryness or otherwise. Mr. Anderson was at this stage again recalled, and Mr. Brown put before him three samples of snuff, but witness was not prepared to swear to any of them under the existing conditions of light and quantity. Witness was then asked to detect the difference in flavour and texture, but he intimated that it was not possible to do so under present conditions, and he had not brought his microscope. Mr. Brown supplied one. Various samples were then submitted to witness and inspected under the microscope, but he was not prepared to swear definitely as to either of the samples. Mr. Brown, with the consent of the court, proceeded to call his witnesses first, and address the bench subsequently.—Richard Hildebrand Colegrave, a traveller for Carter, Hodges & Co., of London, who are cigar importers and manufacturers, produced invoices for snuff purchased from Messrs. Gawith in May, and from that supply sales were made as purported by the invoices to Messrs. Parry from time to time. Those invoices proved that the snuff was 18 months old from the time it left the prosecutor's mill until the present time. He had examined the samples of snuff, and his opinion was that it was genuine Kendal Brown snuff, but that it had slightly lost its flavour and colour, and had naturally become much drier, and therefore finer in that 18 months it had been in their possession.—By the Bench: His firm was only a cigar manufacturing firm, but to oblige firms they often supplied

them with goods outside their manufacture. Gawith's was the only snuff stocked by them at all. He considered that the snuff complained of had been too long in sale. He would not see the snuff that came from the firm, but only the tins, and in his opinion a tin that had been on sale a month was practically useless. Messrs. Parry Bros. had been dealing with his firm 35 years, and had always acted in an honourable way. His own firm, which had been in existence close on a hundred years, had always supplied them with Gawith's snuff. In reply to Mr. Henderson, witness admitted that he was not a snuff expert, and that he rarely took snuff. Two samples of snuff handed to him varied in colour, but he considered them both to have been manufactured by Gawith. He was constantly out travelling, so he did not know where his firm stored their snuff. He never sold half or quarter pounds of snuff, but in tins of 1 lb., and the tins they had from Gawith were never opened by his firm except for sampling purposes. At the age he had referred to snuff would lose moisture and colour. Witness, at this stage was handed a full tin of snuff, and gave it as his opinion that it was moist and had only imperceptibly changed colour, but he was not surprised to learn that it was one of the identical tins sold by them to defendants. The last time they supplied defendants with snuff was in September, 1901, and prior to that May 17th, when the quantity invoiced was 4 lbs. each time. There were also 4 lbs. supplied in April. He believed the last order he took for snuff was just about when he first heard of these proceedings being instituted.—By Mr. Brown: For several years past he had supplied defendants with an average of twelve tins a year, and did not know of a special order for snuff alone. It usually accompanied a cigar order. He called on Messrs. Parry every three months.—By the Bench: He should say that the tins were as near air-tight as possible.—Alfred Gladman, head warehouseman for Carter, Hodges & Co., said he had been in their employ for 35 years. The snuff referred to in the invoices produced was received by him direct from Gawith's, and the supply sent out to Parry's was from that order, and had been stored on the floor of a warehouse. He had examined the two samples of snuff produced, and thought it was the same.—By Mr. Henderson: He was an expert, not a snuff taker.—Witness was then handed a sample of snuff for his opinion, and all that he could say was that it was snuff. (Laughter.)—By Mr. Parsons: His firm stocked no other snuff.—By Mr. Henderson: All he could say was that they received the tins, they stored them, and sent them out.—By the Magistrates' Clerk: At the factory they breathed a moistened atmosphere, but at their warehouse the atmosphere was dry.—Dr. Ernest H. Cook stated that on December 16th he received six samples of snuff sealed, which he examined microscopically, and the total difference in colour was not great. The tints of the snuff varied with the dryness, but as regarded odour and pungency he was unable to give an opinion. There was no chemical difference between the six samples examined. The samples of snuff varied very considerably in the amount of moisture contained. His opinion was that the difference in moisture accounted almost for the difference observed in the samples.—Mr. Henderson intimated that he did not wish to cross-examine witness, and the Bench stated that they did not wish to hear any more evidence.—The Magistrates' Clerk: The Court is with you. Mr. Brown then spoke of the hardship on a respectable firm that was made by this charge, and asked that they should receive fair costs.—Mr. Henderson, in reply, remarked that the prosecution was started in the *bona-fide* belief that their snuff, which had become famous, had been tampered with by the substitution of other snuff purporting to be Gawith's.—The Bench, in dismissing the summonses, said defendants had fully succeeded in proving they were not guilty of the charges against them, and 12 guineas costs would be allowed.

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

# WRAPPER TOBACCO.

## CULTURE OF "SUMATRA" LEAF IN AMERICA.

QUIETLY, but with earnestness and enthusiasm, the Agricultural Department has, observes the *New York Tribune*, for the last two years been carrying out in the Connecticut Valley a series of experiments which are of national importance. These have related to tobacco culture, for which, as everybody knows, the valley is famous; specifically, to the grade known commercially as wrapper tobacco. The object was to determine whether under special conditions a tobacco could be grown in America that would take the place of the imported article. For the last twenty years the cigar manufacturers have relied chiefly on the island of Sumatra for their supply of wrapper tobacco, at a cost of many millions of dollars annually. The department's idea was that the tobacco valley might be brought to produce this delicate elastic outer covering that is necessary to every cigar, and thus save the money from going out of the country, at the same time adding an important source of revenue to the people of that section. The practicability of the scheme, at least so far as growing the leaf is concerned, has been demonstrated beyond a doubt, and promises to revolutionise an extremely important branch of national enterprise.

For many years the United States has been importing annually from Holland about 24,000 bales of Sumatra leaf, for which product between \$5,000,000 and \$6,000,000 has been paid. Add to this the duty—\$1.85 a pound—and other expenses incidental to importation, and some idea may be obtained of the sum which the Department of Agriculture hopes to save. The product of cigars this year will for the first time in the country's history touch the six billion mark, and consumption is steadily growing. The experiments were at first conducted by Professor Milton Whitney, chief of the division of soils. So success-

ful was his first demonstration that more than a dozen growers went into the culture of Sumatra leaf because they believe that there is money in it. This last fact cannot be definitely known until the special board of brokers appointed by the Agricultural Department has disposed of the tobacco; but the leaf has been grown and is admitted to be of quite as fine a texture as the imported article. The tobacco on which such high hopes are based is grown entirely under cover. The originator of the idea is admitted to be Mr. F. A. Schroeder, once Mayor of Brooklyn, who experimented at great expense in Florida.

Mr. J. A. Du Bon, the Government tobacco expert, saw great possibilities in the scheme, and introduced it into Connecticut. He planted one-third of an acre with Sumatra seed, built a framework of posts and crossbeams, and stretched over the whole a quantity of cheesecloth, which not only covered the top, but came down over the sides, and was fastened so carefully that even an enterprising fly could hardly squeeze through. Thus, insects were prevented from getting at the crop, and the delicate leaves were protected from wind and hail, which are the plagues of the Connecticut tobacco grower. At the same time the rain fell through unimpeded and the air circulated freely. The temperature was that of a modified hothouse, and the plants grew high and beautiful. At present the largest grower is Mr. Ariel Mitchelson, of Tariffville, Conn. He owns about 18 acres of the Sumatra leaf, nearly half the total amount of the covered crop. He and his brother, Mr. J. Mitchelson, were the pioneers among those who followed the Government's lead, but a dozen others are working enthusiastically on a smaller scale. The initial cost of the covering is great, but it is expected to last from 12 to 15 years. It is estimated that the total cost of an acre will be about \$700, but the yield is 1,600 pounds of tobacco, which sells in Holland as high as \$3 and \$4 a pound, and the average value of which is, according to the valuation of the custom house, about \$1 a pound. Further, this Connecticut crop is of a fine quality.

### TRIALS OF THE CHRISTMAS TRADE.



—From Tobacco Leaf.

J. Millhoff & Co. Ltd. will make your cigarettes with your own name and boxes.

WALK  
Barnard  
debtor's  
GRUN  
Camden  
petition.

WAL  
Barnard  
1901.

HIR  
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## From the "London Gazette."

### Receiving Orders.

WALKER, THOMAS EDWARD, tobacconist, &c., Barnard Castle, Durham. December 10th, 1901, on debtor's own petition.

GRUNDLAND, PHILIP, tobacconist, 51, High Street, Camden Town, N.W. December 20th, 1901, on creditor's petition.

### Adjudications.

WALKER, THOMAS EDWARD, tobacconist, &c., Barnard Castle, Durham. Date of order, December 10th, 1901.

HIRST, ISAAC LEON, late tobacconist, 53, Oxford Street, Manchester. Date of order, December 21st, 1901.

### Notice of Intended Dividends.

THOMPSON, HERBERT, 22, Westfield Road, Leeds, tobacconist, &c. Trustee, John Bowling, Official Receiver, 22, Park Row, Leeds. Last day for receiving proofs, January 8th, 1902.

BEARSON, A., 71, West Derby Road, Liverpool, tobacconist. Last day for receiving proofs, January 25th, 1902. Trustee, Frederick Gilpin, Official Receiver, 35, Victoria Street, Liverpool.

### Notices of Dividends.

MAW, ROBERT, clerk and tobacconist, 28½, Saville Street West, North Shields. First and final of 2s. 7d., payable on December 24th, 1901, at the Official Receiver's offices, 30, Mosley Street, Newcastle-on-Tyne.

RAWLEY, HENRY CHAS., tobacconist and hair-dresser, 89, Victoria Road, 22, Bridge Street, and 2, Regent Street, Swindon. First and final of 11s. 5d., payable on December 24th, 1901, at the Official Receiver's offices, 38, Regent Circus, Swindon.

BERESFORD, WILLIAM, late tobacconist, &c., 126, High Street, Mexborough. First and final of 3s. 7d., payable at the Official Receiver's offices, Figtree Lane, Sheffield, on December 18th, 1901.

FRUMIN, BARNET, tobacconist, 181, Grange Road, and 42, Grange Road West, Birkenhead, and 99, Yorkshire Street, and Hilton Arcade, Oldham. First and final of 2s., payable at 7, Sweeting Street, Liverpool, on January 6th, 1902.

GLENDENNING, JOHN ROBINSON, tobacconist, 3, Newgate Street, Newcastle-on-Tyne. First instalment of composition of 10s., payable at the Official Receiver's offices, 30, Mosley Street, Newcastle-on-Tyne, on December 16th, 1901.

ELLIS, F. E. W., 84, Brunswick Street, Cardiff, hair-dresser and tobacconist. First and final of 4s. 10½d., payable at 117, St. Mary Street, Cardiff, on December 21st, 1901.

SALT, THOMAS, 93, Broad Street, Hanley, Staffs., newsagent and tobacconist. First and final of 2s. 10½d., payable at Official Receiver's offices, King Street, Newcastle, Staffs., on December 20th, 1901.

### First Meetings and Public Examinations.

BEARSON, AARON, tobacconist, 71, West Derby Road, Liverpool. Public examination, Court-house, Government Buildings, Victoria Street, Liverpool, December 19th, 1901, at 11 a.m.

ROTHMAN, MARK, tobacconist, 140, King Street, Hammersmith, W., formerly 55, Fleet Street, E.C. Public examination, Bankruptcy Buildings, Carey Street, W.C., January 21st, 1902, at 11.30 a.m.

WALKER, THOMAS EDWARD, tobacconist, &c., Barnard Castle, Durham. Public examination, Court-house, Bridge Road, Stockton-on-Tees, January 8th, 1902, at 10.30 a.m.

GRUNDLAND, PHILIP, tobacconist, 51, High Street, Camden Town, N.W. Public examination at Bankruptcy Buildings, Carey Street, London, February 13th, 1902, at 11 a.m.

HIRST, ISAAC LEON, late tobacconist and cigar merchant, lately carrying on business at 53, Oxford Street Manchester. Public examination at the Court-house, Quay Street, Manchester, on January 13th, 1902, at 11 a.m.

### Notices of Release of Trustees.

SMITH, ALBERT, 154, Lawley Street, Birmingham, wholesale and retail tobacconist. Trustee, Luke Jesson Sharp, Official Receiver, 174, Corporation Street, Birmingham.

KIPWELL, EDMUND GOODMAN, tobacconist, 54, Welford Road, Leicester. Trustee, John Gulson Burgess, Official Receiver, 1, Berridge Street, Leicester.

WILLIAMSON, JAMES EDWIN, hairdresser and tobacconist, 62, Chestergate, Stockport. Trustee, Arthur C. Proctor, Official Receiver, 23, King Edward Street, Macclesfield.

COLYER, ALBERT MONTAGUE, 30, Yorkshire Street, Burnley, tobacconist. Trustee,

Charles Henry Plant, Official Receiver, 14, Chapel Street, Preston.

HODGES, THOMAS MUNRO, hairdresser and tobacconist, 27, Church Street, Staines, Middlesex. Trustee, James Cherry, 13, New Street, Leicester.

### Applications for Debtor's Discharge.

STIMSON, ERNEST JAMES (trading as E. J. Stimson & Co.), cigar manufacturer, 23a, King Street, Leicester. At the Castle, Leicester, January 15th, 1902, at 2 p.m.

## In the Matter of—

A. JOHNSON.—The public examination of A. Johnson, of 39, Queen's Road, Blackpool, fruiterer, confectioner, and tobacconist, of 67, Foxhall Road, Blackpool, and formerly a jeweller under the style of Johnson & Co., 270, Victoria

*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.**

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

Buildings, Manchester, took place in Manchester Bankruptcy Court on December 16th, 1901. Debtor's statement showed liabilities of £486 expected to rank for dividend, and a deficiency of £476. He attributed his failure to bad debts, losses by travellers, and robbery. Examination adjourned.

SYDNEY HERBERT SMYTHE, who was described as the manager to the liquidator of S. H. Smythe and the Bournemouth Licensell Victuallers' Tobacco Association, Ltd., appeared for his adjourned public examination on December 13th, 1901, at the Poole Bankruptcy Court. He stated that he now resided at Millford Villa, Oxford Road, Bournemouth, and was engaged in travelling on commission for Mr. Sutton, of Bournemouth. He relinquished the management of the business in July last, and in October the business was disposed of by public auction.—The Official Receiver: It is all a myth then that it is being run by a company.—Debtor: Oh, yes, sir. Mr. Sutton simply bought the fixtures and stopped it.—Mr. Dawes: Any suggestion that you are interested in any business in Bournemouth now is all nonsense then?—Debtor: Absolutely false.—Debtor was allowed to pass his examination subject to his signing the notes.

SAMUEL PRIDDY, JUN., of 2, Spencer Villas, Langer Road, Felixstowe, lately carrying on business as a tobacconist at Hamilton Road, Felixstowe, came up for public examination at the Ipswich Bankruptcy Court, on December 13th, 1901. His liabilities amounted to £156 17s. 11d., and his assets (furniture) 10s. Prior to 1888 he was a hosier at Stratford, and his father paid for him the balance of a composition of 13s. 4d. in the £ to his creditors. Since then he had been manager of hosiery businesses, but owing to illness he started a tobacconist's business at Felixstowe, in March, 1900. He had about £45 in cash, and his father shortly afterwards gave him £101. He paid £20 for the business, and the rent was £40 a year. The business had not been a success for anyone. Before being turned into a shop, the premises were only a cottage, let at about 4s. a week. He found he was insolvent last Christmas, and the reason was because there was not sufficient trade to make the business pay. The examination was adjourned.

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## Imperial Tobacco Company.

### BANQUET AT BRISTOL. SIR W. H. WILLS CONFIDENT.

OUR contemporary, the *Bristol Daily Mercury*, gives the following account of the first meeting of the directors of the Imperial Tobacco Company and of the subsequent banquet at the Royal Hotel, Bristol:—

We are officially informed that the incorporation of the Imperial Tobacco Company of Great Britain and Ireland, Ltd., having been completed, the first meeting of the Board of Directors was held, on December 11th, at the offices of Messrs. W. D. & H. O. Wills, at Bedminster.

There was a full attendance of directors.

Sir William Henry Wills, Bart., was elected chairman, and Mr. Geo. Alfred Wills vice-chairman. Mr. Henry Wills Gunn, who has been prominently associated with the management of Messrs. Wills's business, was appointed secretary.

It will be noticed that in all the appointments recognition is made of the influence of the Bristol house in the amalgamation of British manufacturers, and we have reason for stating that the election has given the greatest possible satisfaction to all concerned. Sir William Henry Wills, as the head of the great firm which bears his name, has

an unrivalled experience, and the weight which naturally attaches to his name and position stamps him as an ideal chairman of the huge combine. Bristolians will naturally be peculiarly gratified at the appointment, for Sir William's close association with the city as the member for Bristol East, and his readiness to promote the welfare of the citizens in every possible way, have won for him universal esteem and regard. Mr. Geo. Wills, the vice-chairman of the Company, is one of Bristol's most popular public men, and few will readily forget the admirable way in which he discharged the duties of High Sheriff two years ago.

The other directors present at the meeting included Mr. E. B. James (Edwards, Ringer & Bigg, Ltd., Bristol), Messrs. Thomas Davey and Richard Davey (Franklyn, Davey & Co., Bristol), Messrs. Charles Lambert and Walter Butler (Lambert & Butler, Ltd., London), Messrs. Stephen Mitchell and William Nelson (Stephen Mitchell and Son, Glasgow), Messrs. John D. Player and William G. Player (John Player & Sons, Ltd., Nottingham), Mr. S. Hignett (Hignett's Tobacco Co. Ltd., London), Mr. Robert Adkin (Adkin & Sons, London), Mr. William R. Clarke (William Clarke & Son, Ltd., Liverpool), Mr. James Smith (J. & F. Smith, Glasgow), Mr. James Macdonald (D. and J. Macdonald, Glasgow), and a representative of the Richmond Cavendish Co. Ltd., of Liverpool.

On December 11th Sir William Henry Wills marked the successful launching of the Imperial Tobacco Company by giving a banquet at the Royal Hotel to his fellow-directors and other members of the various firms who have amalgamated for the protection of the British trade against the American attack. The company was joined by a few personal friends, and altogether the guests numbered between seventy and eighty. Sir William presided, and amongst those present, in addition to those whose names have already been mentioned, were Mr. Coward, of the firm of Messrs. Hollands, Son, Coward & Hawkesley, the solicitors of the Imperial Tobacco Company; Mr. Plender, of the firm of Deloitte & Co., the Company's accountants; Mr. James Inskip (solicitor to Messrs. W. D. & H. O. Wills), Mr. J. N. C. Pope (solicitor to Messrs. Franklyn, Davey & Co.), Mr. R. L. J. Vassall (solicitor to Messrs. Edwards, Ringer & Bigg, Ltd.), Mr. E. H. Mayo Gunn, Mr. S. D. Wills, Mr. Stanley Wills, Mr. Frank Wills, and Mr. Grahame Wills.

By a coincidence the inaugural dinner of the Northern and Midland Society was also held last night in another room at the Royal Hotel, and during the evening a message was sent by the Chairman (Mr. John Fisher) to Sir William Henry Wills conveying good wishes for the success of the Imperial Tobacco Company.

Sir William Henry Wills sent back a characteristically genial reply, which was read by Mr. Fisher. He thanked the members of the Northern and Midland Society for their good wishes, wished the Society every prosperity, and expressed confidence "that the Imperial Tobacco Company would teach the invading Duke to keep to his own territory."

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### To Tobacco Manufacturers, Machinists, and others.

HENRY B. SLEE & SONS are instructed to Sell by Public Auction, in January next, on the premises,

CROFT STREET, NEWCASTLE-ON-TYNE,

THE WHOLE OF THE

## Machinery, Plant, &c.,

Belonging to Messrs. W. FLEMING TELFER & CO. on their retirement from business.

DETAILS ON APPLICATION.

Sale Office: 23, Dean Street, Newcastle-on-Tyne.

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

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# Registration of the Imperial Tobacco Co.

## BIG WINDFALL FOR THE REVENUE.



WITH the payment of £37,552 7s. 6d. (the odd money might well have been "taken off" as discount for cash) the Imperial Tobacco Co. (of Great Britain and Ireland) Ltd., has been registered by Hollands, Son, Coward and Hawkesley, 30, Mincing Lane, E.C.

There is a capital of £15,000,000 in 5,000,000 preference, 5,000,000 preferred ordinary, and 5,000,000 deferred ordinary shares, all of £1 each.

The objects are stated to be: To acquire and take over, as a going concern, certain of the principal tobacco manufacturing concerns in the United Kingdom, with the assets and liabilities thereof; with a view to such acquisition, to adopt and carry into effect an agreement dated October 3rd, 1901, made between W. D. & H. O. Wills, Ltd., of the first part; Lambert & Butler, Ltd., of the second part; John Player & Sons, Ltd., of the third part; Edwards, Ringer & Bigg, Ltd., of the fourth part; Hignett Brothers & Co. Ltd., of the fifth part; Hignett's Tobacco Co. Ltd., of the sixth part; William Clarke & Son, Ltd., of the seventh part; the Richmond Cavendish Co. Ltd., of the eighth part; Stephen Mitchell and William Nelson Mitchell, of Glasgow, carrying on business in co-partnership under the style or firm of Stephen Mitchell & Son, of the ninth part; John Macdonald and James Macdonald, of Glasgow, carrying on business in co-partnership under the style or firm of D. & J. Macdonald, of the tenth part; Finlay Smith, James Smith, and John Dunn, of Glasgow, carrying on business as F. & J. Smith, of the eleventh part; John Adkin, Robert Adkin, John G. Adkin, and Francis N. Atkin, of 31, Aldgate, High Street, E., carrying on business as Adkin & Sons, of the twelfth part; Annie S. Franklyn, Thomas Davey, Richard Davey, James L. Perrin, Thomas R. Davey, George W. Davey, and Henry A. Franklyn, of Bristol, carrying on business as Franklyn, Davey & Co., of the thirteenth part; and Frederick A. Jenkins and Arthur Durose (on behalf of this Company), of the fourteenth part.

There is a second agreement, made October 10th, 1901, between the said Finlay Smith of the first part and the said Frederick A. Jenkins and Arthur Durose (on behalf of this Company) of the second part, to carry on in all or any of their respective branches the businesses of tobacco manufacturers, planters, growers, exporters, importers, merchants, proprietors of cigar and tobacco divans, saloons, or rooms, café and refreshment, reading and writing room proprietors, refreshment contractors, licensed victuallers, wine, spirit, and beer merchants, manufacturers of and dealers in aerated and mineral waters and other drinks, shipowners, shipbuilders, van and wagon proprietors, carriers by land and sea, dock owners, wharfingers, warehousemen, commission agents, &c., and to prepare for market, manufacture, buy, sell, supply, and deal in tobacco, cigars, cigarettes, snuff, and other articles and things which the company may consider that dealers in any such goods as aforesaid may require or may have facilities for selling or using or that smokers or snuff takers may be likely to buy. The subscribers are:—

	Pref. Ord. Shares.
G. A. Wills, Bristol, tobacco manufacturer	1
C. E. Lambert, Effingham, Surrey, tobacco manufacturer	1
W. Butler, Surbiton, tobacco manufacturer	1
J. Macdonald, 5, Crown Circus, Glasgow, tobacco manufacturer	1
W. R. Clarke, Gressendale, Lancashire, tobacco manufacturer	1

	Pref. Ord. Shares.
W. G. Player, Nottingham, tobacco manufacturer	1
J. D. Player, Nottingham, tobacco manufacturer	1
R. F. Green, Liverpool, secretary	1
H. H. Wills, Wroughton, R.S.O., tobacco manufacturer	1
T. Davey, Bristol, tobacco manufacturer	1
R. Davey, Leigh Woods, Bristol, tobacco manufacturer	1
J. Smith, Pollokshields, tobacco manufacturer	1
S. C. Hignett (by his agent, R. W. F. Green), Liverpool, tobacco manufacturer	1
J. Dunn, Pollokshields, tobacco manufacturer	1
S. Mitchell, Kelvinside, tobacco manufacturer	1
W. N. Mitchell, Glasgow, tobacco manufacturer	1
A. W. Hignett, Liverpool, tobacco manufacturer	1
T. Clarke, Liverpool, tobacco manufacturer	1
J. S. Hignett, 74, Aldersgate Street, E.C., tobacco manufacturer	1
F. Zurchorst, 74, Aldersgate Street, E.C., tobacco manufacturer	1
R. Adkin, 4, Lingards Road, Lewisham, S.E., tobacco manufacturer	1
J. G. Adkin, 107, Burnt Ash Hill, Lee, S.E., tobacco manufacturer	1
F. N. Adkin, Westwood, Bromley, Kent, tobacco manufacturer	1
W. H. Wills, Bart., Bristol, tobacco manufacturer	1
E. C. Wills, Barnstaple, tobacco manufacturer	1
E. P. Wills, K.C.B., Stoke Bishop, near Bristol, tobacco manufacturer	1
E. B. James, Stoke Bishop, near Bristol, tobacco manufacturer	1
F. Richards, Tyndalls Park, Bristol, tobacco manufacturer	1
H. O. Wills, Kelston Knoll, Somerset, tobacco manufacturer	1
F. Wills, Bart., M.P., 9, Kensington Palace Gardens, W.	1
A. J. H. Wills, 51, Westbourne Terrace, tobacco manufacturer (by his attorney, F. Wills)	1
W. M. Wills, Leigh Woods, Bristol, tobacco manufacturer	1

The minimum cash subscription is to be 10 per cent. of any shares first offered to the public. The number of directors is to be not less than 19 nor more than 50. The first are Sir W. H. Wills, Bart., H. O. Wills, Sir E. P. Wills, K.C.B., Sir F. Wills, Bart., M.P., G. A. Wills, H. H. Wills, W. M. Wills, C. E. Lambert, W. N. Mitchell, R. Davey, J. D. Player, A. W. Hignett, E. B. James, J. Smith, S. C. Hignett, T. Clarke, R. Adkin, J. Macdonald, and J. S. Hignett. The directors' qualification, until the statutory meeting, is membership of the Company, and afterwards the holding of such number of ordinary shares (not being less than 10,000) as the statutory meeting shall prescribe. The remuneration is £2,500 per annum, divisible.—*Financial News.*

MEXICO manufactured last year 37,000,000 packages of cigarettes and 19,000,000 cigars, an increase of 10 per cent. over the previous year's output.

THE largest tobacco factory in the world is that belonging to the French Government at Lille. It turns out 50,000 tons a year.

GERMANY used 368 tons of cigarettes in 1900, or five times as many as in 1890.

At the Druid Hill Park Zoo, Baltimore, are two elks who are inveterate chewers of tobacco; in fact, they eat it.

THE Czar of Russia is a confirmed cigarette smoker. He rolls his own from tobacco especially imported from Syria.

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

# GLASGOW TOBACCO TRADE IN 1901.



THE year which is now drawing to a close has probably been the most eventful experienced in the whole history of the tobacco trade. The outstanding features, of course, have been the invasion of Great Britain by the American Tobacco Company and the formation of the Imperial Tobacco Company with a capital of £15,000,000 for defensive purposes; but, in addition, there have been other changes calculated in themselves to revolutionise to a large extent the conditions of the trade. In these changes and developments Glasgow has taken a by no means unimportant part, and it was in the "commercial capital" of Scotland that the projected amalgamation of the United Kingdom Tobacco Dealers' Alliance with Salmon & Gluckstein, Ltd., of London, had its inception.

The import trade, of which Glasgow from time immemorial has been the centre so far as Scotland is concerned, has only been moderately brisk during the greater part of the year, and the feature has been the steady firming up of prices. All American tobaccos have been advancing in price, and latterly the rise in Virginia leaf has been sensational, the highest prices known for many years having been touched. The reasons for the rise were fears of a shortage of the crop, the delay in marketing the crop owing to the dry weather, and the avidity with which everything was bought up on behalf of the American Tobacco Company. There was some talk of an attempt on the part of the American Tobacco Company to corner the leaf, though this is held by the best trade authorities to be impracticable, but there seems little doubt that the American Company has been paying high prices with the view of keeping shippers from exporting stocks to Great Britain. Advices from the Virginian markets state that there is practically no tobacco to be had, but whether it is that the farmers are holding back for a further advance or that the crop is really sold out it is difficult to say. A further advance in prices is confidently predicted, and there is talk of a big leaf combine. The following, written by a Virginian authority, throws some interesting light on the position, which is of such great importance at present to British importers:—"The present demand for tobacco, the two short crops in succession, and the exhausted supplies in the home and foreign markets may well call forth comments as to the effect such conditions will have on the next year's crop. No one knows by count or calculation what is really in hand in stock by any previous comparison, particularly as relates to the stock in this country. Stocks are no longer in latter years counted in the warehouses, from whence they were drawn as used or bought or kept on speculation, &c., except in a very limited degree. The manufacturer, dealer, and speculator who buys loose tobacco now carries most of it in private warehouses, and there are no official or other figures obtainable on such stocks, and they can be only estimated approximately, or be judged by collateral circumstances. The Tobacco Trust and other great companies have their own agencies and warehouses, and what they own, carry, or use is entirely a private and unobtainable matter. One can only guess at what they had or are deficient in by what or how they buy on the open or loose market. In a market like England, with its high duties and Government inspection, the visible stocks are easily and always obtainable, and it is thence that a greater part of latter years' tobacco has been exported; and yet there we cannot know either how much in the bonded warehouses has been bought by manufacturers and held till needed, or how much is to be re-exported, &c. Still less do we know how much tobacco is made yearly, and judge only of it by general market data and manu-

factures. That the latter has been a fair criterion in the past two years' crop is evident; the deficiency in these two crops was rather under than over-estimated. It will be a happy day for the trade when the Government (of the United States) carries out its promises to enlighten us on this subject; but we must here also have the co-operation of the planters themselves, of the markets, of the State Statistical Bureau, as well as that of individuals. The crop of Virginia and the Carolinas has been well cleared up at the end of every tobacco year for several years; at the end of this season it will be more apparent than ever, as it will relate to this country and Europe also."

In the Glasgow market during the first month of the year a large business was done, and the market was very firm. The receipts were 116 hogsheads 406 tierces, and the deliveries to the town (exclusive of 333 casks cleared on despatch) were 281 hogsheads 168 tierces, and to the country 56 hogsheads 3 tierces. In February a fair business was done at firm rates, although uncertainty as to the Budget proposals had an unsettling effect on the market. March was a quiet month, and transactions were on a limited scale. Quotations remained unchanged, though prices were exceedingly firm. In April business was again on a restricted scale, though the tone of the market continued firm. The small quantity, indifferent quality, and high price of the coming import were considered important factors in the future of the market, while current business was hampered by the big clearances effected in anticipation of the Budget. The receipts amounted to 41 hogsheads 363 tierces, and the deliveries to the town (exclusive of 79 casks cleared on despatch) were 152 hogsheads 147 tierces, and to the country 44 hogsheads 7 tierces. May was another quiet month, but prices maintained their firmness, and common strips rose  $\frac{1}{2}$ d. per lb. at 4d. to  $4\frac{1}{2}$ d. The receipts during the month were 2 hogsheads 117 tierces, and the deliveries to the town (exclusive of 73 casks cleared on despatch) were 34 hogsheads 68 tierces, and to the country 75 hogsheads 16 tierces. June was much on a par with the preceding month, the only change being the increasing strength of the lower grades. The receipts were 60 hogsheads 43 tierces, and the deliveries to the town (exclusive of 145 casks cleared on despatch) were 71 hogsheads 108 tierces, and to the country 78 hogsheads. The first month of the second half of the year showed little improvement in business, though one or two fairly large transactions brought sales for the month well up. The receipts were 327 hogsheads 92 tierces, and the deliveries to the town (exclusive of 179 casks cleared on despatch) 100 hogsheads 142 tierces, and to the country 76 hogsheads 3 tierces. In August there was a further strengthening of the prices of the lower grades, though business was again within narrow limits. Good and fine qualities remained quiet, but Virginia Brights commanded attention, and there was an increasing inquiry for all fillers, which had a material rise in value. The receipts totalled 1,009 hogsheads 48 tierces. The deliveries to the town (exclusive of 238 casks cleared on despatch) were 149 hogsheads 137 tierces, and to the country 36 hogsheads. September was chiefly remarkable for the continued strength of fillers. Sampling of the new import showed the quality and condition to be very favourable. The receipts amounted to 615 hogsheads 93 tierces, and the deliveries to the town (exclusive of 219 casks cleared on despatch) 176 hogsheads 163 tierces, and to the country 45 hogsheads 4 tierces. In October a further advance took place in the price of lower grades, amounting in some instances to as much as 2d. per lb. The amount of business put through during the month was moderate, buyers holding aloof till they saw what was to be the outcome of the American Tobacco Company's competition

Provide **PICK-ME-UPS** to Please Particular People.

in this country and the requirements of the strong home combination formed to oppose it. There was a revival in business during November, and a large trade has since been done, chiefly in filler and medium qualities. The receipts during the month were 165 hogsheads 87 tierces. The deliveries to the town (exclusive of 242 casks cleared on despatch) were 240 hogsheads 178 tierces, and to the country 280 hogsheads 70 tierces. The stock in bond at the end of the month was 5,463 hogsheads 1,176 tierces, against 5,330 hogsheads 1,206 tierces and 5,006 hogsheads 1,227 tierces in the two preceding years.

## Fortunes Left in Tobacco.

Which would you rather have left you—£1,000 sterling or 50,000 Larranaga cigars that the testators bought, and stored up for you, at a cost of £1,000, say, four years ago? In the latter case you would be from 50 to 100 per cent. better off, and one of the number who "come in" for legacies of tobacco—not so few.

This is a favourite way for well-advised people to invest money for their heirs, and out of a dozen wills of this kind proved within the last eighteen months the luckiest is that of Captain Adams, the late cigar-shipper, whose heirs found themselves, on his death, the possessors not of specie or securities, but

JUST 150,000 CHEAP

Havanahs—or, at least, they had been cheap once.

Adams, in the autumn of '96, just before the American war with Spain, took advantage of the temporary drop of prices in prime cigars, and bought in person from the Cuban factories 150,000 cigars of the "Legitimidad," Larranaga, and other brands. He got them at prices varying from £1 to £2 per 100; and, as it was a famous "crop" year as well, he made a grand haul, laying out £3,000, including freight to England, and a reserve put by to pay the duty. The cigars lay in bond till last year, when the will was proved, and the astonished legatees, finding themselves with enough cigars of good brands to flood the market, put them under the "hammer." Dealers, epicures, Royal stewards—all the world—flocked to the sale, and the modest £3,000 turned to £7,200, for the matured tobacco was worth that at the market price. The lucky legatees were overjoyed, and what remain of the cigars now fetch from 80s. to 90s. per hundred, as all

LUXURIOUS SMOKERS KNOW.

A still more cutely-conceived legacy than this, though it did not keep so long, was left by the testament of Joseph Morgan, the retired tobacco expert of Inez & Co., who died last year. This consisted of a freight not of cigars, but of fresh pipe-tobacco, and when the will was proved the legatees found they had nothing tangible, but a couple of first-rate "chances," that might turn out trumps, or fail utterly.

A short time before his death he bought up two freights of shag and negro-head in a way not uncommon with speculators in this trade. Two vessels with full consignments of tobacco were overdue, and the agent for the consignees, fearing the risk of either total loss by shipwreck or—what is more frequent—a hopelessly damaged consignment, spoiled by a waterlogged ship, or being too long at sea, offered the freights at cost price in one case, and 50 per cent. under in the other. Morgan bought the "chance," as it is called, of the two freights—a speculation

HE FREQUENTLY INDULGED

in. Now, he had an unusually accurate knowledge of the shipping routes, the currents, and the dangers to be feared, and so was able to make a shrewd calculation as to what had happened to the ship. He died soon after, and his

heirs found themselves owners of two problematical freights of tobacco knocking about the high seas, or possibly on the sea-bottom. But three weeks later the first vessel turned up, her engines partially disabled, but her freight intact, and two months after the second—the "Campion"—arrived, her cargo quite unhurt. She had been ashore on the Keys; and the two freights of tobacco sold for £8,000, instead of the £4,500 the legatees would have got had they received the original specie.

One of the best legacies of tobacco within recent years, and which came into the Courts under Henry Martin's disputed will in '98, was a huge store of twist and chewing-plug, for which there is always an enormous sale in our coast-towns. Martin, who had bought an annuity with his capital, afterwards married, at the age of fifty-seven, and subsequently laid out £2,000 of his own in the interests of his wife, putting it all into tobacco, which he preferred to

ANY OTHER SECURITY.

With extraordinary foresight he bought it all early from the crop of 1895, and when there were temporary complaints of the shortage of cheap tobacco, and of high prices. Martin was one of the best-informed experts in tobacco the trade has known, and how he made his calculations in this deal is a mystery. But by some means he foresaw the coming falling-off in the tobacco crops, and the diseases of the plants. He stored his plug and twist, having secured it at extremely low rates, and intended to sell out on the rise in prices, which he also foresaw.

He died in '98, however, and his will left his widow the tobacco, with instructions to keep matters quiet, and sell in '99. So, a year after the old expert was dead, the tobacco was brought forward, and fetched, instead of £2,000, over £3,900, though in probate the store had only been valued at £1,800. That was almost a record.

The Hepplewhite legacy, which came into the salerooms last January, told a much more romantic story. It was the result of the principal knowing his ground thoroughly, and Hepplewhite drew from under the guns of two nations the prize which, after all, his heirs, and not he, benefitted by. It is said the investment in tobacco was made expressly as a future legacy; anyway, Hepplewhite made the biggest and most profitable deal on record in Manila cigars. He did better than Captain Adams,

LAYING OUT THE MERE

£500 he had to invest in 200,000 Manila and Filipino cigars just at the moment when the artificially-inflated prices dropped before the American invasion of the Philippines. This done—at a price averaging 5s. per 100—hostilities broke out, and to get the cigars away was a poser. But the plucky speculator ran his freight through to Singapore in a couple of Malay "proas," and finally got the cigars to Limehouse, where he stored them to mellow. Manilas are not generally worth the trouble, but the present popularity of these cigars is mainly due to the wonderful quality of Hepplewhite's consignment, which his lucky heirs sold by auction, realising £2,300, and the cigars, retail, now fetch between £1 5s. and £1 10s. per 100—a good return on £500.

Altogether, however, the most carefully-thought-out single legacy of late years was probably George Palmer's bequest of tobacco in 1898, when he left full instructions to

HIS HEIRS HOW TO

turn the modest £1,400 worth of guaranteed gold-leaf and cavendish he had left behind him into a much larger sum. He bought this a year before, after watching the market for a year or two, at extremely cheap rates, stored it, and had it properly certified as pure by reliable experts. From time to time, as he knew, there comes a slump in tobacco, caused by adulteration scares, and in '98, out of ninety-five samples taken by the public analyst, twenty were found to be vilely adulterated with liquorice and glycerine. Acting on his instructions, the legatees waited for the public analysis, and the corresponding demand for pure tobacco that always follows, and sold their certified legacy at over 50 per cent. profit.—Answers, December, 1901.

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

# The History of the Glasgow Tobacco Trade.



THE *Glasgow Evening Times* recently published the following bright and interesting article on the above subject:—If in the Elysian fields the shades of Glasgow's old "tobacco lords"—whose bodies lie mouldering in the Rams-horn Kirkyaird with that of the brave "Captain Paton" of immortal song—could by chance learn that the day had come when some of their trade successors at the beginning of the twentieth century had found it expedient to join hands with their rivals south of the Border, one could well imagine them holding up their hands in pious horror, and, in the words of another Glasgow worthy, ejaculating "My conscience." Time brings its own revenges, and not a few queer and unlooked-for changes in national sentiment and action in the lapse of centuries. Nearly two hundred years ago, against the tobacco trade of Glasgow was formed a combination of the tobacco merchants of London, Liverpool, Bristol, Whitehaven, and other centres, who complained to the Government that the traders of St. Mungo city conducted their business upon and reaped their advantages from a system of fraud and spoliation of the public revenue. At that period the tobacco houses of Glasgow not only monopolised the lion's share of the foreign export trade, but could even undersell the English merchants in their own home markets. This was a serious matter doubtless for the Southerners, who were thus given

#### A TASTE OF THE ADVANTAGES OF THE UNION

which were accruing to Scotland, and, accordingly, in the year 1721, a searching inquiry was held in Glasgow by Government officials, who had to report that the complaints were groundless, "and proceeded from a spirit of envy, and not from a regard of the interests of the trade, or to the King's revenue." This finding was a severe blow to the tobacco merchants of England, who, however, the following year lodged a fresh complaint against the Glasgow traders, with the result that Commissioners were sent down to the Clyde for the purpose of holding a fresh inquiry, which ended in their imposing so many vexatious regulations on the trade that it languished and struggled for its very life. Harassing law-suits followed, and we are told, and it was not till 1735 that the local traders were able to beat off the annoying conduct of their rivals in the south. From that time the trade was conducted on more liberal principles. Partners or resident agents were established throughout Virginia, Maryland, and Carolina, the trade increasing so prodigiously that princely fortunes were made—many of which, unfortunately, were lost when the bottom was knocked out of the trade by the declaration of American Independence. While the spell of prosperity lasted, however, there is no question that the Glasgow tobacco lords had it practically all their own way; but whether it was because of "superior intelligence and acuteness in buying and selling, or of prudence in conducting their business," the historian cannot say, though the fact remains that of the 90,000 hogsheads of tobacco imported into Great Britain during 1772, Glasgow imported 49,000, or more than 50 per cent. of the total. And now, after that long stretch of time, the Glasgow merchants join hands with the descendants of the enemies of their ancestors for the purpose of defeating a huge combine hailing from the other side of the Atlantic!

From these foregoing facts it will be seen that

#### GLASGOW MORE THAN ANY OTHER CITY

in Scotland should evince the deepest interest in the latest development in the tobacco trade, for it is an industry

which, to quote "Senex," "most assuredly laid the foundation of our city becoming the second in the kingdom in point of wealth and population;" though, as the same authority points out, it is a curious fact that there does not exist any regularly authentic history of the rise and progress of the trade in Glasgow. That those engaged in it regarded themselves as "the lords of creation," and on a plane far exalted above their fellows, we know from glimpses to be had of them as they strut across the pages of the older histories of Glasgow. As they took their walks abroad during business hours, they were conspicuous by the red cloaks they wore, one of which was on view in the Historical and Archæological Section of the Fine Art Galleries during the Exhibition. It was the symbol of a caste who claimed as their exclusive "walk" the "Exchange," which was "a strip of the Trongate in front of the Tontine, marked off by a row of stone posts in line with the outer face of King William." From this place, a part of the main street of the town, these Virginia dons were allowed to exclude everybody else. Did a manufacturer or small trader wish to hold converse with any one of these magnates within the charmed circle, then he had to wait humbly on the open street until he caught the great man's eye. These famous scarlet cloaks, we read, were without collar or cape, and had long V-shaped sleeves or flaps with the arms going through below. James Young, a cloth merchant in the Gallowgate, was the recognised purveyor of the cloth, and in honour thereof, he gave the name of Scarlet Hill to his house, a villa at the south-west corner of North Witch Lane—now known under the less eerie title of Bellgrove Street. Recent Transatlantic novels, notably that entitled "By Order of the Company," have given us an insight into the

#### LIFE ON THE AMERICAN PLANTATIONS,

where tobacco was grown for the home trade in the 17th century, the records including such items as "received one widow and eleven maids for wife for the people of Virginia." Women were sent out in batches and were regarded as so much merchandise, every man taking them to wife having to pay over "120 lbs. weight of best leaf tobacco" for each of them; it also being provided that "in case any of them dye that proportion must be advanced to make it up to those who survive." Among the most successful of the Virginia dons in Glasgow was Provost Andrew Buchanan, who was among the first to feu land in the vicinity of Virginia Street, the house he built there being appropriately named by him Virginia Mansion, within whose hospitable walls doubtless Captain Paton and his boon companions frequently made the welkin ring as the steaming jorum went round. Though no authentic history of the rise and progress of the trade in those early times is available, the late Mr. James Pagan has left on record a fair amount of material which gives an outline at least of its main features. From him we learn that soon after the Union, Glasgow merchants began to send out their "adventures" to Virginia and Maryland to bring back tobacco leaf in return. Having no ships of their own, they chartered them from shipowners of Whitehaven. With each vessel went a supercargo "who disposed of the goods with the one hand and acquired the tobacco with the other, and as no credit was asked or given the merchants were able to strike a balance at the end of each voyage." This mode of business prospered to such an extent that about 1718 the first vessel belonging to Glasgow owners crossed the Atlantic, she having been built at Greenock, and registered only 60 tons. These indeed were the

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

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## HALCYON TIMES IN THE TOBACCO INDUSTRY.

Everyone was desirous of having a share in this veritable gold mine, so that almost all the available "capital of the city was embarked on it, and from the magnitude and the skill with which they operated, the Glasgow merchants earned for themselves something like a national monopoly." One merchant alone—John Glassford—possessed 25 ships, and had trade to the amount of half a million sterling. A year before the American War of Independence, the imports into the Clyde were 57,143 hogsheads, the property of 42 merchants, and of these not more than 1,600 hogsheads were retained for local consumption. Then came the crash, which, however—the first shock over—did not daunt the hearts of these sturdy old traders. They merely directed their energies to fresh fields, many of them being transformed from Virginian magnates to West Indian princes; for with the break-up of the tobacco industry commenced Glasgow's connection with the West Indies—a connection still maintained, as the destinations of our outward bound shipping abundantly testifies.

It is a far cry from those olden times to the present day, when from tobacco the National Exchequer derives something like one-tenth of its ordinary revenue, and 81,000,000 lbs. of the "queen of weeds" is imported into Great Britain annually. The sum total paid for that supply is estimated at £17,000,000—£6,000,000 of that represents the price of the weed, the remaining £11,000,000 going as duty. In the 70 years between 1821 and 1891 the tobacco imported rose from 15,500,000 lbs. to nearly 61,000,000 lbs., and now it has reached 81,000,000 lbs. It is increasing annually, and as London is estimated to spend £15,000 daily on its tobacco, those of a mathematical turn of mind may figure out for themselves the amount other towns may be assumed to spend on their pipes and cigars. In any case it is an industry worth capturing, hence the deep interest which will be centred in the doings of the two great rival combines now competing for public favour.

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**THE RESOURCES OF THE AMERICAN TOBACCO CO.**


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It seems that England is not the only country threatened with a tobacco war. Despatches from the United States indicate that the American invasion is to be extended to the whole of Europe. Mr. Duke is said to be after several tobacco concerns in Germany, and is reported to have already acquired the Jasmatzki Cigarette Co., of Dresden, and Kyriazi Brothers, of Berlin.

Little is known of the actual constitution of the American Tobacco Co. on this side although so much has been written about it, and the following statistics will therefore be found interesting. The Consolidated Tobacco Co. comprises the American Tobacco Co. and the Continental Tobacco Co. The Consolidated Tobacco Co. have \$158,000,000 of four per cent. bonds. An American contemporary gives the following figures relating to the company's earning capacity:—

Net earnings of American Tobacco Co. for year 1900 over and above all preferred dividend requirements and scrip interest	...	...	...	...	\$5,002,663.82
Net earnings of Continental Tobacco Co. for year 1900	...	...	...	...	1,061,735.62
Total net earnings	...	...	...	...	\$6,064,399.44
Interest on \$158,000,000 four per cent. bonds	...	...	...	...	6,320,000.00
Annually requiring shortage of	...	...	...	...	\$255,600.56

Until all the common shares of the American Tobacco Co. and the Continental Tobacco Co. are deposited under the Consolidated Tobacco Co. plan the entire earnings above noted will not be available for the purpose of the Consolidated Tobacco Co.

The earning capacity of the \$30,000,000 cash capital of the Consolidated Tobacco Co. must, of course, be considered. If reports are correct, \$6,000,000 of this sum, or 20 per cent., has already been used in acquiring the Ogden's Co. in England on a six per cent. basis.

The realisable assets of the two combining companies, which is the best indication of their resources, are given as follow:—

## AMERICAN TOBACCO COMPANY.

Real estate, machinery, fixtures, &c.	...	...	...	\$4,880,244.60
Leaf tobacco, manufactured stock, &c.	...	...	...	9,887,722.95
Stocks in subsidiary companies	...	...	...	27,086,508.69
Cash and bills and accounts receivable	...	...	...	\$8,157,308.28
Less current liabilities...	...	...	...	4,110,669.66
				\$45,901,114.86

## CONTINENTAL TOBACCO CO.

Real estate, machinery, fixtures, &c.	...	...	...	\$5,000,000.00
Leaf tobacco, manufactured stock, &c.	...	...	...	6,259,116.15
Stock in subsidiary companies	...	...	...	11,318,950.12
Cash and accounts received	...	...	...	\$8,295,875.74
Less current liabilities	...	...	...	3,722,228.71
Total	...	...	...	\$27,151,771.30
				\$73,052,886.16

The goodwill of the American Tobacco Co.'s business is valued at \$29,921,468. In the case of the Continental Co. this item is not stated separately, it being covered in real estate, machinery, fixtures, trade marks, patents, goodwill, &c., \$78,504,959; but our contemporary considers that \$5,000,000 at the most would cover the value of real estate, machinery, and fixtures.—*Financial News.*

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**PARSONS AND THE PIPE.**


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THE alleged complaint of the American delegates to the Methodist Ecumenical recently as to the English parsons smoking, has caused a discussion on the question, and an article appears in the *Home Magazine*. Only 40 years ago, we are told, a writer declared that many clergymen of "much reputation, with great power in the arts as well as literature, always smoke in the vestry after prayers, during the psalm, while waiting to begin their sermons." John Wesley forbade his preachers "to smoke or chew tobacco, or take snuff." This rule still obtains in the Wesleyan ministry. So recently as 1875 the Wesleyan Conference refused to rescind the regulation. It is to be hoped, however, that Wesleyan ministers do not break other rules so frequently as this one. In all Latin countries, Roman Catholic priests are forbidden to smoke in public. The Pope does not smoke, but he takes snuff. His predecessor, Pius IX., was a great smoker. To an English visitor he offered a cigar. "Thank you, your Holiness, but smoking is not one of my vices," replied the visitor. "It is not a vice—if it was you would have it," came the crushing retort. Tobacco, as well as alcohol, is absolutely forbidden to members of the Salvation Army, for "General Booth" abhors tobacco. Two years ago, the Bible Christians refused to prohibit tobacco to their pastors, and more recently the Presbyterians of America returned a verdict of "not guilty" to a charge that smoking was inconsistent with the Christian profession. Everybody knows what Mr. Spurgeon's attitude on the matter was. Thackeray hoped the day would come when he would see a bishop lolling out of the Athenæum with a cigar in his mouth, or at least a pipe stuck in his shovel-hat. He did not live to see this, but the Bishop of Manchester has publicly proclaimed the virtues of tobacco as a bond of sympathy between man and man. "At your idol again, Mr. Hall," exclaimed a lady once on discovering Mr. Robert Hall, the celebrated divine, with a pipe in his mouth. "Yes," said the preacher, "burning it, ma'am."—*Home Magazine.*

Do you want your own name or brand on cigarettes? J. Millhoff & Co. Ltd. will supply them without any extra charge.

# TOBACCO IN RUSSIA.



TOBACCO has been known in Russia for a very long time. It was introduced before America was discovered, not from the western part of Europe, but from the east, from Asia and Turkey through Little Russia. In the fourteenth century tobacco was cultivated in

Little Russia, which was not yet annexed by Russia, and from here it found its way into Moscovia, as Russia was then called by foreigners. Tobacco was first imported from Western Europe (and that from Great Britain) into Moscovia in the reign of Ivan the Terrible (1533-1584). In the first half of the seventeenth century smoking was a fairly widespread habit, although it was persecuted during the reign of Mikhail Theodorovich, who, in the charter given to Britons recognising their right to free trade, prohibited the import of tobacco. At the same time the cultivation of tobacco within the State was also prohibited, and smoking became liable to severe punishment. In spite of this the use of tobacco did not stop, and the import of tobacco from Little Russia continued to increase. It at last became so great that, during the years 1661 to 1683, its prohibition had to be several times re-enacted most strictly.

The laws against tobacco continued in force down to the reign of Peter I., who, in 1697, permitted the use as well as the import of this product, and established a duty of two roubles (4s. 3d.) on one pood (36 lbs.). In the following year he conceded for a term of six years the exclusive right to engage in the tobacco trade in Russia, except in the governments of Little Russia, to a British Company (Camerton) for the sum of £20,000. In 1705, when this concession expired, the tobacco trade was taken over by the Government. In the year 1716 the lease system of dealing in tobacco was introduced in all the governments except Little Russia, where a duty of 60 copecks on a pood (1s. 3d. on 36 lbs.) was established. In 1727 the trade in tobacco was declared free, but in 1749 the lease system was again introduced, and continued to exist till 1762, when, by the ukase of Katherine II., the free sale of tobacco within the State was re-established. Only tobacco which was imported was liable to custom duty, amounting to 4 roubles (8s. 6d.) on a pood (36 lbs.), and a bounty of 20 copecks (5d.) on a pood was paid on exported tobacco.

The Empress Katherine II., having permitted free trade in tobacco, turned her attention to the cultivation of tobacco as a branch of agriculture in Little Russia, where it principally grew; and by a manifesto issued on 14th March, 1763, she offered assistance to the growers of tobacco in Little Russia, ordering "to be distributed American seeds to all the inhabitants of Little Russia without payment and printed instructions how to use them, how to gather the crop, how to dry and to tie it in bundles, and how to preserve it." In the small Russian town, Romny, a special office was established for the purpose of supplying farmers with tobacco seeds imported from abroad, and prizes were awarded to encourage planters. Special instructors were also appointed to keep a record of the plantations and to teach the farmers improved methods of gathering and preserving tobacco leaves. In the year 1768 a Frenchman, Bouche, was given a loan of 16,000 roubles (over £1,600) to enable him to open a tobacco manufactory in St. Petersburg, where Russian workmen could learn the tobacco trade. Thanks to these means of encouragement, the cultivation of tobacco and the tobacco trade developed successfully, the number of tobacco manufactories gradually increasing till they reached a total of 120 in the year 1838.

In 1838 excise regulations were issued which introduced the system of excise label bands in payment of the tobacco duty. This system, more or less varied and supplemented,

continues up to the present time. At present the cultivation of tobacco is free to all, but the sale of unmanufactured tobacco direct to the consumer is prohibited, and as a result of this restriction the tobacco-planters are in an embarrassed position, and are depending on the wholesale trade and manufacturers. The manufacture of tobacco and of its various products is permitted only in factories, and the planters are allowed to prepare it for their personal use only, just as all other persons are permitted to manufacture cigarettes from label-banded tobacco for their own consumption.

Tobacco is cultivated in almost all the governments of the black earth zone in European Russia, in some of the governments outside the black earth zone, on the Caucasus, in Siberia, and Turkestan. The total area of tobacco plantations in the whole Empire varies from year to year, but on the average for the years 1891-1898 it was 146,158 acres, and in the year 1898 it was 167,461 acres, which was distributed as follows:—

In European Russia	114,685	acres of the whole area or 68.5 per cent.
In North Caucasus	38,536	" " 23 "
In Transcaucasus	11,695	" " 7 "
In Siberia or Turkestan	2,549	" " 1.5 "

But although tobacco is grown in many places, its cultivation acquired agricultural importance only in a few governments, where it is almost wholly concentrated; in the other areas it is grown in very inconsiderable quantities. There are several regions where tobacco is largely cultivated. The most important are in Little Russia, where, in the governments of Poltava and Tchernigov, the tobacco area occupies 49 per cent. of the whole area under tobacco in European Russia and 33 per cent. of the whole area under tobacco in the whole Empire. The other region, the southern, includes the governments of Novorossia, of which the Bessarabian and Tauric governments are the most prominent on account of their tobacco plantations, whereas in the other governments in this region tobacco is grown very little. Then follows the northern part of the black earth zone (the central agricultural governments), where tobacco is much cultivated in the government of Tambov. In the eastern region, which consists of the governments of Samara, Saratov, Simbirsk, and Orenburg, tobacco is cultivated chiefly in the Samara government. In Northern Caucasus tobacco culture is much developed in the province of Kuban, and in Transcaucasus in the government of Kutais. Thus, as will be seen from the above, the cultivation of tobacco is carried on to a large extent only in the following seven governments and one province:—

Tchernigov	33,537	acres.
Poltava	9,468	"
Bessarabia	9,676	"
Tauris	10,391	"
Tambov	13,474	"
Samara	9,795	"
Kuban	35,069	"
Kutais	9,033	"

That gives a total area of 130,353 acres, or 85 per cent. of the whole area under tobacco in the Empire.

In most cases tobacco is cultivated on small farms, which grow almost nothing else. The plantations on an average occupy about 0.24 acres. In 1898 the total number of plantations was 580,302, and the average number for the years 1891-1898 was 605,333.

The tobacco grown in Russia belongs to two species: *Nicotiana tabacum* and *Nicotiana rustica*. The first gives a product of a higher quality, and the various kinds of this species are used for the manufacture of cigars and pipe tobacco, while *Nicotiana rustica* yields a product of a very low quality, the so-called makhorka, rubanka, and bakun. These species are cultivated in different parts of the

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

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**Navy Mixture.**

It has a daily increasing sale.

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country. *Nicotiana tabacum* is mostly grown in southern regions and on the Caucasus, forming about 95 per cent. of the tobacco there, and also grows in the Samara government, where it forms not much less than 65 per cent. of the whole tobacco crop; but in all the other governments they cultivate almost exclusively *Nicotiana rustica*. In Little Russia, for instance, this kind of tobacco forms more than 90 per cent. of all the varieties, while the *Nicotiana tabacum* forms only 8 per cent., and still less in other governments.

On the whole the greater part of the tobacco crops in the Empire consist of the inferior qualities, as can be seen from the following:—The average crop for the three years 1896-1898 was 82,100 tons, of which inferior sorts formed 52,400 tons, or 64 per cent., and Turkish and American yielded 28,700 tons, or 36 per cent.

The yearly produce of tobacco varies according to the area of cultivation and the yield of the harvest. In the last decade of the past century it varied from 53,900 tons to 87,700 tons, and the average quantity for the period 1891-1898 was 75,980 tons.

If the whole area of cultivation be taken into consideration, then the yearly produce of one acre will show a fluctuation from 8.5 cwt. to 11.85 cwt., being an average of 9.6 cwt. The highest average yields are in the northern black earth region, then follow the Little Russian governments, while the lowest average yields are in the southern region. This is explained by the fact that in the first two regions is mostly, and in some parts exclusively, grown tobacco of the *Nicotiana rustica* species, which generally gives better crops than the *Nicotiana tabacum* species grown in the south.

The following table gives the yield of the crops for the years 1891-1898:—

Years	Area.	Crops.	Average Acre.
1891	126,231 acres	54,830 tons	8.5 cwt.
1892	148,786 "	78,590 "	10.47 "
1893	146,355 "	87,700 "	11.85 "
1894	130,253 "	69,940 "	10.8 "
1895	131,871 "	70,600 "	10.8 "
1896	151,538 "	80,900 "	10.64 "
1897	166,392 "	81,470 "	9.1 "
1898	167,471 "	83,850 "	9.43 "

Giving a yearly average of 146,158 acres 75,980 tons 9.6 cwt.

Generally speaking, tobacco culture in Russia is gradually extending, as is shown by the continually increasing, although somewhat fluctuating, area of cultivation, by the general growth of the crops and the increase of the average produce. The following table gives statistics for various periods during a series of years:—

Years	Area.	Crops.	Average per Acre.
1860-69	92,428 acres	31,090 tons	6.6 cwt.
1870-79	123,485 "	43,620 "	7.1 "
1880-89	128,135 "	56,290 "	8.7 "
1890-98	146,158 "	75,980 "	9.6 "

The increase of the area under tobacco is mostly outstanding in North Caucasus, where it is developing very rapidly; but in other regions the increase is comparatively small and in some places there may even be noticed a decrease in tobacco cultivation.

The tobacco produced on the plantations, after having been dried on the spot and fermented, is tied in bundles or "papushi," packed in that or some other form, partly sold to manufacturers as "leaf tobacco," and partly exported abroad.

The preparation of various tobacco products, as pipe and snuff tobacco, cigarettes, and cigars, is allowed only in special tobacco factories, of which in 1899 there were in Russia 258, employing 38,590 workmen.

The total produce of these factories amounted to 65,450 tons of tobacco goods.

From the information given below one can see that ten years ago the number of factories was greater, although their produce was smaller. In other words, for the last ten years the production has become more centralised:—

	1890.	1899.
Number of factories	340	258
Number of workmen	32,606	38,590
Produce in tons	56,694	65,450

The varieties produced were as follows:—

	1890.	1899.
Tobacco for smoking and snuff	52,924 tons	60,114 tons
Cigars	203,300,000	185,000,000
Cigarettes	3,749,300,000	7,714,200,000
Total weight of products	56,694 tons	65,450 tons

As will be seen, the increase in pipe and snuff tobacco has not been considerable, the production of cigars has decreased, but the produce of cigarettes has increased for the decade more than twofold.

The local prices of tobacco in the plantation regions are liable to great fluctuations, depending on the amount of the crop, the demand, the variety and quality of the produce. On the whole these prices are not high, having sometimes fallen to 5s. 11d. per cwt. for the inferior varieties, and having reached £3 6s. 10d. and more per cwt. of the better qualities. During the last two years the lowest prices predominated in the northern black earth and Samara regions, and better prices ruled in the southern region and North Caucasus. Generally it may be said that the inferior qualities of tobacco fetch from 6s. 7d. to 19s. 9d. per cwt. and the higher qualities from £1 13s. 5d. to £3 8s. 10d. per cwt.

The average local prices per cwt. in the regions of tobacco cultivation for the last two years were as follows:—

Province.	1890.		1900.	
	£	s. d.	£	s. d.
Tchernigov	0	8 3	0	12 11
Poltava	0	14 0	0	17 4
Tambov	0	17 2	0	12 4
Samara	0	6 7	0	8 7
Bessarabia	2	5 9	0	2 4
Tauric	1	10 10	1	12 3
Kuban	1	19 11	1	19 1

The prices in the chief markets were as follows:—

	1890-1894.		1895-1899.	
	£	s. d.	£	s. d.
Maikop, local tobacco leaf	—	—	2	9 5
Ekaterinodar, local tobacco leaf	—	—	—	—
„ best quality	—	—	3	8 6
„ second quality	—	—	2	5 1
„ inferior quality	—	—	1	5 8
Odessa, Bessarabian	3	5 9	4	9 9
„ Tzcpilov Crimean	2	6 8	3	1 2
„ Southern Coast	7	14 0	8	14 10
„ Caucasian	3	6 10	3	17 11

The tobacco produced in Russia is not only sufficient for the home demand, but is also largely exported, and the value of the export is continually increasing. The first place according to value belongs to tobacco leaf, and the second place to cigarettes. The export of the latter product has greatly increased during the last ten years, being in 1900 five times greater than in 1891. A. PEDASHENKO.

[From the official handbook entitled "Russian Industries," recently published by authority of the Russian Government.]

An anonymous poet in our American contemporary, *Tobacco*, has the following graceful and charming verses about "the weed."

### THE LOST LOTUS.

'Tis said that in the sun-embroidered East,  
There dwelt a race whose softly flowing hours

Passed like the vision of a royal feast,

By Nero given in the Baian bowers;

Thanks to the lotus-blossom spell,

Their lives were one long miracle.

In after years the passing sons of men

Looked for those lotus blossoms all in vain,

Through every hillside, glade and glen

And e'en the isles of many a main;

Yet through the centuries some doom,

Forbade them see the lotus bloom.

The Old World wearied of the long pursuit,

And called the sacred leaf a poet's theme,

When lo! the New World, rich in flower and fruit,

Revealed the lotus, lovelier than the dream

That races of the long past days did haunt—

The green-leaved, amber-tipped tobacco plant.

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



## **SINGLETON & COLE, Limited,**

are in the unique position of being able to supply Tobacconists with all popular brands and makes in Tobaccos, Cigars, Cigarettes, Snuffs, and Fancy Goods.

**ALL GOODS ARE SOLD AT ROCK BOTTOM PRICES.**

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## **Muratti's High-Class Cigarettes.**

### **LEADING BRANDS**

"ARISTON," Gold Tipped	-	100's	50's	20's
"ARISTON," No. 10	- -	100's	50's	25's
"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.

**PRICES ON APPLICATION.**

**Head Office and Factory: 54, Whitworth St., Manchester.**  
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# THE FIRST YEAR of the NEW CENTURY.



One can regard the close of 1901 with any feelings of regret. It has been disastrous to all classes of society from the start to the finish. When it began we were at war, but looked forward to peace with eager anticipation; at its close we are still at war, and, indeed, have just had a very unpleasant reminder of the difficulties of the task before us.

We have seen our National Security down to 91½, a hitherto unheard of price. We have seen the dividends of our great railway companies steadily dwindling, and an enormous shrinkage in their capital values. In addition to these adverse influences we have all had to meet heavily increased taxation, and, worst of all, we cannot look forward to any immediate improvement. As if all these misfortunes were not enough, we lost during the past year the great and good Queen under whose wise guidance our Empire has shown such remarkable advancement, and it is only now that we are beginning to fully understand the greatness of the task which she had to perform for so many years, and the remarkable devotion to duty which enabled her to successfully accomplish it.

If there is little comfort to be found in outside matters, there is less still as regards the tobacco trade. At the beginning of the year we saw manufacturers in a feverish state of anxiety as to the coming Budget, and enormous sums of money were paid to the Exchequer on tobacco, in order to avoid the extra duty which was in many quarters expected. Later on, when these fears had happily proved groundless, there was every reason to expect a smart revival of business, and this actually occurred in some instances, but, on the whole, during the whole of the year the trade seemed never to have recovered from the previous depression of the earlier months. During the year we have seen the development, if indeed we can use such a word, of the new Alliance started by Mr. St. John. Though some of our contemporaries at first acclaimed the new body with the greatest enthusiasm, they are now to be found taking an exactly opposite line. In these columns we can at least claim the credit of consistency, for, from the very first, we have continually warned the trade that any scheme under which it was sought to persuade manufacturers to charge non-members of the Alliance extra prices must be foredoomed to failure. We were never deceived by the wildly-sanguine estimates of the prospects of the Alliance. We may perhaps be pardoned for quoting from our editorial upon the subject for January, 1901: "The latest move of the Alliance is to admit, for a limited period, new members at the nominal subscription of 2s. per annum. At first such would appear to be a splendid plan to enable the canvasser to enrol large numbers of the trade, but a little consideration will show that it is in reality likely to do more harm than good. The great evil of this method of obtaining support is that it will give an altogether false idea of the strength of the new body, since it will be supposed that those enrolled in the first year will remain members in the second. . . . Mr. St. John is quite right in his contention that the duty of the Alliance is first to get

the majority of the trade enrolled and then to approach manufacturers, but the latter will want to be satisfied that there is a permanent element about the membership, and this is, we fear, just what will be found lacking." The experience of the last twelve months has fully justified our remarks. The Alliance has not succeeded in getting the manufacturers to even confer with them, and the reason for this is exactly the one we gave. We confess, however, that while we had little faith in the programme put forward by Mr. St. John and his colleagues, we were not prepared to find them coming forward to suggest an amalgamation with a big firm of cutters notoriously bitterly hostile to the best interests of the trade. We need do no more than record in passing that this astounding proposal met with the fate that might have been expected, and the body who proposed it stands to-day utterly discredited.

The tobacco war which has been raging during the past few months has already been dealt with so fully in these columns that it needs no extended reference here. We need only say that it evidently is to be a fight to the finish, and the names of the firms who belong to the British combine are a sufficient guarantee that nothing will be lost on our side to secure a victory.

Knowing as we do full well the methods employed in their own country by the American Tobacco Company, we have felt it our duty to put retailers on their guard, and we need hardly add that throughout the struggle we shall be found doing our utmost to bring about the defeat of Mr. Duke and his friends.

To turn to other matters, below will be found a comparative table of the better-known tobacco companies, from which it will be seen that they have done very well notwithstanding the many adverse circumstances they had to contend with, and the results have been in most cases highly creditable to the directors:—

Baron Cigarette Machine Co.	12½	as against	12½	per cent.
R. & J. Hill	6½	"	7	"
B. Morris & Sons	7	"	7	"
Salmon & Gluckstein	16½	"	10	"
A. I. Jones & Co.	nil	"	10	"
John Hunter, Wiltshire & Co.	8	"	8	"
Singleton & Cole	6	"	6	"
Cope Bros.	2	"	5	"
Henry Clay & Bock	7	"	5	"

The obituary list is not very long, but it includes such well-known names as Mr. P. J. Nathan (the popular and able editor of the *Tobacconists' Weekly Journal*), Messrs. J. Van Raalt, H. Benedictus, M. Gallaher, Edwin Ackroyd, Hector Davidson, Ebenezer Wilkie, Dixon Crabtree, and William Evelyn English.

There remains but little to be said, as there is no use in dwelling too long over the past. "Let the dead past bury its dead," and let us all buckle to with fresh hopes, new energy, and steady determination, in order to make the most of 1902; it is at least a consolation to think that, if it is not much better, it can be but little worse than 1901. That it may be happy and prosperous to all is the sincere wish of *The Cigarette World*.

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

**HIGHEST CLASS MIXTURE**

(Medium Strength).

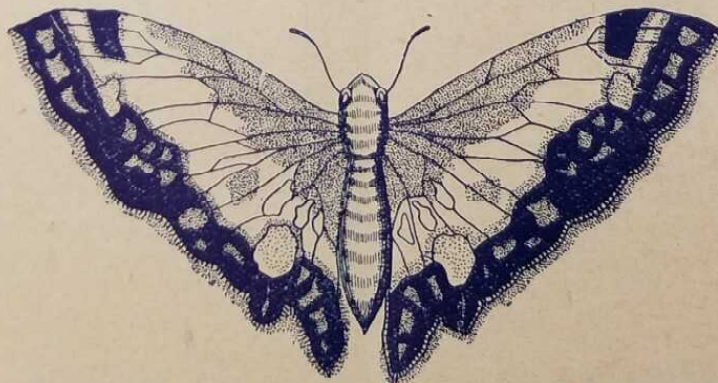
**“EXMOOR  
HUNT.”**

**EDWARDS, RINGER & BIGG, Ltd.,  
BRISTOL.**

**HIGNETT'S**

**“BUTTERFLY”**

**HAND  
MADE.**



**IN PACKETS  
AND  
BY WEIGHT.**

**CIGARETTES.**

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

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

## SMOKE YARNS.

A writer in the *New York Times* details the following as sample idiosyncrasies of smokers that have come under his observation:

A peculiar sight to be seen in Wilmington, Del., until a few years ago, was one of the wealthiest and oldest citizens of the place driving beside his coachman, who always smoked a huge black cigar. The sight of a coachman smoking while on duty was in itself remarkable enough, but it was the way the man blew the smoke into the old gentleman's face that would have attracted the attention of even a stranger. The coachman would take a huge puff of the weed, and, with cheeks puffed with the smoke, lean toward the man beside him as if to whisper something into his ear. Then he would send the entire charge of smoke into his employer's face, who invariably leaned toward the coachman and stuck his nose into the blue cloud, whiffing it with evident satisfaction. For over five years this man was a familiar sight on the streets of Wilmington. The doctors had forbidden him to smoke, but he had been an inveterate smoker, and he was obliged to be satisfied with the compromise of having someone else do the smoking, while he enjoyed the aroma.

Another way to get around the commandment not to indulge in the weed was the novel method employed by a wealthy resident of Orange, N.J., who likewise had been deterred from actual smoking by the predictions of his physicians. There was more method than madness in the system, for it was based on the well-known fact that the principal enjoyment in smoking is imaginary, and dependent not upon any taste, but on seeing the curling of the lazy wreaths. Instead of lighting his cigars, therefore, the man simply put them into his mouth and "smoked cold." In this he simply bit off the end of the cigar as if he were going to light it, and then puffed exactly as if fire were eating its way up the tobacco. Every fifteen or twenty minutes the cigar, to all appearance perfectly preserved, was thrown away as useless, the contention being that it was "smoked out." For years this smoker indulged in his pet habit in the same extraordinary way, claiming that puffing the air through the cigar exhausted the flavour exactly the same as would have been the case had it been lighted.

Another cranky notion in the tobacco line was that of an old police magistrate named Davis, who died several years ago in Orange at the age of ninety years, and who, the good people said, killed himself by the excessive use of chewing tobacco. The Judge's habit, however, was distinctly a peculiar one, in that he invariably used cigars for this purpose; not the entire cigar, but merely the points. His claim was that there was not in the entire market a brand of tobacco that suited him as well as the one end of the cigar, and he said that in discarding the rest of it he took only the choicest part. Natural though it may seem that the nose of a smoker of fine cigars should become peculiarly sensitive, there was a remarkable instance in this respect in the person of a cigar manufacturer living in West Hoboken. This man smoked only the very best cigars, and, finally, it became almost unbearable for him to remain for any length of time in any public place where smoking was allowed. The odour of a pipe, no matter how good the tobacco, became a horror to him, and his eccentricity grew upon him so that his friends, in order to

please him, and more often themselves, smoked only the cigars which he offered them while visiting at his home.

If there are cranks in the cigar line, there are just as many in the pipe line. What pipe smoker, for example, has not had one certain pipe, the like of which heaven never before or since permitted mortal to smoke? The true pipe crank can sit by the hour and tell you yarns about his favourite pipe. How he got it, just how long it took him to break it in, whether he expected from the start that it would prove a "hummer," or whether it developed into an agreeable disappointment. Then, the occasions when he smoked it; how much so and so offered him for it one night, and, finally, how he broke it or how he lost it, and the time he had getting over his loss.

Pipe cranks may be divided into two classes, the men that are cranks on one particular pipe, and those who have a collection of pipes that would gladden an Indian Chief. One man, an officer in the firm of the big Harris Paint Works in Philadelphia, has a roll-top desk which is literally loaded with pipes. Not a paper, not even an envelope is in the desk. Pigeon-holes and drawers are full of splendid pipes, every one of them "broken in," each in the pink of condition, and each beautiful enough for a present.

Distinct from this kind of crank is the man who smokes but one pipe. One love, one pipe, seems his motto, and though the pipe may survive fifteen years—as is the case with some exceptional specimens—once it goes out of commission permanently, the owner is never quite the same smoker again. Some men prefer meerschaum, others briar, but in each case the result is the same—attachment for the pipe that has seen the long service. None but a pipe smoker can feel sympathy with the man who polishes the black bowl of a meerschaum on his coat sleeve as he affectionately tells its history.

If there is an excuse for the man who is disturbed by the wearing out of his favourite gold pen or even the loss of a long-used penholder, surely there is reason for a similar feeling when the friend of long nights and sad or glad days sees its last. To the beginner, all pipes taste alike, and often have the same effect, but to the confirmed pipe smoker there is as much of a difference between the taste of one pipe and another as there is to the matinee girl between the tastes of ice-cream and water ices.—*The Trades Journal*.

THE reading of trade journals takes time, as well as the money required for subscription to such periodicals, but any business can well afford the investment of the small sum required, and no sensible man will say that he is ever too busy to acquire information that means money to him. Rightly considered, it is not an expense or a waste of time, but an investment in business education. Retailers have been heard to declare that it is impossible for them to find time for reading even the trade paper to which they subscribe, as the requirements of their business were so exacting that every minute of the day was fully occupied. In such cases, investigation usually shows that their time is chiefly occupied in doing the petty routine work of their establishments, which, had they been more able business men, would have been performed by a clerk. To the head of a business who pleads "no time" for reading his trade paper, or for figuring out how he may increase his business, we would say "Take time—hire another clerk if necessary. If your brains cannot make you more money than your hands, you of a certainty need more business knowledge. Help can easily be hired to perform the routine work of the cigar store, but you cannot hire a man to do your thinking and the driving of your business."—*Canadian Tobacco Journal*.

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



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.

## NEW BRANDS

The following appeared in the *Trade Marks Journal* for November 13th, 1901:—

**Carlina.**—230,003. Tobacco, whether manufactured or unmanufactured. Frank Henry Thomas Carlin, trading as the Havana Trading Association, 177, Piccadilly, London; Havana cigar merchant. August 9th, 1901.

**Babiano.**—240,667. Tobacco, whether manufactured or unmanufactured. John Young & Sons Ltd., 13, River Street, Bolton; tobacco manufacturers. September 14th, 1901.

**Kiosk.**—240,535. Cigarettes. Salmon & Gluckstein Ltd., Clarence Works, York Road, City Road, London, E.C.; tobacco manufacturers. September 9th, 1901.

**Bannock.**—240,681. Tobacco, whether manufactured or unmanufactured. Gilliat Hatfeild and Gilliat Edward Hatfeild, trading as Taddy & Co., and also as James Taddy & Co., 45, Minories, London, E.; tobacco and cigar manufacturers. September 16th, 1901. By consent.

**Mine Host.**—241,091. Tobacco, whether manufactured or unmanufactured. Edwin Winward, 9, Oxford Street, Bolton, Lancashire; tobacco manufacturer. October 5th, 1901.

The following appeared in the *Trade Marks Journal* for November 20th, 1901:—

**Hudson Bay.**—240,401. Cigars. Beresford Thomas Foyle, trading as Foyle & Sons, 37, Houndsditch, London, E.C.; wholesale dealer in tobaccos, cigars, and cigarettes. August 31st, 1901.

**Huguenot.**—240,693. Manufactured tobacco. Franklyn, Davey & Co., 12, Welsh Back, Bristol; tobacco and snuff manufacturers. September 17th, 1901.

**Golos.**—241,100. Tobacco, whether manufactured or unmanufactured. St. Petersburg Cigarette Co. Ltd., Richmond Place, Purbeck Street, Portsmouth; tobacco manufacturers. October 5th, 1901.

**Grand Lodge.**—241,422. Tobacco, whether manufactured or unmanufactured. W. H. Newman Ltd., 119-122, Sandpits, Birmingham; cigar merchants. October 21st, 1901.

**Scent Spray.**—241,485. Tobacco, manufactured or unmanufactured. Beresford Thomas Foyle, trading as Foyle & Sons, 37, Houndsditch, London, E.C.; wholesale dealer in tobacco, cigars, and cigarettes. October 23rd, 1901.

**Jarl.**—241,753. Cigars. Harris & Thomson, 32 and 34, Tarlton Street, Liverpool; cigar manufacturers. November 4th, 1901.

The following appeared in the *Trade Marks Journal* for November 27th, 1901:—

**El Benecio.**—241,033. Tobacco, whether manufactured or unmanufactured. Alberge & Bromet. October 2nd, 1901.

**The York and Ainsty Hunt.**—238,065. Tobacco, whether manufactured or unmanufactured. John Charles Bannister, Market Place, Easingwold, Yorkshire; wine, spirit, and cigar merchant. May 10th, 1901.

**Four Accs.**—240,685. Manufactured tobacco. W. D. and H. O. Wills Ltd., Bedminster, and Ashton Gate,

Bristol, and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. September 17th, 1901.

**Caradina.**—241,027. Tobacco, whether manufactured or unmanufactured. Alberge & Bromet, 24, 25, and 26, Featherstone Street, City Road, London; cigar and cigarette manufacturers. October 2nd, 1901.

**Sunshine.**—239,724. Certain manufactured cut tobaccos. Salmon & Gluckstein Ltd. July 20th, 1901.

**La Vatora.**—241,437. Cigars, cigarettes, and tobacco. M. Pezaro & Son, 259, Cambridge Road, Bethnal Green, London, N.E.; cigar manufacturers. October 22nd, 1901.

**Maxilo.**—241,439. Cigars, cigarettes, and tobacco. M. Pezaro & Son, 259, Cambridge Road, Bethnal Green, London, N.E.; cigar manufacturers. October 22nd, 1901.

**El Crozando.**—241,441. Cigars, cigarettes, and tobacco. M. Pezaro & Son, 259, Cambridge Road, Bethnal Green, London, N.E.; cigar manufacturers. October 22nd, 1901.

**Loop Line.**—241,760. Manufactured tobacco. W. D. and H. O. Wills Ltd. November 5th, 1901.

**Spearsman.**—241,496. Kinnear Ltd., tobacco manufacturers, 57, Park Lane, Liverpool.

**Arabella.**—241,166. Tobacco, whether manufactured or unmanufactured. Joseph Travers & Son Ltd., 119, Cannon Street, London, E.C.; wholesale grocers, wine and spirit merchants, and cigar importers. October 9th, 1901.

**Zealandra Cigars.**—241,186. Adolph Elkin, trading as Adolph Elkin & Co., 140 and 140A, Houndsditch, London, E.; merchant. October 10th, 1901.

The following appeared in the *Trade Marks Journal* for December 4th, 1901:—

**Ecimoso.**—241,280. All goods included in Class 45. Albert George Adams, 34, Bridge Street, Exeter, Devon; tobacconist.

**On Tour.**—241,321. Tobacco, whether manufactured or unmanufactured. Gilliat Hatfeild and Gilliat Edward Hatfeild, trading as Taddy & Co., and also as James Taddy & Co., 45, Minories, London, E.; tobacco and cigar manufacturers. October 16th, 1901. *By consent.*

[The above New Brands were crowded out of our December issue owing to exceptional pressure on our space.—Ed.]

The following appeared in the *Trade Marks Journal* for December 11th, 1901:—

**King Alfred.**—241,675. Cigars, cigarettes, and tobacco. Jane Nicoll and William Houston Treasure, trading as Samuel Cavander & Co., 65 and 67, Great Eastern Street, London, E.C.; cigar and tobacco manufacturers. October 31st, 1901.

**Ke-Bare.**—241,097. Tobacco, whether manufactured or unmanufactured. St. Petersburg Cigarette Company, Ltd., Richmond Place, Purbeck Street, Portsmouth; tobacco manufacturers. October 5th, 1901.

**La Vellosilla.**—241,902. Tobacco, whether manufactured or unmanufactured. Bottomley & Co., The Halifax Cigar Manufactory, India Buildings, Halifax; cigar manufacturers. November 11th, 1901.

**La Chillante.**—241,947. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. November 13th, 1901.

The following appeared in the *Trade Marks Journal* for December 18th, 1901:—

**Yak Yet.**—240,423. Tobacco, whether manufactured or unmanufactured. Joseph Nevison, trading as William Nevison & Son, High Mills, Eamont Bridge, Penrith;

Darvel Bay Borneo is the finest leaf. Darvel Bay Cigars in four different sizes by J. Millhoff & Co. Ltd.

Air. Tel. No. 539.

TELEGRAMS

VALERIO LEICESTER



# GEMSBLOCK CHOICE CIGARS



TARANDOS 50 & 25



WHOLESALE OF

# GOODMAN & HARRIS LEICESTER

tobacco and snuff manufacturer. September 3rd, 1901.  
*By consent.*

**Racquet.**—240,687. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. September 17th, 1901. *By consent.*

**Glee.**—240,901. Tobacco, whether manufactured or unmanufactured. Louis Jay Gold, Penlee, Cadishead, Manchester; tobacco and cigarette manufacturer. September 26th, 1901.

**La Pengola.**—241,438. Cigars, cigarettes, and tobacco. M. Pezaro & Son, 259, Cambridge Road, Bethnal Green, London, N.E.; cigar manufacturers. October 22nd, 1901.

**Ikon.**—241,817.—Manufactured tobacco. W. D. & H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. November 7th, 1901.

**Goldbeater.**—241,835. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. November 8th, 1901.

**Ergos.**—242,104. Manufactured tobacco. A. Scheuch and Co., 103 and 104, Fenchurch Street, London; cigar importers. November 20th, 1901.

The following appeared in the *Trade Marks Journal* for December 25th, 1901:—

240,684. Manufactured tobacco. W. D. & H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. September 17th, 1901.

**Piobaire.**—241,137. Tobacco, cigars, and cigarettes. T. P. & R. Goodbody, Tullamore Tobacco Factory, Greenville, Dublin; tobacco manufacturers. October 8th, 1901.

**El Ezra.**—241,797. Tobacco, manufactured or unmanufactured. Beresford Thomas Foyle, trading as Foyle and Sons, 37, Houndsditch, London, E.C.; wholesale dealer in tobacco, cigars, and cigarettes. November 6th, 1901.

**Coolie.**—242,128. Tobacco, whether manufactured or unmanufactured. Ogden's, Ltd., Boundary Lane, Liverpool; tobacco manufacturers. November 20th, 1901.

**Swordsman.**—242,132. Tobacco, whether manufactured or unmanufactured. W. T. Davies & Sons, 16, Canal Street, Chester; tobacco and snuff manufacturers. November 20th, 1901.

**El Reconocor.**—242,355. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann and Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. November 29th, 1901.

**Madrecita.**—242,362. Cigars, cigarettes, and tobacco. Partridge & Sons, Mansfield Street, Leicester; cigar manufacturers. November 30th, 1901.

**Water Wheel.**—242,462. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., Clarence Works, York Road, City Road, London, E.C.; tobacco manufacturers. December 4th, 1901.

The following appeared in the *Trade Marks Journal* for January 1st, 1902:—

**Parrot.**—240,235. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54 and 55, Holborn Viaduct, London; tobacco manufacturers. August 22nd, 1901. "The essential particulars of the trade mark are the device and the word 'Parrot,' 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." The entry of this mark on the register shall not affect the right of any owner of the name "Parrot" to the use of that name or the foreign equivalent thereof.

240,509. Manufactured tobacco. W. D. & H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. September 11th, 1901.

**Bright Bird's Eye.**—240,735. Manufactured tobacco. W. D. & H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. September 18th, 1901. "The essential particular of the trade mark is the combination of devices, 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."

**Trapeze.**—241,857. Tobacco, manufactured or unmanufactured. Thomson & Porteous, 107, Leith Street, Edinburgh; tobacco and cigarette manufacturers. November 9th, 1901.

**Feudal Lords.**—241,901. Tobacco, whether manufactured or unmanufactured. J. Millhoff & Co. Ltd., 27, Commercial Street, London; tobacco, cigar, and cigarette manufacturers. November 11th, 1901.

**La Jurista.**—242,102. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. November 20th, 1901.

**Amrak.**—242,214. Tobacco. Joseph Meyer, 106, Fenchurch Street, London, E.C.; cigar and cigarette importer. November 23rd, 1901.

**Zaromas.**—242,368. Cigars, cigarettes, and tobacco. Partridge & Sons, Mansfield Street, Leicester; cigar manufacturers. November 30th, 1901.

The following appeared in the *Trade Marks Journal* for January 8th, 1902:—

**King Stork.**—240,686. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. September 17th, 1901.

**Red Shade.**—240,691. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. September 17th, 1901.

**Malerina.**—241,987. Tobacco, whether manufactured or unmanufactured. Bewlay & Co. Ltd., 49, Strand, London; cigar manufacturers. November 14th, 1901. *By consent.*

**La Matosa.**—242,045. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann and Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. November 16th, 1901.

**Marsuma.**—242,243. Tobacco, whether manufactured or unmanufactured. The Havanna Cigar Manufacturing Co., Havannah, near Congleton, Chester; cigar manufacturers. November 26th, 1901.

**Ureeda.**—242,560. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., Clarence Works, York Road, City Road, London, E.C.; tobacco manufacturers. December, 1901.

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## HORROR OF THE PIPE.

ONE of the most amusing incidents connected with the conference of musicians was the glorious disgust of one of the attendants at the Hotel Cecil. This worthy functionary, temporarily taken off his duties of waiting upon South African milords and the aristocracy of the United States, declared that musicians were funny people, and—lifting up the palms of his hands—that they actually wandered in the evening through the corridors of the hotel smoking short pipes.—*Truth.*

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

## The leading SHAG is FRANKLYN'S SUPERFINE.

FRANKLYN, DAVEY & CO., BRISTOL.

### RESULT OF DECEMBER COMPETITION.

The Winner of last month's competition, in which the word "immediately" was mis-spelt on 3rd page of cover, was—

Mr. M. E. WILSON, 8, Clarendon Road, Holland Park, London, W.,  
to whom a parcel of Messrs. R. Lockyer & Co.'s "Specialities" to the value of 20/- has  
been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY FEBRUARY 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 February, 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:

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

Addressed as follows:

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>GOLD FLAKE</b> <i>Cigarettes and Tobacco.</i> W. D. & H. O. Wills, Ltd., London and Bristol.	<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>GRAND CUT VIRGINIA</b> Godfrey Phillips & Co., London.	<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>LA SAGERA</b> <i>Cigars.</i> Goodman & Harris, Leicester.	<b>TURKISH TOBACCOS</b> <i>and Cigarettes.</i> J. D. Pappaelia, 39, Duke St., St. Mary Axe, London, E.C.
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