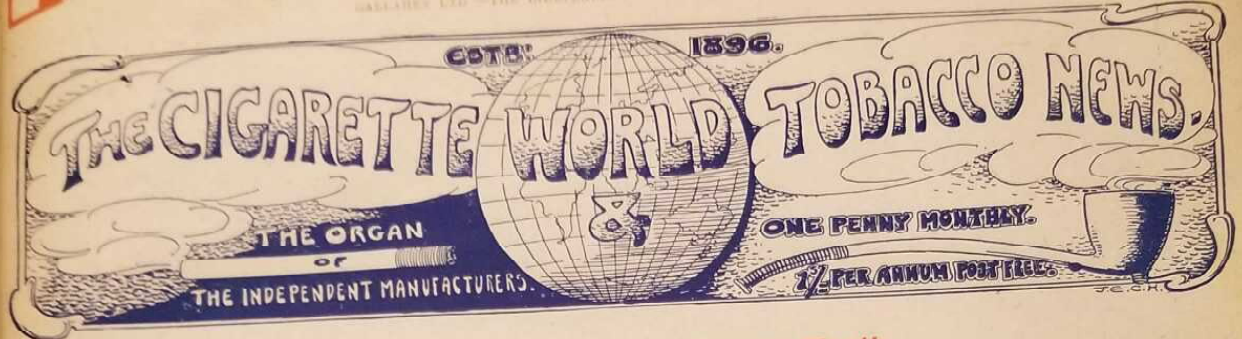


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Month of Issue— JANUARY, 1909.

Signature of holder.....



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BRITISH... 1909

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On and after 1st January, 1909, all **BLACK CAT VIRGINIA CIGARETTES** will have the figures "1904" printed on each Cigarette—just above the Trade Mark.

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The Cigarette World
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JANUARY 1st, 1909.

All Communications to be addressed to Offices of "Cigarette
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Messrs. CHORLEY & PICKERSGILL, Ltd., The Electric Press, Leeds.

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

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

ENTER 1909.



IN the first place it is our pleasant duty to wish all our readers a Happy and Prosperous New Year, and to return them our hearty thanks for their kind support and sympathy.

We are not in the habit of writing a retrospect of the past year, being of opinion that it generally makes but dull reading, and indeed is apt to be dispiriting; still it is necessary that we should make a brief allusion to a few matters of importance and remind our readers of the past in order that they may be the better able to consider the future. There is no doubt that the past year has been one of very great anxiety, and, unhappily at present, there is little chance of that anxiety being diminished.

There has been a phenomenal increase in the price of the raw material, which within a very short period rose from 50 per cent. to 130 per cent., and the most disquieting

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feature of this increase was that the cheaper grades have risen more in proportion than the dearer. In order that the reason for this may be clearly understood, we must go back for a few years.

Shortly after the nominal defeat, though real victory, of the American Tobacco Company, and the absorption by the Imperial Tobacco Company at an enormous price of Ogden's Limited, the combined companies succeeded in forcing down the prices of the raw material to a point which the growers found absolutely unremunerative. Taking a leaf out of the enemies' book, the growers wisely determined to organise, and they formed a combination of their own, with the object of "pooling" the crop and holding it until they could get their prices. They also agreed to restrict the area of production, and nature came to their assistance, because there happened to be a very short crop. This resulted in the complete success of the growers, and the Imperial Tobacco Company were forced to buy nearly the whole of the American tobacco crop of 1907 at a very high price. It is hardly necessary to explain that this told very heavily upon many independent manufacturers, because they found themselves quite unable to raise their prices to the public, and the position is likely to be still worse, because eventually their stock will be exhausted and, unless the prices of the raw material goes down, they will sooner or later have to pay prices which will greatly reduce profits.

The position would be very much more serious were it not for the fact that the high prices obtainable are bound to stimulate production with the inevitable result of eventually bringing about a reduction in the cost.

The "Croakers" are already filling the air with lamentations, because they fear that the Chancellor of the Exchequer will place an additional tax upon the "fragrant weed" in order to help to meet the very heavy deficit which is unhappily certain.

It is hardly wise to prophesy, but we can hardly believe that there is any serious risk of an increase in the duty. The prices at which the lower grades of tobacco are sold already leaves an infinitesimal margin of profit, and as we have often pointed out, those who smoke 3d. tobacco have for years past obtained it at practically cost price; it is therefore obvious that a further increase in the duty must be paid by the consumer, and this would mean another ½d. per ounce upon 3d. tobacco.

Now the Government will have, sooner or later, to go to the country—probably sooner—and though the noble army of smokers belong to all shades of politics, they are sure to be united against any Government which touches their pockets, and therefore in our opinion so astute a politician as Mr. Lloyd George is very unlikely to run the risk of losing so many votes at the next General Election, because there is every prospect of its being one of the keenest on record. Increased taxation there must be, but we are inclined to the view that the Chancellor of the Exchequer will incline to the popular course of imposing a higher tax

upon larger incomes, and a considerable addition to the death duties on large estates.

And now a few words about ourselves. During the last few months we have made great efforts to improve this journal, and we are happy to say that we find that the improvements have been much appreciated. A new feature which has proved specially popular is a series of articles called "Money Savers for Business Men," by a financial expert. The writer asserts that every one of these articles contains practical information of great money value, and we have reason to know that in many cases our readers have benefited considerably. While we are upon this point, we might say that we shall be pleased to consider any subject likely to be valuable to our readers with a view to getting our expert to write an article upon it, or if any of our readers care to submit an article we shall be pleased to consider it and pay for it at our usual rate, if accepted.

We wish to tender our grateful thanks to those advertisers who have so loyally supported us in the past year, but we must observe that the future of this journal is just what independent manufacturers choose to make it. Surely at the present crisis in the trade it is more than ever necessary to support the only tobacco trade journal which is run in the interests of outside manufacturers. If every independent manufacturer would give us a very small amount of support, we should be able to carry out various other improvements which we are contemplating, and make our influence felt more and more throughout the country; we spare no pains or energy in the interests of the trade, and in return we think we are entitled to ask for the practical sympathy of all who agree with our policy.

Messrs. Godfrey Phillips & Sons have recently turned their well-known business into a limited company, with a capital of £400,000 divided into 200,000 6 per cent. Cumulative Preference shares of £1 each, and 200,000 Ordinary shares of £1 each. Further particulars appear elsewhere. Only the Preference shares are offered to the public, at a premium of 1s. per share. The profits of the business are at present sufficient to cover more than three times the interest.

We are of opinion that the shares constitute a sound industrial investment—it is likely to increase in capital value while returning an excellent rate of interest. We wish a very hearty success to the new company, and as it will be continued under the management which has produced such splendid results in the past, we have little doubt as to its future.

It would be a good beginning for the New Year to send a subscription to the Tobacco Trades' Benevolent Association. Donations are urgently needed. Address:—C. Vogelsberger, Esq., 8, London Street, London, E.C.

**WHY PUSH TRUST GOODS WHEN INDEPENDENT MANUFACTURERS GIVE YOU BETTER PROFIT,
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| THIRD PRIZE - - £5, | „ | PINO, F., 139, Grange Road, Ramsgate. |
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| SPECIAL PRIZE - £3, | „ | BAKER, K. H., Collins' Cigar Stores, 6, Guildhall Street, Folkestone. |
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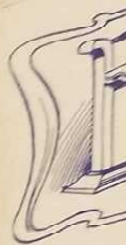
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| ANDREWS, J. F., 233, Newport Rd., Middlesboro'. | HEATHER, E., 76, London Rd., Portsmouth. |
| ASPINALL, H. E., 7, The Broadway, St. Margarets-on-Thames. | LLOYD-PAGE, F., 69, Seaside Rd., Eastbourne. |
| BRANDON & CO., 231, Seven Sisters Rd., London, N. | PILBEAM, H., 31, Beulah St., Harrogate. |
| BUDINA, M., 2, Main Street, Blackrock, Co. Dublin. | SPARKSMAN, A. W., Kew Bridge Cigar Stores, Chiswick. |
| BURT, W. J., 65, High St., Newport, Mon. | SPARKSMAN, A. W., 326, King St., Hammersmith, W. |
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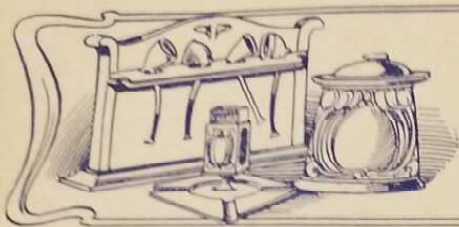
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Smoking Mixture.

PAUPERS SMOKE POTATO SKIN.—At the meeting of the Aylesbury Board of Guardians last month the following curious memorial from the workhouse inmates was read:—"We, the undersigned, would be very grateful if Irish roll tobacco could be supplied in lieu of the usual allowance of shag, which is of very bad quality and only lasts till about Tuesday, and we have to make up with potato skins or anything else we can get hold of." The Chairman said there were a number of signatures, but he was afraid they were all written by one man. A Guardian suggested that it would be as well to have half Irish roll and half shag. It was agreed to communicate with the contractor.

VICAR'S SMOKING CONCERTS. TOBACCO AND ALE FOR TIRED PARISHIONERS.—"The clergyman of the old-fashioned type is as much out of date as the cumbrous stage-coach. Nowadays one must be a man first and a clergyman afterwards!" Thus the Rev. Charles Hutchinson, rector of the quaint old village of Rayne, Essex, in expressing his conception of the ideal clergyman. Recently, despite hostile criticism, he recommenced his smoking concerts for the men of the village, at which he himself provides both tobacco and ale. "Some say I am disgracing my cloth by the continuance of such a practice," he smiled; "others praise me. But I care neither for praise nor blame. When I first instituted bright entertainments in the village school the men did not come because the fatigue of field work made them long for the solace of pipe and ale. Thus the village inns had an advantage over me. So I said to the men: 'If you will come to my concerts you shall enjoy not only your well-earned tobacco, but mugs of ale as well.' The first night nearly every man in the village rallied round me. I am a poor smoker myself, but I enjoyed seeing the clouds of smoke curl upwards. Three times I sent round beer to every man in the room. They sang good comic songs and were happy. And so was I. The modern clergyman need not be a popular hero, but he must know weaknesses as well as virtues."—*Daily Mail*.

RAVAGES OF THE CIGARETTE BEETLE.—A special inquiry into the ravages of the cigarette beetle, so well known to tobacconists and manufacturers by reason of its operation on the manufactured product, will, says *The United States Tobacco Journal*, be made by two experts of the Bureau of Entomology of the Department of Agriculture during the winter, with a view of evolving some means for the total extermination of the insect, larvæ and all. This subject has received attention before by the Bureau of Entomology, but not of a searching or far-reaching character, and the proposed inquiry is taken at the request of a large number of manufacturers throughout the country, and with a view of arriving at some method by which the beetle may be exterminated and the tobacco trade may save the great amount of money which is now lost by the ravages of this insect. Tests and experiments will be made in an effort to discover some method by which the leaf may be treated so as to destroy the larvæ in all its stages. The work will probably be conducted by A. C. Morgan and C. R. Jones, entomologists of the Bureau, who are now completing investigations begun by them this season with respect to the insects affecting the tobacco crop in Tennessee and Kentucky. As soon as their report

on this work is completed, they will be assigned to the new work with instructions to go into every detail and make an exhaustive research. A report from them is not expected until next spring. The cigarette beetle feeds on all kinds of dried tobacco and snuff. It lives in the tobacco during all the stages of its existence. It damages cigarettes and cigars principally by boring out of them, making round holes in the wrappers so that they will not draw. Leaf tobacco is injured for wrapping purposes by being punctured with holes made both by the larvæ and the beetles, and fillers and fine cut are injured by the reduction of their substance by the actual amount consumed by the larvæ. The adulteration of fine cut by the bodies of the insects and by their excrement is also a damage. The beetle thrives in warm climates or in artificially heated places, and hence its appearance in factories, warehouses, tobacco barns, and retail establishments. In small establishments bisulphide of carbon has been found to be a good remedy for the beetle. In large establishments, such as factories or warehouses, steaming or spraying with kerosene or benzine have been found by experiments to be of benefit.

HINTS TO BEGINNERS.—The beginner has much to learn before he can smoke the pipe in its perfection. Many fallacies beset him. There is, to start with, the damp tobacco fallacy. It is easy to understand how it first arose; there is a fair profit to be made by selling water at the price of tobacco. People with a perverted ingenuity have even invented jars and pouches specially designed to keep tobacco moist. Now no moist tobacco is fit to smoke; it is precisely that moisture which causes the hot, stinging vapours that ruin the enjoyment of a pipe. Dry tobacco, properly packed in the bowl, is the coolest smoke. Then there is the patent pipe fallacy. You can always sell a patent pipe to the neophyte. He likes to believe that the smoke on leaving the bowl turns round twice, goes up a flight of steps, and carefully closes a door behind it to prevent nicotine from entering the mouthpiece. He likes to consult a sectional diagram, with dotted lines to it, to see which end of the complicated apparatus he is to put in his innocent mouth. The more things he has to unscrew after each smoke the better he likes it. But when he is no longer a neophyte he will see that life is short, and that we have many things to learn; and that as we can smoke while we are learning them the simplest form of pipe is the best, and unnecessary trouble should be avoided. He smokes pipes that have been given him as presents, though they do not fit him and destroy his comfort. Presentation pipes should not be smoked; they are generally very handsome, however, and can easily be presented to somebody else. The fit of the pipe is far more important than its appearance—the weight, the size of the bowl, the shape of the mouthpiece, must suit the smoker. His tobacco must suit him too, and he must have the courage to assert himself and resist recommendations. There are several mixtures which are very good, many which are vile, but not one which is the best for everybody. His tobacco must suit his health, his palate, and his manner of smoking. Why does not some intelligent manufacturer issue a form with six questions for the dissatisfied smoker to answer, and on the information obtained make up a mixture which will suit him exactly? When our neophyte has found his tobacco he must learn by experience how to pack it.—**BARRY PAIN**, in *Daily Chronicle*.



Trade News and Notes.

HOUSE OF LORDS.—The White Phosphorus Matches Prohibition Bill passed through Committee in the House of Lords without amendment.

MATCHES IN AUSTRALIA.—A proclamation has been issued in Australia prohibiting the importation of matches containing white or yellow phosphorus. This comes into operation on June 1st next.

Foreign.

AUSTRIA-HUNGARY MATCH MONOPOLY.—On the initiative of the Minister of Finance a project is being carefully considered for establishing in the Dual Monarchy a match monopoly. It may be remembered that ten years ago a similar idea was ventilated, but fell through owing to insuperable difficulties, and in interested circles it is not thought that it will meet with more success now. That something, however, will be attempted is certain; probably a new tax on matches will be levied. Against the argument that France finds her match monopoly very lucrative, profiting to the extent of about 20,000,000f. yearly, it is pointed out that Austria-Hungary is much poorer, and could not expect to derive more than 10,000,000f. from such a source, and, besides, the Government would first have to buy out the existing match companies.—*Financial News.*

Law.

PAUPER WITH £10. MONEY CONCEALED IN A TOBACCO BOX AT PONTEFRACT.—At the Pontefract Guardians' meeting on December 12th, it was reported that James Brady, an inmate of the Union Infirmary since March, had died, leaving £10 in a tobacco box in his possession. There was no evidence to show how he had got the money. It was a matter for surprise how he had concealed it when searched upon admission. There was a request for the money to be handed to a sister, but the Board decided to hand it to the Treasurer towards Brady's maintenance.

SUIT AGAINST TOBACCO TRUST.—The decree of the United States Circuit Court in the Government's suit against the American Tobacco Company and others declares that the defendants hold a monopoly, and are engaged in an illegal combination. The Court restrains the companies concerned from engaging in foreign or inter-state commerce until competition between them has been restored. The receiverships for the companies, asked for by the Govern-

ment, are, however, refused. There will be an appeal to the Supreme Court of the United States. The notice of appeal acts as a stay of judgment until the appeal has been decided.

Police.

LANDLADY'S CLEVER CAPTURE.—At Barton-on-Humber, last month, before Alderman Tombleson and Mr. H. Woodcock, Albert Percy Jordan, a ship's cook, of Grimsby, was charged with stealing 25s. and a box containing 22 cigars, on March 21st, the property of Mr. Thomas Mann, of the Pelham Arms, Brocklesby Station. Evidence was given that on the above day the landlady served him with a drink, and he was left alone in the bar. Shortly after he had gone the money and cigars were missing. The cigars he had sold for 1s. 6d. in the train to a man named Turner. Afterwards the prisoner again visited the house, and was recognised by the landlady. She again left him, but, stealthily returning, she saw him on his hands and knees on the bar counter. She told her husband, who detained him till the parish constable arrived. He was sentenced to three months' hard labour.

SHORTAGE OF TOBACCO. SERIOUS "FRAUD ON PUBLIC" OF CARDIFF.—“The facts show a very serious fraud upon the public.” So said Mr. F. W. Ensor (from the Town Clerk's office) in opening proceedings taken at Cardiff last month, before the Deputy Stipendiary (Mr.

E. Milner Jones) against William Arthur Lewis, residing at 130, Albany Road, and carrying on an extensive business as a tobacconist in Queen Street. Proceedings under the Merchandise Marks Act were taken at the instance of Mr. T. C. Major (Chief Inspector of Weights and Measures), who alleged that on November 24th the defendant unlawfully applied a false trade description to certain tobacco, which purported to be one pound in weight, whereas in fact there was a shortage of two ounces one drachm. Mr. Sydney Jenkins defended.—Mr. Ensor, in his opening statement, said Mr. Major went to defendant's shop in Queen Street, and asked for an ounce of shag tobacco, with which he was served by a young lady assistant, and then he asked at what rate it was per lb. He was told, and was supplied with a pound in one ounce packets. He weighed the same in the presence of defendant, and the shortage was then disclosed.—Inspector Major, in his evidence, said the tobacco was packed and weighed on the premises. Defendant said he could not account for the shortage, as the tobacco was in a very moist condition, adding that if the tobacco

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had been packed a fortnight he would not have expected it to have been more than half-an-ounce deficient (net) in the pound. In the packages the tobacco scaled 15 oz. 15 drachms; without the packages the weight was 13 oz. 15 drachms.—By Mr. Jenkins: I had made seven previous visits, and the average deficiency was two drachms in each ounce.—Mr. Sydney Jenkins, for his client, admitted the offence, and offered an explanation that some time ago defendant purchased a large business in Westgate Street, and since then he had been unable to devote personal attention to the details of both establishments. Defendant had expected intelligence on the part of his employees, and he trusted to the lady assistant who supervised. His instructions, which had been disregarded, were to pack in wax paper only, in accordance with prevailing practice; but in this case the packer not only used the wax sheet for each ounce, but the outside wrapper as well. Defendant had been in business on his own account for eleven years and with his mother for thirty years, and this was his first appearance in court.—Mr. Milner Jones (to defendant): This has been going on for some considerable time. It is a shortage on tobacco supplied to working men. Whether you knew it or not it was a fraud on the public, and I fine you £20, including costs, or one month.

Public Companies.

ROBERT BRUCE, LTD.—Registered 17th November. Capital, £2,000 in £1 shares. Objects: To acquire the business of a wholesale and retail tobacconist, &c., carried on by E. R. Bruce as Bruce Pryce & Co., at 81, New Street, Birmingham. Private company. Registered office, Bennett's Hill, Birmingham.

GODFREY PHILLIPS.—December 10th. £400,000 (£1) (200,000 6 per cent. Cumulative Preference). To take over, as from January 1st, 1909, the business of Godfrey Phillips & Sons, including the "B.D.V." and other proprietary brands of that firm, and to carry on the business of tobacco importers, exporters and manufacturers, makers of cigars, cigarettes, and smokers' requisites, &c., and to adopt an agreement with J. P. M. D., J. H. S., and A. I. Phillips. The directors have power to create a further £50,000 Preference shares, ranking *pari passu* with the original Preference shares, and capital duty has been paid to cover this additional amount. No Debentures may be created unless authorised by an extraordinary resolution. The signatories are:—J. Phillips, 112, Commercial Street, E.; P. Phillips, 112, Commercial Street, E.; M. D. Phillips, Oakdene, North Finchley; J. H. S. Phillips, Ennerdale Lodge, Kew Gardens, Surrey; A. I. Phillips, 30, Lyndhurst Road, Hampstead, N.W. (1,000 shares each); H. E. Hill, 13, Sherborne Lane, E.C. (one share); J. Van den Bergh, 82, Fenchurch Street, E.C. (500 shares). Minimum subscription, £120,000 Preference shares. First directors (not less than three nor more than seven):—J. Phillips, P. Phillips, M. D. Phillips, J. H. S. Phillips, A. I. Phillips, and J. Van den Bergh. J. Van den Bergh represents the holders of the Preference shares. The Preference shares director must hold £500 Preference shares in his own name. Qualification of other directors, £1,000 Preference shares. Remuneration of Preference shares director, £200 per annum; of other directors, 10 per cent. of the surplus profits over £40,000 in any year after providing for reserve, divisible. 112, Commercial Street, Whitechapel, E. (100,614.)

DON'T JUDGE THE BOOK BY THE BINDING.

Gunner—What are you talking about, man? Why, this cigar is so expensive it comes in a celluloid case.

Guy—H'm! Is that the celluloid case you are smoking or the cigar?

ODE TO TOBACCO.

Thou who, when fears attack,
Bid'st them avaunt, and black
Care at the horseman's back
Perching, unseatest;
Sweet when the morn is gray;
Sweet when they've cleared away
Lunch; and at close of day
Possibly sweetest.

I have a liking old
For thee, though manifold
Stories, I know, are told,
Not to thy credit;
How one (or two at most)
Drops make a cat a ghost—
Useless, except to roast—
Doctors have said it.

How they who use fuses
All grow by slow degrees
Brainless as chimpanzees.
Meagre as lizards;
Go mad and beat their wives;
Plunge (after shocking lives)
Razors and carving knives
Into their gizzards.

Confound such knavish tricks!
Yet I know five or six
Smokers who freely mix
Still with their neighbours;
Jones—(who, I'm glad to say,
Asked leave of Mrs. J.)—
Daily absorbs a clay
After his labours.

Cats may have had their goose
Cooked by tobacco juice;
Still why deny its use
Thoughtfully taken;
We're not as tabbies are;
Smith, take a fresh cigar!
Jones, the tobacco jar!
Here's to thee, Bacon!—*Calverly.*

THE BRAND WASN'T IN STOCK.

A stranger in New York, one who did not know that smoking was one of the inalienable rights of man, was breakfasting in a Broadway hotel early on the morning of his arrival. He had the whole dining-room to himself. The fact he noticed when he looked around to see if anyone were smoking, because he had a longing for a cigarette with his coffee. So he called a waiter.

"Cigarettes permissible here?" he inquired.

"I'll see," said the waiter, who was, of course, foreign born. In a moment he returned. "I don't find them on the list," he said, "but we have most all the good brands."

The stranger dismissed the waiter and lighted his cigarette. It was permissible.


TRYING TO PRESERVE THE EVIDENCE.

An Irish soldier on sentry duty had orders to allow no one to smoke near his post. An officer with a lighted cigar approached, whereupon the sentry boldly challenged him, and ordered him to put it out at once.

The officer with a gesture of disgust threw away his cigar, but no sooner was his back turned than Pat picked it up and quietly retired to the sentry-box.

The officer, happening to look around, observed a beautiful cloud of smoke issuing from the box. He at once challenged Pat for smoking on duty.

"Smoking, is it, sur? Bedad, and I'm only keeping it lit to show to the corporal when he comes as evidence agin you."

GO YE UNTO 

John Higgins & Co.

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FOR

IRISH TOBACCO DUTY.

COLONEL EVERARD'S CLAIM FOR PREFERENCE.

ACTION OF COUNCIL OF AGRICULTURE.

At a meeting of the Council of Agriculture, held on November 27th, Colonel N. T. Everard moved—"That in view of the fact that the Acts prohibiting the cultivation of tobacco in Ireland have been repealed by the Irish Tobacco Act of 1907, we submit that the imposition of a crushing duty upon Irish tobacco while the industry is still in its infancy is contrary to the spirit and intention of the Act." He asked them to record their condemnation of the attempt of the Treasury to frustrate the intentions of the promoters of the measure. He said the annual stake of the United States in the tobacco industry was the stupendous sum of £80,000,000. There were six crops of experts and 50 experimental stations provided by the United States Government in the 16 tobacco-growing States. There was only a nominal duty of 3d. a lb. on home-grown tobacco, and there was a heavy duty, up to 7s. a lb., on imported leaf. All the American crop was produced from three-quarters of a million acres. In Ireland there were easily available one million acres capable of growing tobacco. In none of the British Colonies was there a duty on home-grown leaf. Ireland was probably the first European country where tobacco was planted, but the Irish tobacco industry was ruthlessly stamped out in the interest of the English Colonies of America, and in 1803 it was again crushed to please English manufacturers. It had now been proved by nine years' experience that all classes of tobacco could be grown in Ireland, and the American re-handler, who was an eminent expert, had said, "Irish tobacco compares most favourably with the average crop in Kentucky." A refund of 1s. 3d. per lb. had been guaranteed to the Irish growers for ten years, of which four had expired, but that had now been commuted to £6,000 a year for five years. The limit was 100 acres, but £6,000 only represented a refund of 1s. per lb. on 100 acres, and there would be a loss of £6,000 to the country by the change. Future growers were expected to be content with 6 per cent. of a preference. The principal difficulty in regard to tobacco was not the growing of the crop, but the curing and the re-handling, and all that was managed in America apart from the farmer. But in Ireland the duty would be absolutely a bar to the establishment of such an industry. Owing to the great expense of drying machinery, no factory could be started without a guaranteed supply of a million lbs. of tobacco, and without a re-handling factory to take his tobacco, it would not be safe for a farmer to grow tobacco either in Ireland or America. The present growers, who had steam plant, were able to dry their tobacco, but at a very high cost, which, of course, the shilling refund of duty enabled them to do at a profit; but they had other difficulties to meet, one of which was the establishment on the market of a new tobacco. During the period of probation a new tobacco could only find a sale at a price below its real value.

Ireland alone imported 13 million lbs. of manufactured tobacco every year. That represented the crop of 13,000 acres, and wages of 500,000 odd. He claimed preferential treatment for Ireland in this matter on two grounds—first, that reparation was due to Ireland for the destruction of her industries by the British Parliament, contrary to the provisions of the Act of Union; and, secondly, because, even according to J. S. Mill, the apostle of Free Trade, "In the case of new industries protective duties are defensible." It was said that preference to Irish tobacco would mean a loss to the Revenue. But he believed that the establishment of the industry would bring prosperity and

increase the population, who would contribute more to the general taxation.

Col. Sharman Crawford seconded the motion.

Mr. Cogan hoped the agitation would be kept up until justice was done to the Irish tobacco grower.

The Chairman said that after this year anyone would be at liberty to grow tobacco in Ireland. The change that had been made with respect to the duty required some explanation. Certain gentlemen were allowed by the Treasury, through the Department, to make experiments to prove whether tobacco could be grown in Ireland at a profit or not. A rebate was given to them, as stated by Col. Everard. But Mr. Lloyd George, the present Chancellor of the Exchequer, did not like the rebate in theory, being a strong Free Trader. After discussion with him (the Chairman) Mr. Lloyd George agreed to give the same sum as the amount of the rebate to the Department as an educational grant for tobacco. He had no doubt that resolution would be carried, but the Department, having entered into that arrangement with the Chancellor of the Exchequer, could not be called upon to advocate the proposal to take off the duty.

Mr. T. P. Gill asked whether it was proposed that the remission of the duty should apply only to Ireland?

Col. Everard said the Act referred only to Ireland. The duty on Irish-grown tobacco would be 2s. 10d. per lb., and that would be crushing and should not be tolerated.

In reply to other questions, Col. Everard said that was the general duty. Anyone would be able to grow tobacco next year on taking out a 5s. licence, but he would have to pay that duty, and it would cripple any effort to establish an industry.

Mr. G. F. Trench said it was not a new duty imposed, but the maintenance of the old duty.

Mr. Stephen Brown said he understood that the remission of the duty was claimed only on tobacco actually grown in Ireland. If the industry was not a success, the Treasury would lose very little. If it was a success there would be advantages in the increase of population and industry, from which the Treasury would benefit in other ways. And they were surely entitled to this small remission as a set-off to over-taxation.

Mr. M'Cann was afraid of dangerous experiments in taxation, even though the object was the excellent one of encouraging Irish industries.

The resolution was then carried unanimously.

IRISH TOBACCO GROWERS' PROTEST.—"As experimental growers of tobacco in Ireland for the past five years we have found that tobacco is one of the safest and most certain crops to grow in this country." So says the Tobacco Growers' Association in a preface to a statement just issued regarding this industry. The amount of employment it gives, we are informed, is far in excess of that afforded by any other crop. Good farming is necessary, and no crop repays the farmer more for the exercise of skill and care, and "for this reason tobacco-growing should provide an elevating and diversifying influence upon our system of agriculture." The Association, in view of the fact that other countries have been granted a monopoly of tobacco-growing for almost a century, and owing to the handicap which its country's system of tobacco taxation imposes upon the industry in its infancy, and the natural difficulties in adapting a new crop to new conditions, protests against "the imposition of the prohibitive duty which has been placed upon Irish tobacco, thereby rendering impossible the establishment of an important industry in Ireland and frustrating the intentions of the Irish Tobacco Act of 1907."

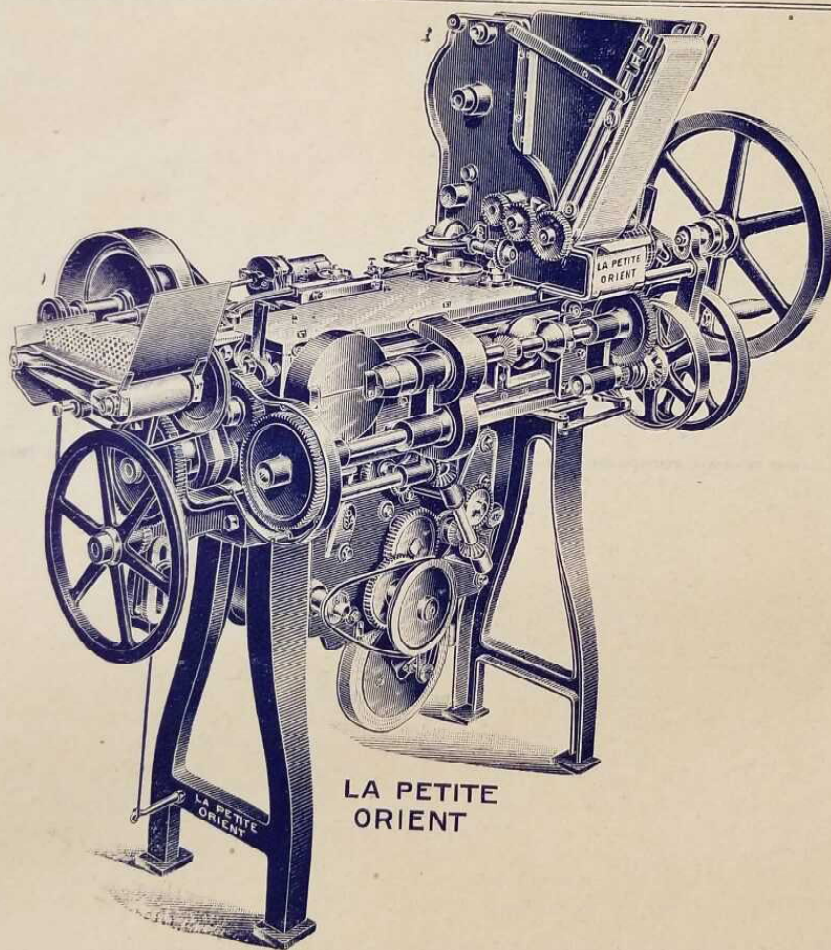
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CAPACITY: 30 to 40 Cigarettes per minute. Round or Oval Cigarettes can be made in different sizes.

FEEDING: The tobacco is not broken in passing through the feeding box, but retains its length during the whole process of manufacture.

PRINTING: Will print in bronze and ordinary ink at one operation, or in two colours, or in bronze only.

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Further particulars can be had on application.

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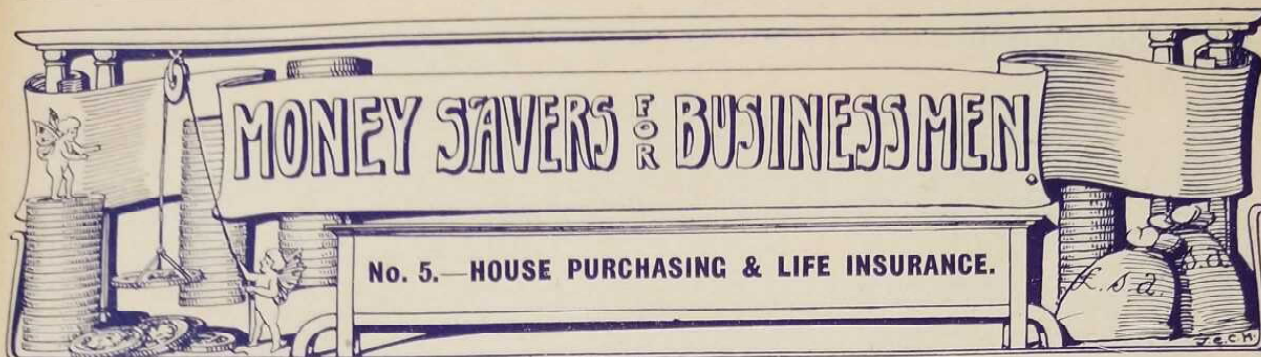
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HERE is no department in insurance in which there are so many traps for the unwary as that known as "House Purchase Policy."

There have been continual exposures of the methods of some of the companies in the daily Press, nevertheless they continue to do a flourishing business by means of the plausible representations of highly paid agents.

The principle adopted by most of these societies is to require the payment of subscriptions for a given number of years, after which an advance is supposed to be granted upon suitable house property up to a certain amount.

It often turns out, however, that when the time comes the society has not the necessary funds, and therefore carefully instructs its surveyor to make a low valuation, with the result that the advance offered is generally totally inadequate, and the borrower, should he have paid a deposit, may suffer a considerable loss. Legislation is being demanded on this question, and of a surety it is urgently needed.

There are, however, one or two companies of unexceptional standing, who may be relied upon to carry out liberally the terms of their prospectus, and I am in this article about to contrast this method of purchasing a house with the system adopted by building societies.

In the case of a building society under the present revised rates a house may be purchased by monthly instalments extending over a period from 15 to 25 years, the rate of interest charged being usually as little as 4 per cent.

Let us take the case of a man who wishes to purchase a freehold house rented at £40 for the sum of £600. Of course, whether he borrows from a building society or from a life insurance company, he must be prepared to find £200 out of the purchase money, leaving £400 to be borrowed, and in the case of a building society he would also have to pay, on purchasing a house of that value, survey fees and legal expenses, a sum of probably £20 to £25 more.

In the case of a building society, to borrow £400 would cost £38 12s. per annum for 15 years, but should the borrower die within the 15 years, his representatives would be left liable for the balance remaining unpaid. It is easy to see that this might entail serious consequences, for a man's widow might not be able to continue the payments, and thus might eventually lose either the whole or a considerable amount of the money paid in.

Now the company to which I am referring would charge £40 14s. per annum for 15 years in the case of a man of 30, or roughly speaking, £2 a year more than the building society, and should the borrower die any time after the contract had been entered into, the property would pass to his representatives free of all debt. It will be seen by this that it is well worth while to pay such a small amount extra to secure such an advantage as this.

If the borrower were willing to have the loan for 20 years instead of 15 years, the amount payable to the company would only be £34 10s. 8d. per annum, and the same advantage could be obtained.

Taking the payments at £2 per annum more than in the case of a building society, it will be seen that in 15 years the

extra sum of £30 would be paid, but in return for this, as I have before explained, the property would be handed over free to the borrower's representatives should he die any time after entering into the contract.

The best way to look at the matter is perhaps to consider what the cost would be in the cheapest reliable insurance company for a life insurance of £400, payable only in the event of death within 15 years, this I find is £1 4s. per cent., or £4 16s. for £400.

If, therefore, the borrower wished to cover himself for £400 in the event of his dying within 15 years, this would cost him in all £72, whereas the extra cost payable under the system I am describing will only amount to £30.

In addition to this advantage, there is the fact that the borrower would save £20 on expenses and survey and legal costs, so that the total gained would be £62, a very substantial sum, considering the fact that the total sum borrowed is only £400.

For many years these schemes made little progress, because the borrower was not entitled to an advance until he had paid five years' premiums, but now he can obtain the advance at once.

Let us now consider the results as compared with those shown by a building society. If we suppose that the borrower dies within the five years, in the case of a building society he will have paid £193, and before the property is free of debt instalments will have to be paid for another ten years, which would amount in all to £366.

In the case of an insurance company he would have paid £203 16s., and the house would go to his representatives free from debt, the gain would therefore be £356, without taking into account the saving of expenses before referred to.

If the borrower died after ten years' payments he would have paid to the building society £386 and there would still be £193 due; and in the case of an insurance company he would have paid £407 and there would be nothing due, showing a saving of £172.

In the case of a man of 40, the payments to the insurance company would be £41 18s., instead of £40 14s. per annum, a very trifling increase when the extra risk is taken into account, and in the case of a man of 50 the cost would be £45 per annum.

If the public were sufficiently acquainted with these facts, and realised that the figures quoted covered every expense connected with the loan, it would unquestionably be an evil day for building societies.

I have written this article now because there never was a time when investors had so many chances of acquiring house property at a very low rate, and I would advise all my readers to take advantage of these opportunities because it is certain that they cannot last long.

I cannot answer any questions in the columns of this Journal, but if a stamped addressed envelope is enclosed I shall be pleased to give any reader the name of the company which makes a speciality of this class of business, and will also give any advice they may require free of charge.

Letters should be addressed:—"Finance," c/o *The Cigarette World and Tobacco News*, 32, Broadway, Wimbledon, S.W.

TOBACCO PROGRESS IN RHODESIA.

THE notification of a large issue of preference shares in the United Tobacco Companies, Limited, attracted attention to the prospects of planting in Rhodesia far beyond the circle of those who apply for the shares now offered. Of the attractions of the security as an investment we do not propose to say anything here. The company was started and has been carried on under such auspices as make it unnecessary to inquire as to the *bona-fide* nature of the enterprise, or to pretend to have any doubts as to its success. But the chief interest of the present announcement consists in the fact that it makes the initiation of a bold and strenuous endeavour to organise on a regular and uniform basis the industry of tobacco-growing in Rhodesia. Since the company was registered in 1904 it has started two subsidiary companies—neither of which, by the bye, figure in the Stock Exchange handbooks—for Cape Colony and the Transvaal respectively; and each of these is working factories which, with the plant, materials, and other property owned by them and the parent company, are now worth some £350,000. The company has powers to extend its business—of manufacturing and dealing in tobacco—into Rhodesia; and it is here that, acting in concert with the Chartered Company, it is clearly destined to find the largest scope for encouraging works of development and profitable cultivation, with a view to providing itself with raw materials for its manufactures. It has now been shown by the most irrefutable proofs that there are large tracts of land in various parts of the colony suitable for growing the high-class tobaccos for which there is such an increasing demand, not only in South Africa, but all over the world. The extent of such suitable land has not yet been even approximately defined. But if we include only the districts whose capabilities have been well tested they contain a much larger acreage than can be taken in hand by any number of settlers to be expected to arrive for a long time to come. In the meantime, it becomes more and more difficult to explain why there is not a sort of rush of agriculturists from this country to one which offers such boundless opportunities for bettering their position. For there the path of the tiller of the soil, instead of being beset by artificial pitfalls and obstacles of almost every conceivable kind, is rendered more easy than nature has made it by liberal terms offered by the Government, by timely assistance rendered in the shape of advice, and by a disposition on all hands to co-operate with a view to advancing the prosperity of each trade and occupation, and the general welfare of the inhabitants, both rich and poor. The hesitation of the English farmer to leave a holding in his own country which so ill remunerates him for his toil is based, of course, chiefly on old-standing prejudices which still impel him to magnify the dangers and discomforts of a life in any distant country, especially if it should lie on the other side of the Equator. He also finds it difficult to imagine himself in the role of a tobacco planter, which generally suggests to his mind the idea of a Spanish-speaking person clad in a fanciful costume, and exercising a despotic control over gangs of half-naked slaves. Considering that until now no British colony has succeeded in growing tobacco to command a decent price in the market, the belief that we now really have a dependency capable of achieving this feat is perhaps rather difficult to realise. But the difficulty will vanish very rapidly as the relations and friends of our stay-at-home rustics begin to come back with full pockets from a few years' sojourn on a tobacco plantation in Rhodesia. The cultivation of the leaf, up to the time when it is taken over by the agents of the tobacco companies, involves no such great mysteries as are generally supposed to be inherent in it. The settler will be sure of the most intelligent advice from the Chartered Company, both in selecting his land for culture of the particular sort of plant he wishes to grow, and in learning what he must of course know before embarking on his new

venture. The natives, as a rule, are more willing to work on the land than in the mines; and they can be employed at lower wages than those which are exacted by the labourers in the other countries where tobacco is now grown.—*Daily Report.*

SMOKING AND BUSINESS.

YES, smoking and business! We have achieved the combination, though our fathers would have considered it impossible, and would have rejoiced in the thought that it was so. Where men do business with men, the cigar, the cigarette, and even the pipe—which last, for some unknown reason, ranks lowest in the estimation of many—have intruded themselves; and, as far as we know, there is no evidence that the world of commerce is any the worse for their presence.

True, the Committee of the London Stock Exchange has protested against the violation of the rule which forbids smoking during the hours of official business, and has threatened to stop smoking altogether if the rule be not complied with; but the very fact of such a threat being necessary is clear proof that a considerable number of members are in favour of smoking, doubtless on the ground that it facilitates business rather than impedes it.

No one is the least surprised nowadays if he goes into the office of the head of a firm and finds the occupant smoking a cigar. Nor is he usually deeply offended if he be asked to join in the manufacture of fragrant smoke. Even barristers and solicitors frequently smoke in their chambers and offices, and seem to find that the practice helps them in the unravelling of knotty legal points and the general discussion of the business of clients.

It is all very natural, and it has come upon us so gradually that we hardly know exactly where the practice began. Perhaps it was the newspaper men who started it, for certainly the privilege has been theirs for a long time. You could no more stop a journalist from smoking at his work than you could stop him from breathing.

The curious thing about it is that at one time, far away back beyond the memory of even the oldest of us, the pipe was permitted in many places from which it is barred to-day. There was a time when the simple villager took his pipe to church with him, and lit up during the sermon, which in those days was of far greater length than anything which is considered necessary in the way of moral instruction to-day. That was certainly a custom which we can do very well without, and which would afflict us to-day with a sense of blasphemous disrespect. Needless to say that those who indulged in it did not take their religion very seriously.

But smoking in business hours is another matter. Naturally, it is prohibited, and will doubtless continue to be so, in shops and warehouses, not to mention petrol stores and powder magazines; but smoking where it is reasonably permissible tends to a certain brotherhood among men. Not only that, but tobacco tends to supplant alcohol as the pledge of fellowship.

Fortunately the bad old custom of drinking during business hours, the "wetting" of bargains, the ceaseless "Come and have a drink" as a preliminary to the discussion of commercial affairs, is rapidly dying out. That never helped business, but only retarded it, for the man who was perpetually standing treat or being stood treat soon found that his brain lost its activity, and that he was at a hopeless disadvantage with him who had the sense to keep out of temptation.

Surely it is far better that Lady Nicotine should assert her sway and should insist on alcohol taking its proper place—namely, at the table where meals are served. Of course, in time we may all become hygienic enough to give up smoking, but that day is certainly far distant.—*Weekly Dispatch.*

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GOLD AND

White Phosphorous Matches Prohibition Bill.

HOUSE OF COMMONS.

On the consideration of this Bill as amended in Standing Committee.

Lord Ronaldshay (Middlesex, Hornsey, Opp.) moved to omit Clause 1 for the purpose of obtaining more information upon the necessity for the Bill.

Mr. Hicks Beach seconded, and asked what had occurred since 1906, when the Government seemed unable to agree with the Convention, to induce them to bring in this Bill.

Mr. Gladstone (Leeds, W.) replied that the chief reason for the Bill was the desire absolutely to eliminate the danger from necrosis. It was true that few cases had occurred during the last few years, but he thought that immunity had been secured by continual watchfulness, and they could not say that they were safe from an outbreak. The question could not be dealt with by legislation just after the Berne Convention. At that time they hoped to be able to proceed entirely by fresh regulations, but difficulties were encountered, and it was evident that fresh rules could not be imposed without serious cost to the trade. Another point was that there were certain patent rights in existence, and they could not give an undue advantage to two or three manufacturers at the expense of the rest. The result of their communications with the manufacturers on this point was entirely satisfactory. Those who were interested in existing patents undertook to give to the other manufacturers the use of those patents at a nominal figure, and in regard to any future manufacture that might come into existence, they undertook to give the patent rights at very nearly a nominal price. The Board of Trade had ample power of control under the Bill to secure to any manufacturer free and proper use at a reasonable price of those patent rights. In the circumstances there was no possible danger arising from a combination of manufacturers.

Mr. Akers-Douglas (Kent, St. Augustine's) said that when he was at the Home Office the regulations that were issued had the effect of almost entirely suppressing this disease. There were five cases in 1904-5, and three of these were very mild; the other two cases were caused through the operatives not obeying the regulations. In 1906 there was no case, and he understood from the right hon. gentleman that there had been no recurrence of the disease. While there would be no disposition on the part of the Unionists to disagree with the policy of prohibition, he asked what were the terms under which the British manufacturers who did not belong to the "circle" could obtain patent rights, for he shared the alarm expressed that some trust might be formed disadvantageous to the interests of our home manufacturers.

The amendment was withdrawn.

The Earl of Ronaldshay moved an amendment in Clause 2 (Prohibition of Sale) providing that the prohibition for the sale of white phosphorous matches by any retail dealer should not come into operation until January 1st, 1912, instead of 1911. The object of the amendment, he said, was to enable retail dealers who had large stocks of these matches to have a little time to dispose of them. The clause, in his judgment, did not allow sufficient time to enable them to get rid of their stock. He had received a telegram from a grocer at Peterborough stating that he had a stock of these matches which he could not dispose of at the present rate of business under less than three years. The amendment would not impair the efficiency of the Bill.

Mr. Hicks Beach seconded.

Mr. Gladstone said that in consequence of representations made by the trade, an extension of time to 1911 was given in Committee, and now the Government were quite satisfied that the trade as a whole were entirely satisfied with the Bill as it stood.

The amendment was negatived and Bill read a third time.

MIS-SPELT WORD COMPETITION RESULT.

The mis-spelt word in our last issue was "suitable" in Messrs. Muratti's advertisement.

The prize, consisting of an order to the value of 20s. worth of goods upon that firm, has been awarded to Mr. H. J. Dean, of 2, Merton Road, High Street, Wandsworth, S.W., and as soon as the winner complies with the conditions laid down in our last issue we shall send in the necessary order.

The following 17 competitors have been awarded copies of this journal free for twelve months.

- Mr. W. E. Joyce, 21, Beverley St., Moss Side, Manchester.
- " S. Colley, 51, Clapham Park Road, S.W.
- " S. M. Clegg, Iron Bridge, Salop.
- " P. Whittaker, 35, Goldfinch Street, Preston.
- " A. E. Ashcroft, 27, Lauderdale Street, Preston.
- " G. A. Hodgson, 77, Mitcham Road, Tooting, S.W.
- " M. Heslop, Langley Lower Green, Newport, Essex.
- " C. Irwin Mitchell, Supply Stores, St. Agnes Scorrier, R.S.O., Cornwall.
- " Louis Penkethman, 5, Bertha Street, Longsight, Manchester.
- " J. C. Shrimpton, 52, Briscoe Road, Merton, S.W.
- " F. Bennett, 936, Stockport Road, Longsight, Manchester.
- " M. B. Lane, Monument Stores, Weybridge.
- " Tom McElroy, 3, Lower Mosley Street, Manchester.
- " S. Hours, 336, Garrett Lane, Earlsfield, S.W.
- " C. Wheeley, 1, Albion Place, Fort Crescent, Margate.
- " H. E. Lislewool, 498, Stockport Road, Longsight, Manchester.
- Mrs. Eva Smith, 13, The Terrace, Merton Road, Wandsworth, S.W.

A number of competitors have been disqualified because their letters arrived too late.

WOMEN SMOKERS MUST PAY DUTY.—A woman railway passenger who was asked to pay duty on a box of cigarettes at Feignies, on the Franco-Belgian frontier, pleaded in vain the regulation under which a passenger may carry a small quantity of tobacco for personal use. Even when she showed her nicotine-stained fingers the officials were obdurate, declaring that women were not yet recognised by the law as smokers.

MODERN COGERS. CLUB WHERE THE PREMIER PRACTISED ORATORY.—Fifty men sat round a quaint, oak-panelled room at the back of a public-house near Fleet Street on December 12th. Most of them were smoking long clay pipes. Before them, on round-topped tables, were mugs of ale and glasses of hot "toddy." One by one the men rose, and with great deference to the Chairman, who sat on an ancient chair below a naked gas jet and wielded an ebony hammer, expressed their views on the events of the week. The gathering was the survival of Cogers' Hall, an ancient debating club established more than 150 years ago, and to which Mr. Asquith made reference in his recent speech. Each Coger who addressed the meeting alluded with pride to the fact that the Premier remembered the old club. Some of them recalled the fact that 24 years ago Mr. Asquith had on more than one occasion visited that room, and, rising amid the smoke-wreaths, held forth upon some topic of the day. "He was practising his oratory then," said a grey-haired Coger, who had known the hall for 50 years. "You are free to air any view, so long as it is not treason," declared the Chairman, after the opener of the discussion had spoken for 50 minutes. A sharp rap of the hammer on the table made each orator sit down when he had been on his feet for half an hour.—*Daily Mail*.

PAPER CIGAR BOXES.

THERE seems to be no doubt of the fact, says a writer in the *Saturday Evening Post*, that before long all cigar boxes except those used for expensive brands of "woods" will be made of paper, owing simply to the fact that the available supply of cedar wood is becoming scarce. Already "stogies" and some of the very cheap cigars are making their appearance in boxes of paper-pulp, which, for the sake of realistic effect, are saturated either with cedar oil, or a "synthetic" chemical equivalent thereof.

A cigar box is a thing not merely to look pretty. It is meant to prevent evaporation, and thus to keep the cigars moist. This object is not accomplished so satisfactorily with a box of paper-pulp as with one of wood.

However, cigars nowadays are handled in bulk in such a way as to require comparatively little protection of this kind, every dealer, wholesale or retail, being provided with large humidors, in which his stock is kept.

An up-to-date humidor of this kind is a small room, which may or may not have walls of glass, through which the customer can enjoy an appetising view of the stacks of cigar boxes neatly arranged on shelves. The floor is of bricks of very porous material, and two or three times a week in winter it is saturated by throwing several pails of water upon it. Perhaps it will absorb five or ten gallons of water in this way, depending on the area of the bricked surface.

This water is gradually given off by evaporation, and keeps the air of the little room moist all winter long, so that the cigars remain in perfect condition. During the summer it is not necessary to supply any water, because the atmosphere is moist enough. Of course, these remarks apply only to the reserve stock of cigars. Those wanted for immediate sale at retail are transferred to the counters of the shop, which are themselves humidors on a smaller scale.

Such a counter, made for a cigar store, is a box whose top and sides are of glass, but whose bottom is of sheet metal with many perforations. Beneath the sheet of metal are sponges which, in the winter time, are kept saturated with water. To the casual eye of the customer the arrangement is invisible, being concealed from view by boxes of cigars; but it accomplishes its purpose very satisfactorily, so much so, indeed, that the ordinary smoker can better afford to buy his cigars a few at a time than by the box in the cold season, thus making sure that they will always be sufficiently moist and in first-rate condition.

BUSINESS MOVEMENTS.

MR. A. E. RIDGEON has bought the tobacconist's business lately carried on by Mr. A. Arnold, 9, Kingston Road, Wimbledon.

FRANK DAY has opened 200, High Street, Collier's Wood, Merton, as a first-class tobacconist.

MR. A. E. NICHOLSON has bought the tobacconist's business of Mr. Thomson, 514, Kingston Road, Raynes Park, Wimbledon.

MR. W. G. GREEN has bought the tobacco and hair-dresser's business of Mr. Stannard, 190, Garrett Lane, Wandsworth, S.W.

MR. E. BEETTNER has purchased the first-class tobacconist business lately carried on by Messrs. Miller and Co. at Eagle Cigar Stores, 192, Acre Lane, Brixton.

MR. E. CLARKE has opened premises at 129, Railton Road, Brixton.

WAS HE A LUNATIC?—An amazing wager was made by a Rhondda collier named Palmer at a local hotel on December 16th. He undertook to swallow a cigar and a short clay pipe, and to the astonishment of those present he succeeded in swallowing half the cigar. He then commenced to chew the bowl of the pipe, and attempted to swallow it. It, however, stuck in his throat, and he was soon unconscious. A doctor got the bowl from the man's throat, and had him carried home on a stretcher.

WHAT FRENCHMEN SMOKE.—The official statistics of the Department of Finance concerning the consumption of tobacco in France last year are issued. In all, little short of 40,000 tons of tobacco were sold by the State. Of this, 2,400 tons were cigars, 2,800 represented cigarettes, 28,700 consisted of loose tobacco, and 4,900 tons were sold as snuff. Comparative figures seem to show that the pipe is regaining the favour it once enjoyed when all Napoleon's *grogards* smoked a cherry with a curly stem. It is estimated that each adult male in France smokes 30 oz. of tobacco, and contributes within a penny of 10s. to the State revenue in so doing. The State profit is large, for the customer spends only 10s. 10d. to bring in this amount. In 1907 the revenue from tobacco was almost £15,500,000. This is over a third of a million more than the revenue of 1906, and twelve times more than the revenue from tobacco in the year of Waterloo. Few can say how much greater it is than the revenue produced in 1621, when Richelieu put a tax on the new luxury.

"GRANNY'S" HEART'S DESIRE. OLD SUSSEX WORKHOUSE INMATE ALLOWED TOBACCO INSTEAD OF TEA.—The heart's desire of the old lady of 85, "Granny" Shepherd, who is an inmate of Cuckfield Workhouse, has been satisfied. The Local Government Board has made a special dispensation by which she is allowed to have tobacco instead of the ordinary tea ration. She has smoked from girlhood, and declares that it is only her pipe which makes life worth living. Daily she takes her constitutional in the extensive grounds of the Workhouse for the purpose of having her pipe. She prefers to go unaccompanied so that she can enjoy it the more. The old lady is as brown as a berry, and, said the Workhouse-master, "as tough as nails." The master added that he had no healthier inmate in the house, and he should not be surprised if she lived to be a hundred. The other women inmates regard "granny" with some misgiving, but the old lady says she does not care what they think, and it matters not to her what they say, because she is deaf. Having led an active life outside the house, she refuses to sit idle now, and the Brabazon Committee have no more zealous worker than "Granny" Shepherd, whose chief delight, apart from smoking, is making cabbage nets.

THE FIRST QUARREL.

"The habit of smoking is vulgar, you know, Only fit for those people whose instincts are low," Insisted his wife, as she sat by his side; To which opposition he calmly replied: "You surely call Milton a high-minded man; Not so, my dear wife? His life didn't pan Out a failure, you know; well now, insist If all smokers are low, he's down on your list. Carlyle, you'll admit, was a genius, nicht wahr? (Excuse me a jif while I light my cigar.) He smoked like a chimney, Clarissa, my dear, While Lamb smoked each month more than I smoked last year.

Old Newton at church, with his conscience quite clear, Fumed with tobacco the pews in the rear. Your Dickens smoked too, while Thackeray's clothes Were soaked with tobacco fumes thro' to his hose. In short, dear Clarissa, my list would contain The name of each genius from Raleigh to Twain." Then smiling, she answered with logic elate, "You promise to swear off until you are great?"

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CANADIAN-GROWN TOBACCO.



ANADA'S share in the production of the Empire's tobacco is not, perhaps, so widely known as in the case of some of the younger branches of the Empire, which have courted a greater extent of publicity than their elder sister. Moreover, the larger part of Canadian-

grown tobacco has been used for consumption in the Dominion itself. Export outlets have not been sought for to any extent, but at the recent Montreal convention of the Canadian Manufacturers' Association, the President, in his opening address, pointed out the possibilities which were in store for Canadian-grown tobacco, and indicated that it would be necessary to look for outlets in other countries in the near future. There can be no doubt that the cultivators of tobacco in Canada are in a sense—if not actually so—on the threshold of an era of expansion, more particularly as there is now a real regulation of the crop, as well as a greater amount of knowledge of how to grow and handle the leaf.

The tobacco-growing Provinces of the Dominion are Quebec, Ontario, and more recently British Columbia. As regards the first named, it is anticipated on very good authority that from 4,000,000 lbs. to 4,500,000 lbs. of tobacco will be the product of the Quebec crop in 1908. Hitherto little in the way of higher-grade tobacco had been attempted to be grown in this Province, but this year, according to Mr. Charlan, the tobacco expert of the Dominion Government, a large portion of the plantations in Comstock, Spanish, and Havana seed leaf was made at closer distances than previously. The reason of this is to produce lighter tobacco, of finer tissue, in view of the market which is now being created for tobacco that can be used as cigar binders. As regards the quantities produced in Quebec Province in recent years, we learn from a statement published by the Department of Agriculture at Washington, U.S.A., that these were 5,000,000 lbs. in the years 1902, 1903, and 1904, 3,100,000 lbs. in 1905, and 3,750,000 lbs. in 1906. It will thus be seen that the figures for the present year are reverting to nearer those of 1902 and the two subsequent years.

Ontario Province has two counties, Essex and Kent, which are largely devoted to tobacco growing. For a number of years the quantity grown in these counties rose by leaps and bounds, until the bugbear of over-production set in to such an extent that prices went down to next to nothing, causing growers to lay out their holdings in tomatoes, beets, or some other more profitable crop. Last year the tobacco in the Leamington district of Essex was of rather indifferent quality, and only brought from 4 to 7 cents per lb., the price which ruled in all parts of Essex and Kent. In these counties little or no tobacco plants were to be seen in the fields this year, and Mr. Charlan places the probable yield for Ontario at something like 1,000,000 lbs. This is a big drop from the figures given from Washington in the statement referred to above, for the five years 1902 to 1906. These ranged from 2,423,000 lbs. in 1904 to the huge total of 7,575,000 lbs. in 1906, but that the cutting down is a healthy precaution goes without saying. Burley has always been the favourite tobacco with Ontario growers, but this year a number of growers have again taken up the culture of dark smoking tobacco. A determined attempt is also likely to be made to overcome the objections to Canadian-grown tobacco for use in the manufacture of cigars, and steps to this end will undoubtedly receive the attention of growers and their expert advisers, in this and succeeding years. This year's crop consists chiefly of the seed leafs Big Ohio (Walkerville), Havana seed leaf,

Comstock Spanish and Zimmer Spanish. The Ontario growers are men of intelligence, and with the added light which is now being thrown upon the subject of tobacco culture, they will be certain to give a good account of themselves in coming years.

As in so many other things, however, it is from the West that much of the ultimate development of the tobacco industry of Canada may be expected. The cultivation of the tobacco leaf in the Province of British Columbia is still in its infancy, but the infant gives promise of growing to robust and vigorous manhood. This year there are from 50 to 60 acres under cultivation in the Kelowna Valley, and in other portions of the Okanagan Valley the plants are looking well. Climate and soil in these districts are both entirely suitable for the growth of high-grade tobaccos, suitable for cigar fillers. One of the main difficulties which growers have had to face during the short time they have been cultivating the leaf is that of curing and handling after harvesting, but this drawback has now been overcome by the Havana Cigar Syndicate of Winnipeg, a concern which recently established itself at Kelowna. This syndicate is prepared to undertake all the work of curing and sweating the leaf, in sheds which they are to erect in Kelowna. In fact, they are already manufacturing cigars there from leaf grown in the valley, with entirely satisfactory results. They further are ready to purchase all the leaf that farmers care to grow, at a figure of price which will leave a satisfactory margin of profit to the grower. The head of the syndicate estimates that an acre of tobacco should bring in a gross minimum return of \$200 (£41 13s. 4d.) per acre, and as the total expense should not exceed \$40 (£8 6s. 8d.) per acre, a net profit of \$160 (£33 6s. 8d.) per acre should be left, which is a very handsome return.

According to the opinion of Mr. Charlan, the quality of the tobacco grown at Kelowna is such that it may, up to a certain extent, be compared to second-class Havana. We thus see that the greater part of the elements necessary in the cigar manufacturing industry are available in Canada, namely, fillers in British Columbia, and binders in Quebec (Comstock and Havana seed leaf). It must not be overlooked, too, that in the very near future Ontario is likely to enter the field as a producer of leaf suitable for cigars, and the result of the experiments in this direction will be awaited with interested curiosity. Of course, in all cases, the wrappers used are leaf from Sumatra or Java, but it is the unprejudiced opinion of Mr. Charlan that in the development of the British Columbia portion of the industry the question of proper tobacco for cigar fillers will be solved. People who have smoked cigars made entirely of British Columbia leaf—and the writer is one of these—find the results highly satisfactory.

It is not alone in British Columbia that the cultivation of tobacco is being practised. Alberta also is doing something in the same direction, and at Nanton, near Lethbridge, tobacco is being successfully cultivated, while at Lethbridge itself an expert from the United States was recently prospecting with a view to opening up the industry at that centre. Here, too, the climate is suitable, and also the soil, so that it will not be surprising if this fertile Province by-and-by is added to the list of tobacco producers in Canada.

The great need of the tobacco industry throughout the whole of the Dominion is more up-to-date and scientific methods of cultivating, curing, and handling the leaf. There is no doubt this will be forthcoming now Mr. Charlan is working with an augmented staff.—*The Standard.*

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"The Economist" on Tobacco Trade Combinations.



THE following admirable article appeared in our contemporary, *The Economist*, on December 5th, 1908—

As a consequence of the extraordinarily high figure to which the price of their raw material has been carried, manufacturers of tobacco in this country are passing through a crisis the like of which has in all probability never before been experienced. Prices have risen above what may be described as the normal level of recent years by from 50 to 130 per cent., according to the quality of grade of the leaf, and unhappily for the independent manufacturers, the greatest proportionate advance has been in the grades most suitable for the production of the commoner qualities of manufactured tobacco. Although widely divergent views are taken of the causes which have led to the present high level of prices of leaf, an unbiassed consideration of the recent history of the industry would indicate that they are due directly to the machinations of the growers in the United States, but that these growers before entering upon their campaign of combination and crop pooling had received considerable provocation. The trouble undoubtedly began with the formation of the American Tobacco Company, familiarly spoken of as "The Trust," and was considerably aggravated when the principal British manufacturers also combined under the pressure of the invasion by the American Tobacco Company, which openly expressed its intention of capturing the tobacco trade of Great Britain. The purchase of the business of Ogden's, Limited, of Liverpool, by Mr. Duke, or those acting for him, the short and sharp conflict which ensued, resulting in the formation of the Imperial Tobacco Company of Great Britain and Ireland, and the subsequent agreement between the combatants, is all too recent history, and made too much stir at the time to have been forgotten. It may not be so widely known, however, that since the signing of the famous treaty by which the business of Ogden's, Limited, was ostensibly restored to British hands, the two great combines—British and American—have been working together in the utmost amity, and have further extended their agreement, so that while Britain is left to the British and America to the Americans, the rest of the world has been parcelled out between them. The aggravation of the already unsatisfactory position of the tobacco growers in America was one of the natural consequences of this elimination of competition, which extended not only to the selling of the manufactured article, but also to the buying of the raw material. So long as the growers had two great corporations actively competing against each other, as they had during the "tobacco war," they were assured of a moderate price for their leaf. But with the cessation of hostilities in Great Britain, and the entering into a world-wide compact, the competition in the purchase of raw material came to an end, and arrangements were made for the same set of buying agents acting for both concerns. With only one or two outside buyers of any consequence, the plight of the growers became worse as prices were ruthlessly depressed, until, according to their own statement, it reached a level which no longer yielded an adequate margin of profit. It was then that the agitation for the combination of the growers to fight the trusts began to make headway, and it grew so rapidly as to surprise not only the trusts but the growers themselves. Intoxicated by their unwonted success, or driven desperate by the exigencies of the situation, a section of the combined planters tried to hasten matters still further by taking the law into their own hands. Bands of masked men who have become notorious under the title of "night riders," scoured the country under the cloak of darkness, burning the warehouses of those growers or merchants who persisted in selling to the agents of the trusts instead of falling into line with the growers' associations and pooling their leaf. Even life and limb were not safe from the violence of those lawless upholders of the righteousness of meeting combination by combination, and of opposing what they regarded as immoral conspiracy with physical force. Such has been the progress made by the growers' associations, and particularly the American Society of Equity, in Kentucky, that it is safe to say that the movement has gone beyond

anything dreamt of by those responsible for its inception. The main idea of the movement was to pool the crop of the many comparatively small growers, put it into a central warehouse, and keep it there until the trusts or other prospective users agreed to pay the price demanded by those in executive command of the growers' organisation. Meanwhile an advance was to be obtained from the warehoused leaf and paid to the growers as a first instalment of the price, anything obtained beyond the amount of that advance being, of course, subsequently divided among the growers of the association *pro rata*. To this was added the principle of restricting the area planted, and consequently the weight of the crop, with the view of still further hoisting prices by curtailing supplies. Obviously the success of both proposals depended to a large extent upon the unanimity of the growers. Aided by one or two comparatively small crops, prices rose rapidly, although the trusts naturally did not show any undue anxiety to take over the pooled crops at the associations' figures. The high level of prices, however, encouraged a good many growers to refrain from joining the associations, and to take the opportunity of securing a good profit by selling their leaf on the open market. They also have increased as far as possible the area under tobacco cultivation. This opportunism it was which goaded the night riders into the wholesale burning of warehouses, the destruction of beds of young plants, and the maiming and even murdering of recalcitrant growers and buyers. In 1907 the Henderson Union, Webster, Hopkins, and Crittenden Counties of Kentucky were faced by conditions which in the words of those on the spot threatened to produce "a perfect hell of discord," chiefly owing to the fact that the warehouses of the growers' associations were well-nigh full to bursting with leaf for which they could not find a purchaser at the prices demanded. It was at this apparently most untimely juncture that the British combine came forward and relieved the Society of Equity of their entire 1907 crop at a price only previously paid in time of war. To say that tobacco manufacturers were aghast and the associated growers jubilant is to state the truth mildly. It stiffened the backs of the combined growers to an almost incalculable extent, and gave to the movement just that stamp of recognition which it had previously lacked. It then became not a question of small isolated growers combining for mutual protection against a great monopoly, but of two monopolies dealing with each other on more or less even terms. Such is the position now, and therein lies the great danger to the independent manufacturers of tobacco in Great Britain and elsewhere, who, as already stated, are unable to obtain, in Britain, at least, a price for their manufactured article which will yield them a margin of profit on their manufacturing operations at the present level of raw materials. They are unable without the co-operation of the British combine to raise the price to the retailer, who, in turn, pleads that it is impossible to shift the increased cost of production on to the shoulders of the consumer without the support and active co-operation of the manufacturers, particularly the British combine. The only hope for the independent manufacturers seems to lie in a fall in the price of leaf, which does not appear to be one of the probabilities of the near future unless the crop could be very largely increased. It is possible that the high prices now ruling may encourage the planting of tobacco in Virginia, Kentucky, and the Carolinas in preference to cotton, despite the self-denying ordinance of the growers' associations, the effect of which would be all the more telling, as this year's crop is stated to be above the average. A demand has also arisen for the cultivation of tobacco in various parts of the British Empire, with the view of rendering the manufacturers less dependent upon America; but this is a remedy which will take time, particularly if progress in the past is any criterion of what will be done in the future. For many months a suit has been proceeding in the United States law courts for the dissolution of the American Tobacco Company, on the ground that it is an illegal combination in restraint of trade, and a decision has recently been given in the Circuit Court of Appeals, by which three out of four judges agree in holding that it is an unlawful combination.

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CIGARETTE MAKING MACHINE The Baron Cigarette Machine Co. Ltd., London.	SWEET GRAPES B. Morris & Sons, Ltd., London.	
CIGARETTE PAPER The French Cigarette Paper Co., London.	TOBACCOS & CIGARETTES Godfrey Phillips Limited, London.	
DONORE CASTLE <i>Cigarettes.</i> T. P. & R. Goodbody, Dublin.	TURKISH CIGARETTES Teofani & Co. Ltd., London. <i>Highest Award at Paris Exhibition, 1900.</i>	
FRONT BENCH <i>Cigarettes.</i> Murray, Sons & Co. Ltd., Belfast.	WALKING STICKS Henry Howell & Co. Ltd., London.	
GENERAL SUPPLIES The Tobacconists' Supply Syndicate.	JOHN HIGGINS & CO., Walking Sticks, Cigar and Cigarette Cabinets, 10, LONG LANE, E.C.	
HIGH-CLASS CIGARETTES E. Muratti, Sons & Co. Ltd., Whitworth St., Manchester.		
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108, MILE END ROAD,
(Opposite Pavilion Music Hall)
LONDON, E.
Tel. No. 3557.
East.

OF WHOM AND WHAT TO ORDER.

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The Tobacconists' Supply Syndicate.

—THREE— IMPORTANT FACTORS

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ARE—Havana, Mexican, and Manilla Cigar Importers.
ARE—Distributing Agents for every Known Brand.

UNIQUE in their TRADING and PIONEERS of the

MIXED PARCEL SYSTEM.

EVERY TOBACCONIST will be REPAID for the slight TROUBLE
- - - of WRITING a POST CARD for one of OUR - - -

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A COMPARISON of the PRICES QUOTED shows a distinct SAVING.

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OVERBUYING and NO BAD STOCK.

THE TOBACCONISTS' SUPPLY SYNDICATE.

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FOR 1909.

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Packed in flat cartons of 10 packets.

Free Fountain Pen Coupon in every packet.

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Packed in 1 oz., 2 oz.

Packets, and ½ lb.

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Order your Stock now.

It will be our endeavour to make "PORT LIGHT" brands the success of 1909, and we trust to the wide-awake Retailer to co-operate with us by stocking these lines in time to satisfy all demands. We are going to boom "PORT LIGHT" strongly, and our advertising campaign will shortly begin.

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