



The Cigarette World



A Journal for the Retailer.

EDITED BY ARTHUR BARRON.

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LETTERS AND PARCELS:—The Editor, "Cigarette World," Barnes, S.W.

The
"Cigarette World's"

MAP

will
be found
on the last
page but
one of this
Number.



Vol. II. No. 12.

LONDON, JULY 15th, 1897.

ONE PENNY MONTHLY.
Ann. Sub. 1/6, Post Free.

COHEN, WEENEN & Co's



1D
PER
BOX of
FIVE

FULL
SIZE

GUARANTEED PURE
VIRGINIA

CIGARETTES



3d.
PACKETS OF
10

6d.
TINS OF
20



UNSOLICITED
TESTIMONIAL.

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



Proprietors—
ADKIN
AND
SONS,

LONDON.
Established 1795.



UNSOLICITED
TESTIMONIAL.

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

W. H. LOWRY & CO.,

Cigar & Cigarette Merchants & Importers,

3, BURY COURT, ST. MARY AXE, LONDON, E.C.

SOLE AGENTS FOR

Tr. A. Thalassino's

EGYPTIAN CIGARETTES.

6d. PACKETS OF 10

High Class Goods at Moderate Prices, showing Good Profit.

PHILLIPS

SWEET

QUINER

GOLD

5 **CIGARETTES** 10

Guaranteed Pure Virginia.
Sweet, Cool, and Fragrant.

SEND FOR PRICE-LIST
(WHOLESALE ONLY) TO
THE ORIGINAL MAKERS OF LOS BRILLIANTES AND CIGARETTES IN ENGLAND.

R. P. GLOAG & CO.,

WALWORTH,
LONDON, S.E.
ESTABLISHED 1851.



On a clear night, count every star in the heavens.
Do this for 37 clear nights and you have counted
the number of

Challenge Flat Brilliantes

that have been sold.

THE COOLEST SMOKE ON EARTH.



MARCUS'S

NEW LINE —

The Finest

3^{D.} Enamelled
TIN

Yet Introduced.

The Handsomest

LINE on

3^{D.}

the Market.

SEND FOR PRICE LIST TO SOLE AGENTS.



FACTORY:

CAIRO,
EGYPT.

BEST
EGYPTIAN
CIGARETTES

MELBOURNE
HART & CO.,

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

NOW READY.

SINGLETON AND COLE'S

New Price List

(UP TO DATE)

CONTAINS A COMPLETE LIST OF
ALL MANUFACTURERS' PRICES.

176 pages.
200 illustrations.

SPECIAL DISCOUNTS

INVALUABLE AS A REFERENCE TO TOBACCONISTS.

Copy sent Post Free on application.

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

JULY, 1897.



FOUR GOOD THINGS.

Snowdrop.

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

4/0

Crocus.

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

4/0

Roundhead.

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

4/8

Dreadnought.

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

4/8



THE "Event of the month" is the — as the genial "Dagonet," who is nothing if not original, hath it, in the — number of the *Referee*. The Nation's heart has gone out to VICTORIA THE GOOD, Heaven bless her, for her noble qualities—would that we all possessed them! For she's a jolly — ahem, and so say all of us—(This is *not* a missing word competition).

* * *

TRADILY—the following are the events of the month:—

The honour bestowed upon Sir John Archibald Willox, M.P., chairman of Messrs. Cope Bros. & Co., Ltd.

The disagreement of the jury in the sensational trial in New York of the millionaires composing the "Cigarette Trust."

The retirement of Mr. Peter B. Harris from the Presidency of the London and District Tobacconists' Association.

The resignation of Mr. George Watts of his Chairmanship of The Liverpool Tobacconists' Association and the Presidency of The Federation.

The proposed selling of Tobacco on Trams, Omnibuses and Carriages as introduced into a clause of the Finance Bill.

Awarded Gold Medal, London, 1897.



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

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

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

IMPORTERS
OF
CONTINENTAL
CIGARS.



SAMPLES
SENT ON
APPLICATION.

(HIGH CROSS OIGAR MANUFACTORY.)

Swain and van den Arend
LEICESTER.

TELEGRAMS—"CIGAR, LEICESTER."

NAT. TELEPHONE, 668.

MANUFACTURERS OF
BRITISH CIGARS.

REFERRING to the subject of inexperienced persons entering the retail trade, a manufacturer recently expressed his views as follows:—

“Generally speaking, tobacconists have not sufficient experience in the trade to understand how tobaccos ought to be kept, and in consequence of not studying the matter they do not succeed in their business. So many begin with the absurd idea that anyone, no matter how ignorant of the trade, can run a tobacco shop. That was never true, and is less true now than ever. It is chiefly in the small country places that people are selling tobacco without knowing anything of its quality or condition. They ought not to be encouraged to dabble in the trade.’ Such is the opinion of a practical man, and it is surely deserving of attention. Undoubtedly many tobacconists fail because they have not learnt even the elementary part of their business. Some of them scarcely seem to know whether they are making a profit or not. Few have any idea of attracting customers. It is almost a pity that a tobacconist should not be treated like a chemist, compelled to have some sort of ‘qualification’ before he is allowed to open a shop.”

* * *

THE above fairly hits the right nail on the head. It is but too true. But in many instances the case is even worse. Numbers of small beginners and also traders have no ambition whatever to acquire either a knowledge of the goods they sell, the best way to keep them, and the hundred and one things connected with a retailer's business it would profit them to know. It was in the hope that this state of things might by degrees be altered that THE CIGARETTE WORLD has included in its columns a “Text Book,” and also a “Handbook,” and it is only now, after twelve months’ pegging away, that we can flatter ourselves that the terse and practical information contained in both is appreciated. It is cheap enough in all conscience—a penny a month! With a view of adding our slight quota to altering this state of things we will gladly forward, free of cost, to any retailer applying, the full text of both articles as so far printed.

* * *

IN connection with this subject I was amused recently, on the occasion of my purchasing a box of Bryant & May's wax vestas, at being asked if I would like it put up in paper. How the novice can give himself or herself away!

* * *

I SUPPOSE that no one in this country who felt any interest in the trial in New York of the millionaires composing the “Cigarette Trust,” felt much doubt about the outcome of it. In this case, the expected has happened. The jury disagreed! *Voilà tout.* The result is officially reported as follows:—

“The trial of the Cigarette Trust directors at New York has ended in a disagreement of the jury, but as ten were for a conviction the prosecution will move for a new trial as soon as possible, two indictments having been found against the Trust directors by a New York grand jury. It is unlikely, however, that further proceedings will be taken until next September.”

* * *

THE latest suggested form of peripatetic tobacco retailing is not at all likely to “catch on.” Nobody wants it, and I shall be surprised, now that the Chancellor of the Exchequer's attention has been directed to the subject, if anything more is heard of it.

* * *

WHAT an amount of free advertisement some people do manage to get to be sure. Last month S. & G. were the recipients of a big share of it, arising out of the regrettable proceedings of the Conference at the Agricultural Hall. This month Mrs. Ormiston Chant is favoured. Almost every journal in the kingdom has, it appears, erroneously stated that

“Mrs. Chant's First Cigarette, smoked to allay the pangs of hunger, appeased it.” Mrs. Chant's contradiction of the report appears to be somewhat tardy, and is as follows:—

“The Press Association has been requested by Mrs. Ormiston Chant to contradict a report, which has been widely circulated, to the effect that she has taken to smoking. During her visit to Crete she was advised to smoke a cigarette for the purpose of appeasing the pangs of hunger; but, although she adopted the advice, her hunger was in no way appeased, but instead she suffered from blistered lips. This was the only time she ever smoked, and, as the report has caused her great annoyance, she trusts that this contradiction will be accepted as final.”

* * *

MESSRS. J. R. Freeman & Son, of St. John's Road, Hoxton, in a letter addressed to us and the other trade journals, and which appears in another column, not unnaturally complain of the wording of the advertisement of the firm who gained the medal at the recent Tobacco Exhibition for the best display of British cigars. The firm now advertise that they obtained the “Highest award and gold medal for cigars of British manufacture.”

* * *

THE complaint is a well-founded one, as it somewhat reflects on the other firms who exhibited British cigars. The proprietor of the Exhibition replies that the inscription on the medal fulfilled the conditions of the award, which is true. Advertisers are responsible for the wording of their advertisements, but in this case Messrs. Freeman are entitled to feel aggrieved, from the fact of the proprietor of the Exhibition, who is also the proprietor of a trade journal, admitting words inconsistent with the facts.

* * *

THE excerpts published by *Tobacco* from notices anent the recent Tobacco Exhibition must be amusing reading to many, and only serve, I fear, to show how poor a guide the press on occasion can be. It is almost unnecessary to say that the notice of the *Daily Mail* is omitted, and that the *Daily Telegraph* five-line reference to the Exhibition contained in a quarter column “notice” of it is alone mentioned. Well, as the song says, “We all do it,” so I suppose it must pass.

* * *

THE editor of the *Cigar and Tobacco World* bleats in a leaderette over the loss of one lamb from what he playfully terms the “true fold”—to wit the literary *pen* of that journal. Speaking of the erring subscriber who has “strayed,” he says:—“The other day we regret to say, that one of our subscribers, led into evil courses by honeyed words and alluring promises, lapsed.” How dreadful! As the editorial grief appears to be great (judging by the prominence given to the announcement of the fact), corresponding joy has doubtless attended the entry of this particular Ba-ba into the “fold” of one of his contemporaries. It may be unkind to say so, but why! oh why! did not this wandering “mutton” wander into our fold. We also keep a *recherché* stock of “honeyed words” on hand specially adapted for the treatment of recalcitrant subscribers and advertisers.

* * *

ATTENTION is invited to the map of our Tricycle Delivery Service Route, which appears on the last page but one of this number.

* * *

OUR next number will be a “Birthday” one. May we hope for your congratulations?

Hugh Stevenson & Sons

MANCHESTER, LONDON, PERTH, BRISTOL, &C.



A ROOM IN ONE OF THE MANCHESTER FACTORIES.

THE TOBACCO TRADE BOXMAKERS.

Specialities.

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

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

Telegrams: "Clamps," Manchester.
Telephone: No. 269, Manchester.



The Cheapest Line in Cigarettes ever brought out.

14/0 per 1000.

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

THE WHOLESALE TOBACCO SUPPLY COMPANY,

63, ALDERSGATE STREET, LONDON, E.C.,

AND
LONDON ROAD, SOUTHWARK.

Manufacturers & Importers.

- Straight Cut Virginia Cigarettes, 4/6 per lb.
- Gold Tipped Cigarettes, 5/6 per lb.
- "Woodbine," "Cinderella," "Lucky Star," "Bandmaster," &c., 3/1 per box.
- Guinea Gold, 18/0; Old Gold, 17/9 per 1000.

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

The Cheapest House in the Trade for Everything.

NEW ILLUSTRATED PRICE LIST
Sent Post Free on Application.

JULY 15, 1897.

LATE TRADE NEWS AND NOTES.

(Received too late for Alphabetical Classification.)

THE business of the late MR. J. HENDRIE, of 98, Leith Street, Edinburgh, is for sale.

MR. J. T. RUSSELL has just opened a nicely arranged shop at 58, High Street, Dingwall.

MR. HENRY CHRISTIE has retired from the business of Tobacco Manufacturer, carried on by him at 39, Nicholson Square, Edinburgh, and also from his retail business at John Knox's House, High Street, Edinburgh, in favour of his son, Mr. Henry Duncan Christie. The title of the firm will now be Henry Christie & Son.

MESSRS. JOHN BUCHANAN & Co., cigar importers, of 88, West Nile Street, Glasgow, recently called a meeting of their creditors. Liabilities, £243, assets £19. 5s. in the £ was offered, which we understand has been accepted.

THE public examination of MR. THOMAS CROSS, of 14, Tichborne Street, Piccadilly, W., cigar dealer and general agent, was concluded on the 7th instant. Gross liabilities, £94,923, of which £28,445 are expected to rank. The estate shows a surplus, and a scheme for payment in full, with interest at 4% added, was agreed to.

THE revenue receipts of the Argentine Republic for the first six months of 1897, show a return from Customs of £2,900,000 and from other sources of £950,000. A project will be presented to Congress this week proposing to establish a tobacco monopoly, the proceeds to be applied towards payment of the Foreign Debt.

MESSRS. THOS. NICHOLLS & Co., tobacco manufacturers, Handbridge, paid to all their employés last week a double week's salary (two weeks' wages), in commemoration of the Queen's Diamond Jubilee.

THE prisoner RUDOLPH WELZEK, the case of whom is reported in another column, was convicted at the County of London Sessions on the 6th inst., and sentenced by Mr. W. R. McConnell, Q.C., to three years' penal servitude.

GEORGE PRITCHARD, 24, salesman, and WILLIAM YOUNG, 17, electrician, pleaded guilty at the County of London Sessions, on the 8th inst., to committing a burglary at the "Crown," Pentonville Road, N., and stealing 16 boxes of cigars, and other property, value £10, belonging to the proprietor, Mr. Alfred James Mitchell. Pritchard, who has some months to serve on a former sentence, received twenty, and Young eight months' hard labour.

IN the "Industrial Exhibition" (Birmingham) case, Mr. J. E. RICKARDS, of Leamington, obtained a verdict of £6 damages (£50 claimed).

AUSTRALIA is sending over a "surprise packet," in the shape of two tons of sample tobacco, which are now stored at Wangaratta awaiting a touch of humidity in the final stage of treatment before being shipped to England. The Victorian Agricultural Department is sending it on, and it will be packed in the American style, in hogsheads of half a hundredweight each. In quality it is said to be like the tobaccos of Kentucky, Missouri, and Ohio, and more Western States, rather than like that of Virginia; but it would not necessarily be inferior on that account, especially if the comparison should apply to the Maryland growth, which is the prime favourite in the States.

Re OUR FIVE GUINEA SHOW CARD COMPETITION.

Another 10s. 6d. Prize.

Letters have reached us from a large number of tobacconists throughout the kingdom, expressing the view that our competition does not give an equal chance to all, due to the fact of many retailers confining their purchases to a limited number of manufacturers, which necessarily curtails their acquaintance with show cards generally. As this appears to be the case, with a view of making our next competition fairer all round, we will give a prize of half-a-guinea to the person who suggests the best idea for

accomplishing this object. This prize to be awarded to the person whose idea we adopt. The show cards given in this number are the third of the series, viz., 1 to 18, the next six will conclude the competition. It has also been suggested to us that we should give a prize EACH MONTH, instead of extending it over four, and this we have decided to do.

NOTICE TO OUR EARLY SUBSCRIBERS.

SUBSCRIBERS who commenced their subscriptions with the first number, viz., August 15th, 1896, are respectfully reminded that same expire with the issue of this number. The subscriptions being now only 1s. 6d. per annum, we shall feel obliged by their remitting upon this notice, to save expense and trouble of application.

AN APPEAL FOR FAIR PLAY.

A certain individual, evidently endowed with considerable inventive faculty, has for some months past been kind enough, on the occasion of his calls upon wholesale houses, to make statements respecting the proprietorship, or part proprietorship, of "The Cigarette World," and also of the authorship of articles appearing in it. The obvious design of these statements—altered to fit in with his listeners' particular antipathies—being to keep business away from the Journal, I therefore deem it necessary to say that no one connected with, or whoever has been connected with, the trade, directly or indirectly, has any proprietary interest in the paper, and that any unsigned or un-initialed articles appearing in it are written by the sole Proprietor, who is

Yours very truly,
ARTHUR BARRON.

"XTRA MEX" CIGARS
FAR SUPERIOR TO HAVANAS

	SIZE	PER 100	
"XTRA MEX"	GRAND PUROS	15'6	BANNED NOT BANNED
" " "	PUROS FINAS	14'3	
" " "	LA PETITE	13'	
" " "	JARNARS	14'9	
" " "	PETIT BOUQUET	13'6	

"XTRA MEX" CIGARS
AWARDED GOLD & SILVER MEDALS
AND DIPLOMAS OF HONOR

SOLE BRITISH AGENT
HENRY JERROLD NATHAN CIGAR IMPORTER.
STRATFORD, LONDON, E.



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

MULTUM IN PARVO.

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

HEADINGS.

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

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

Announcements.

WHOLESALE.

MR. I. ABRAHAMS, cigar manufacturer, of 24, Whitechapel Road, E., has admitted his two sons, Messrs. L. and A. Abrahams, into partnership. The title of the firm in future will be MESSRS. I. ABRAHAMS & SONS.

MESSRS. ADCOCK & SON, tobacco manufacturers, of Norwich, had quite a little Jubilee of their own. The procession included that old favourite of nursery lore, His Majesty King Cole, in giant form, smoking a Record Reign cigar. This lengthy smoke was no less than twenty feet long, and designed to advertise their well-known brand of "SURE SHOTS." An element of fun was introduced by gorgeous attendants holding immense ashpans to receive the ashes.

MR. FRANCIS BANYARD, tobacco manufacturer, of East Road, Cambridge, has been elected a member of the Cambridge County Council.

MR. GEORGE BEALE has retired from the firm of MESSRS. J. STAFFORD, SONS & OSWIN, of Leicester, on account of ill-health.

MESSRS. BEWLAY & Co., LTD., have a very fine exhibit at the Victorian Era Exhibition at Earl's Court. In addition to the famous "Flor de Dindiguls," a fine display of Trichinopoli and Teneriffe cigars is much in evidence.

The Chairman of MESSRS. COPE BROTHERS & Co., LTD., is among the recipients of Jubilee honours. Congratulations to SIR JOHN ARCHIBALD WILLOX, M.P. Sir John is well known as one of the proprietors of the *Liverpool Courier*, *Weekly Courier*, and *Evening Express*.

MESSRS. SPIRO DAMBERGI & Co., of 39A, Gracechurch Street, agents for GOURDOULIS EGYPTIAN CIGARETTES, have been honoured by a warrant from H.R.H. THE PRINCE OF WALES appointing them Importers of Egyptian cigarettes to His Royal Highness.

MR. L. DAVIS announces his retirement from the managership to the Baron Cigarette Co., Ltd.

MESSRS. FRAENKEL BROS., of Houndsditch, offer a silver watch to anyone who returns to them 200 wrappers of their "SWEET COON" brand.

MESSRS. GALLAHER, LTD., of Belfast, generously contributed the whole of the tobacco required by the PRINCESS OF WALES'S guests, on the occasion of Her Royal Highness's Jubilee dinners to the poor, given throughout London on the 23rd ult.

MR. HARRIS (GOODMAN & HARRIS), has, at length, we are pleased to be able to state, returned to active business.

MR. PETER B. HARRIS, in a letter he addresses to the London and District Tobacconists' Association, resigns the presidency.

MESSRS. HARVEY & DAVEY, of Newcastle-on-Tyne, have met with great success in connection with their Diamond Jubilee line of Flake, put up in diamond-shaped tins. Altogether over a quarter of a million were placed on the market.

MESSRS. JOHN HUNTER, WILTSHIRE & Co. gave all their employés a three days' holiday in connection with the Diamond Jubilee.

When the alterations and extensions of MESSRS. W. KRIEGSFELD & Co.'s premises are complete, the firm claim they will own the largest cigarette factory in England.

MESSRS. MORELAND & SONS, the match manufacturers of Gloucester, were awarded a gold medal at a recent exhibition at Bingley Hall, Birmingham, for their "ENGLAND'S GLORY" matches.

The following are among the latest agents for MR. H. J. NATHAN'S "XTRA MEX" brand of cigars—THE TOBACCONISTS' SUPPLY SYNDICATE, of 55, Farringdon Street, J. & T. HODGE, Glasgow, and THE WHOLESALE TOBACCONISTS' SUPPLY Co., 63, Aldersgate Street.

THE RANKIN CIGARETTE STRIPPING MACHINE, a machine for removing the paper from defective cigarettes without injuring the fibre of the tobacco, and which is capable of separating 200 cigarettes per minute, is freely used in South America and South Africa.

MR. STANLEY H. ROSE, of Seething House, 61, Great Tower Street, has been appointed sole agent in this country by THE ORIENT MAGALIESBERG TOBACCO Co., Transvaal, for the Company's Boer tobacco.

MR. F. C. RYLANDS, lately representing Messrs. Davis, Samuel & Co., of 12, Minorities, E.C., will in future represent MESSRS. HIGNETT'S TOBACCO Co., LTD., in London.

MESSRS. SWAIN & VAN DEN AREND, of Leicester, in celebration of the Jubilee, presented 500 cigars to the old men entertained by the Mayor of the town, and THE LEICESTER CIGAR MANUFACTURING Co. also made handsome contributions.

MESSRS. TADDY & Co.'s new premises are rapidly approaching completion.

SIR WILLIAM HENRY WILLS, BART., M.P., repeated several previous successes at the Royal Agricultural Show held this year at Manchester.

MESSRS. W. D. & H. O. WILLS'S Bedminster Factory was electrically illuminated in a most effective manner on the occasion of the Jubilee festivities.

A WHOLESALE TOBACCONIST TRADE PROTECTION ASSOCIATION has been established by MESSRS. BELL & ODDIE at 39, Hanging Ditch, Manchester.

RETAIL.

MESSRS. BURROWS & MEALING have opened a new shop at 17, Queen's Square, High Wycombe.

MR. A. CAMERON (one of Messrs. Stephen Mitchell & Sons representatives) has opened an imposing shop in Empire Palace Buildings, Sauchiehall Street, Glasgow.

MR. F. CARPENTER, tobacconist, of Regent Street, Yarmouth, made presents of handsome cherry wood walking sticks to fifty of the borough constables, on the occasion of the Diamond Jubilee.

MR. DIXON, lately representing MESSRS. PHELPS CANDISH & Co., of Sheffield, has commenced business as a retail tobacconist in Sheaf Street, of that town.

MR. W. H. DIXON has acquired the business of Mr. Tully (tobacconist and chemist), of Glen View, East Grinstead.

MR. GRAHAM, of Glasgow, is opening a kiosk at St. Enoch's Station, Glasgow.

MR. GROUNDLAND (who used to represent MESSRS. D. & J. McDONALD) has opened a new establishment at Argyle Street, Glasgow.

MR. HARRIS, of Glasgow, has opened a new shop in Gallowgate. This makes Mr. Harris's seventh shop.

TRADE NEWS AND NOTES—*continued.*

MR. ALFRED HOWELL has opened a new shop in Buchanan Street, Glasgow, making his fifth. Mr. Howell had quite the handsomest Jubilee display of any tobacconist in the city.

MR. HOWES has commenced business as the Jubilee Tobacco Stores, in the Marine Parade, Yarmouth.

MR. JOHN NORTH, of 72, High Road, Balham, is the inventor of a new idea in connection with window dressing. He provides moving shelves, which rotate by means of endless chains.

MISS OWENS, who recently received notice to vacate her premises adjoining the Palace of Varieties, Manchester, has received £150 as compensation, and in addition, the whole of her expenses.

The shop at 29, Fenchurch Street, E.C., which we announced would be opened by MESSRS. SALMON & GLUCKSTEIN, is now in full swing.

The British and South African Export Gazette is responsible for the statement that the firm of MESSRS. SALMON & GLUCKSTEIN, LTD., are largely exporting to Beira.

MESSRS. SAVORY & Co., of 59 and 174, Piccadilly, W., have been honoured by a special warrant of appointment as cigar importers and cigarette manufacturers to H.R.H. THE PRINCE OF WALES.

MR. GEORGE WATTS announces his retirement from the presidency of the Liverpool Tobacconists' Association.

MISS WILSON has opened a shop at Theatre Plain, Yarmouth.

Fires.

A fire broke out at the premises of MR. J. CARRINGTON, Bridge Street, Bakewell, Derbyshire.

A fire took place at MR. JOHN HARRISON'S, tobacco pipe manufacturer, Gipsy Terrace, Muswell Road, Highgate, on the 6th ult. Loss covered by insurance.

The premises of MRS. J. OLDFIELD, tobacconist, of Lonepit Hill, Lewisham, were destroyed by fire on the 5th ult.

Removals.

MESSRS. J. BADIAN & Co., of Manchester, have removed from 120, Broughton Lane, to 58, Great Ducie Street.

MESSRS. BETTS & Co. have removed to 3, Pope's Head Alley, Cornhill, E.C.

MR. J. SHEPHERD, tobacconist, of Bolton, has removed from 166 to 170, St. George's Road.

MESSRS. SNELLING & Co., of 33, St. Mary's Chambers St. Mary Axe, E.C., have removed to 78, Fenchurch Street, E.C.

MESSRS. WISHART & Co. have removed from 41, Haymarket, to 25, Pantou Street, W.

Tenders and Contracts.

The following contracts have been secured:—

- ADCOCK & SON, Norwich, snuff, 5s. 6d.
- BRADBEAR & Co., Landport, tobacco, 3s. 5d.
- W. & A. & A. C. CHURCHMAN, Norwich, shag, 3s. 4d.
- W. & A. & A. C. CHURCHMAN, Norwich, Irish twist, 3s. 5d.
- C. W. DEVEREUX, Lowestoft, supply of shag to *Mutford Guardians*, 3s. 3d.
- W. PINK & SONS, Landport, snuff, 3s. 2½d.
- WARD & SON, Aylsham, shag, 3s. 4d.

Festive.

MESSRS. CATLOW & ALLEN'S (of 89, Crafton Street, Leicester) employes held their annual beanfeast on the 21st ult. Longcliffe was the spot selected, and the outing was much appreciated, the party at dinner consisting of over 200.

MESSRS. FOYLE & SON'S (of 37, Houndsditch) employes were given a day's outing at Rye House by the firm on Jubilee Day. They were entertained at dinner and tea, and a concert was provided.

The coming of age of MR. DONALD G. FREEMAN, eldest son of MR. G. J. FREEMAN, of St. John's Road, Hoxton, N., was celebrated on the 26th ult. There are particulars in another column.

The employes of MESSRS. GILBERT & GILBERT, cigar manufacturers, of Leicester, had their annual outing at Longcliffe on the 19th ult. The party numbered 60.

MR. GEORGE L. HUDDEN, second son of the late W. P. HUDDEN, J.P., of Bristol, was recently married at St. Stephen's, Hampstead, to MISS E. G. THOMSON, only daughter of MR. FORBES THOMSON, of Hampstead.

On the 26th ult, MESSRS. THOS. OGDEN, LTD., entertained their employes at a Jubilee picnic at Matlock. A special train was engaged, and the arrangements included sports and amusements of all kinds, and a very enjoyable day was spent.

MR. NORMAN WILLS, son of MR. S. DAY WILLS, J.P., of Clifton, was married to MISS ELLEN MABEL CLINKER, daughter of MR. CHARLES CLINKER, of Yeovil, on the 15th ult.

New Brands and Trade Marks.

- ALERT (Pipes). Sina & Co.
- BANSHEE (Tobacco). Kinnear, Ltd.
- CURLY BOY (Tobacco). Gallaher, Ltd.
- CUTLASS (Tobacco). United Tobacconists' Association, Ltd.
- CUVADA (all). W. A. & A. C. Churchman.
- EL TATCHO (Tobacco). J. A. T. Caton.
- EXPONENTA (Cigars). Strauss & Co.
- FANDANGO (Tobacco). B. Morris & Sons, Ltd.
- FESTOON (Tobacco). George Wilcox.
- FLOR DE BE-LAR (all). Edmund Alton.
- FLOR DE HALIVA (Tobacco). Hoogstraten Brothers.
- GOSSOON (Tobacco). Joseph Linfield.
- JINGO (Tobacco). J. A. T. Caton.
- KOH-I-NOOR (Pipes). Sina & Co.
- LA ADVERTENCIA (Cigars). M. Pezaro & Son.
- LA BRINKA (Tobacco). E. J. Lusby.
- LA NIKLE (all). Adolph Elkin & Co.
- LA PREVERSA (Cigars). Strauss & Co.
- LA TUKOSA (Tobacco). Rudolf Wolf.
- LAURANIA (all). F. J. Land.
- MEISTERSINGER (all). The Kasskar Cigarette Co.
- OLD CHARGER (Tobacco). Kinnear, Ltd.
- PAYMASTER (Cigarettes). Cohen, Weenen & Co.
- POTENTATE (Tobacco). J. A. T. Caton.
- POWDER MONKEY (Tobacco). Hasler, Watson & Co.
- PUFF AND DART (Tobacco). Kinnear, Ltd.
- RINGMASTER (all). Banks & James.
- TOLL BAR (Tobacco). Hudden & Co., Ltd.
- VELENA (Pipes). Ed. P. Pope.
- WATTLE BLOSSOM (all). Cohen, Weenen & Co.
- WEENLOO (Tobacco). Richard Lord.

JULY 15, 1897.

AND
TOBACCO
NEWS.

TRADE NEWS AND NOTES—continued.

Law and Police.

LAW INTELLIGENCE.

GOODING v. CARLTON. In Westminster County Court, on the 26th ult., plaintiff, who is a wholesale cigarette dealer carrying on business at Brook Street, Holborn, sued defendant, a tobacconist of Gray's Inn Road, to recover the sum of £9 15s. 4d., balance of account for cigarettes. The plaintiff's case was that in March last he called upon the defendant, with whom he had done business on previous occasions, and told him he had a job lot of Egyptian cigarettes to dispose of. He showed the defendant a sample of the goods, and, after some conversation, defendant agreed to buy £15 worth, and said he thought he knew a party to whom he could sell them at a profit. It was agreed that he should pay for the goods one month after delivery, but upon the day upon which the amount became due he only paid £5 5s. on account, and had since refused to pay any more. When he was pressed for payment of the balance, he alleged that he purchased the goods on sale or return, but there was no truth in the suggestion. The defendant appeared, and said he only took the goods on condition that he was to return any which he was not able to sell. Plaintiff could have the goods back at any time, if he chose to send for them. His Honour Judge Lumley Smith, Q.C., said plaintiff's version appeared to be the most consistent one, and there would be judgment for the full amount claimed with costs.

GOODWIN v. FULLER. On the 25th ult., his Honour Judge Lumley Smith, Q.C., had this case before him in Westminster County Court, in which plaintiff, Mrs. Jane Goodwin, a tobacconist, of Smith Street, Westminster, sued the defendant, a general dealer living in the Broadway, Westminster, to recover damages for alleged illegal distraint. The plaintiff was called and said the business in question was formerly carried on by her husband, but in consequence of some domestic differences she (plaintiff) paid him a sum of money in hard cash, and took the concern over for her own benefit. Matters went on all right up to the end of April, when she was very much astonished at a man being put into possession for a judgment debt which had been obtained against her husband in the High Court, and which had nothing whatever to do with her or her business. She at once went to the defendant and offered him proof of the fact that the business and the goods in the place were her separate estate, but he refused to listen to her, and consequently the sheriff was in the place for nearly a week, at the end of which time her husband paid out the execution. She (plaintiff) had suffered considerable loss both in the matter of her business and her reputation. The defendant admitted the whole of the facts as put forward by the plaintiff, but he contended that the alleged sale of the business to the plaintiff was a bogus transaction for the purpose of defeating the creditors of the husband. His Honour said he believed the transaction was a perfectly honest one, and that the plaintiff did purchase the business from her husband. It was only a question of damages, and those he (the judge) should assess at ten guineas and costs.

GRAVES v. COWLEY. In the Westminster County Court on the 23rd ult., the plaintiff, a cigar dealer in the Strand, sought to enforce payment of a judgment debt of £9 for cigars supplied to the defendant in the way of his trade. The plaintiff was called, and said that at the time he supplied the goods the defendant was carrying on a very lucrative business at Walham Green, and had since sold it for a very considerable sum, but he had not made the slightest effort to pay the judgment debt. The debtor appeared and said that when he sold his business he disbursed nearly the whole of the money in paying his creditors, and was now only earning 30s. a week as an assistant. His Honour said trade debts must be paid, and made an order for payment at the rate of £1 5s. a month, subject to committal in default.

HILL v. UNDERWOOD. This case was before the Wandsworth County Court on the 14th ult., when the plaintiff, a transfer business agent living at Wood Street, Wandsworth, sued the defendant to recover the sum of £6 7s. 6d. in connection with the sale of a cigar business at Fulham Road. The plaintiff's case was that the defendant called upon him and gave him full instructions to sell the place at the best price he could get, and agreed to pay a commission of 5 per cent. on the purchase moneys. After going to considerable trouble and expense in the matter he succeeded in introducing a purchaser, but instead of the defendant allowing him to carry out the transaction he negotiated the sale on his own account, and then refused to pay any commission. The defendant

admitted having employed the plaintiff in the matter, but he contended that he did the whole of the work himself so far as the sale was concerned, and that the purchaser was well known to him long before he ever went to the plaintiff in the matter. His Honour said he thought this was a case in which the agent was fully entitled to his commission. He had introduced a purchaser, and the fact that the defendant chose to negotiate the bargain did not get him out of his liability to pay commission. Judgment, therefore, would be for the plaintiff for the amount claimed with costs.

HUBBARD v. COX. In Westminster County Court on the 25th ult., the plaintiff in this case sought to enforce payment of a judgment debt of £3 9s. for cigars supplied in the way of trade to the defendant, a tobacconist of Goodge Street, Tottenham Court Road. The debtor did not appear, and his Honour made an order for his committal to Holloway for twelve days, unless the full amount due was paid within a month.

JAMES v. VAN RAALTE. This case was before the Westminster County Court on the 23rd ult., in which the plaintiff sought to recover payment of an account for cigars supplied to the order of the defendant, a tobacconist carrying on business at Lyall Street, W. The defendant did not appear, and his Honour made an order for payment of the amount due in a month, subject to committal to Holloway for twelve days in default.

KENT v. PECK was an action heard by the Brighton County Court Judge, and brought by Mrs. Ellen Kent, 2, Moulsworth Street, Aldington, to recover £30, as balance of purchase-money of a business at 20, Sussex Road, Hove, sold to Miss Grace Adela Peck, of that address, who set up a counter-claim of £50 as damages for misrepresentation of the business. Plaintiff stated that the business (a general shop, where tobacco, confectionery, greengrocery, &c., were sold) produced weekly takings of between £5 and £7, and she and her husband lived on the profits. Defendant had paid £20 as a deposit of the purchase-money—£50—and gave periodical bills for the remaining £30. The first of these bills was dishonoured, and the full amount of the £30 then became recoverable, and plaintiff now sought to recover it. Both she and her husband deposed that the bulk of the goods were paid for at the time of purchase, or shortly afterwards, and the business being a ready-money one, no record was kept of the weekly takings. Miss Peck stated that, instead of the shop being a "general" one, the stock consisted mainly of sweets and tobacco. She had purchased the stock, at a valuation, for £20; but found that the better class of sweets had been removed, and inferior sweets substituted, between the time of the valuation and her taking possession about three weeks afterwards. She had never taken more than £1 a week, excepting in Easter week. Mr. Geison, house-agent, Queen's Road, produced his books, in which the business was described as a good one, and the weekly takings as being between £6 and £7, and the letting good. Mrs. Kent, recalled, said that she took about 30s. a week by letting lodgings. Defendant had paid £3 into Court, that being the amount of the dishonoured bills. His Honour held that the bills were part of the purchase-money, and the first bill not having been met, the plaintiff was entitled to recover the whole amount. As regards the misrepresentation, he thought, even after deducting the 30s. received for lodgings, there was a great discrepancy between the £6 and £7 a week and the less than £1 a week taken by defendant. Defendant had failed to prove there was any deception or fraud on the part of plaintiff, and he must, therefore, give a verdict for plaintiff for the £30, and dismiss the counter claim; the outstanding bills to be deposited in Court.

LOHMANN v. McEWAN. This case came before the Lord Mayor's Court on the 24th ult., by way of a judgment summons. The plaintiff, Mr. Fried Lohmann, summoned the defendant, Mr. W. H. McEwan, tobacconist, formerly carrying on business at 4, Eastcheap, E.C., to show cause why an order should not be made for payment of the sum of £10 6s. 5d., being the balance of a judgment debt and costs. As evidence of the defendant's means, it was said that the defendant formerly carried on business by himself as a tobacconist. He had, however, recently amalgamated his business with that of the Havana Cigar Company, and the joint business was being carried on at 104 and 105, Cheap-side. The defendant was to be seen there constantly. The Company was not a registered one. The order made against the defendant was for the payment of £1 in twenty-eight days, in default the defendant to be committed to prison for twenty days.

TRADE NEWS AND NOTES—*continued.*

RAYNER v. BRIDGE. This case was tried in Westminster County Court on May 27th, in which the plaintiff, a cigar dealer, carrying on business at Broad Street, Bloomsbury, sued to recover a balance of £9 15s. 6d. in respect of cigars supplied to defendant, who carries on business at Kentish Town Road. The defence was that the goods were supplied on the distinct agreement that the balance was not payable until the cigars had all been sold. Judgment was for the

premises had been broken into, and stock to the above amount stolen. The matter was reported to the police, and it was discovered that Alfonse Leroy, restaurant-keeper, of 76, Old Compton Street, John Cadana, club proprietor, of 60, Old Compton Street, and Mari Veneri, wife of the steward of the Central Club, Dean Street, had together bought nineteen boxes of the stolen cigars for £4 10s. from the prisoner. A remand was ordered.

Churchman's Special Lines



in Cigarettes.

"Silver Wreath" Highest Class "Virginia" Cigarettes,
Enamelled Tins of 10 and 100.

"Sovereign Value" CURVED ENAMELLED TINS OF
12 CIGARETTES TO RETAIL AT
3D. PER TIN.

"Jolly Sailor" SLIDE PACKETS OF 5 FULL-SIZED
CIGARETTES TO RETAIL AT 1D. PER
PACKET.

W. A. AND A. C. Churchman,

MANUFACTURERS OF CIGARETTES
(By Hand and Machinery),
TOBACCO, CIGARS & SNUFFS.

Factories: IPSWICH, & 112 & 113, ALDERSGATE
STREET, LONDON.



Established 1790.

(Received too late to fill proper position.)

counter-claimed for loss of profit through not having the boxes by reason of the plaintiffs' bad workmanship. The jury found a verdict for the plaintiffs on the claim, and allowed the defendant £1 10s. on his counter-claim.

POLICE NEWS.

ROBERT BOYARD BAYSDOUR (36), a French subject, described as a cloth merchant, of Dean Street, Soho, was charged before Mr. Plowden with breaking and entering 388, Euston Road, and stealing 43 boxes of cigars, some cigarettes, match boxes and pouches, valued at £20, the property of ONNIK KALEBDJIAN, a cigar merchant. When the shop was opened on the 24th ult., it was found that

reduction in the cost of manufacture allowed the cigarettes to be sold at 2 1/2d. for a packet of ten instead of 2 3/4d. as heretofore. There was hence no intention to defraud in using the labels complained of, but a consignment of 2,000,000 of these cigarettes was received from America shortly before the machines were introduced, and the stock was not yet exhausted. Evidence to this effect was given, and Mr. Lushington dismissed the case, saying that he was not satisfied that there was any such difference between the machine-made and hand-made article as would justify calling the words on the label a false trade description. Similar summonses, taken out against the employé who was the actual vendor of the packet of cigarettes in question, were not proceeded with.

The "Cigarette World" appeals to, and is specially written for, the Retailer.

TRADE NEWS AND NOTES—*continued.*

RAYNER v. BRIDGE. This case was tried in Westminster County Court on May 27th, in which the plaintiff, a cigar dealer, carrying on business at Broad Street, Bloomsbury, sued to recover a balance of £0 15s. 6d. in respect of cigars supplied to defendant, who carries on business at Kentish Town Road. The defence was that the goods were supplied on the distinct agreement that the balance was not payable until the cigars had all been sold. Judgment was for the amount of the claim, with costs.

RICHARDS v. BAYLEY. This case was before the Westminster County Court, on the 28th ult., when the plaintiff, a builder carrying on business at King Street, Westminster, sued the defendant, Mr. A. H. Bayley, a tobacconist, of King's Road, Chelsea, to recover the sum of £12 6s. 8d. for work done and materials supplied in connection with the fitting up of a cigar shop. The plaintiff stated that the whole of the work was carried out under defendant's instructions and subject to his personal supervision, and it was not until payment was pressed for that he put his wife forward as the person who was liable to pay. As a matter of fact he (plaintiff) never saw the defendant's wife in the matter, and did not know whether he had one or not. The defence was that when the order for the work was given the plaintiff was distinctly told that Mrs. Bayley would pay for it. The business was her separate property, and she was not only able but was perfectly willing to pay the plaintiff's account. His Honour said if that was so the matter might have been settled without being brought into court, but as things stood at present he (the judge) should give judgment for the plaintiff for the amount claimed with costs, the judgment to go against the husband.

WOOD v. SHARP. In the City of London Court on 28th May, a claim was made by the plaintiffs, Messrs. J. T. Wood & Co., 8, Plum Tree Court, E.C., against Mr. W. H. Sharp, tobacconist and cigarette manufacturer, 1, Cavendish Street, Hoxton, for the sum of £5 15s. 4d., being the price of a number of cigarette boxes made to the order of the defendant. A traveller in the employment of the plaintiffs said that in January last a sketch was received from the defendant upon which an order was given to make 30,000 gilt-tipped cigarette cases. The work was commenced. Before it was completed the defendant required alterations to be made, and for those alterations an additional price was charged. Eventually, upon the work being completed and sent to the defendant, he (the defendant) required a further alteration. He wished to have the cigarette cases tipped with 22-carat gold instead of 18-carat gold with which the work had been completed. It was agreed that if the account was paid by the defendant the further alteration should be made. The account had not been paid. The defendant's answer to the claim was that the plaintiffs had not done the work correctly, in accordance with his instructions. The plaintiffs had tried to get over the difficulty by making alterations, but his (defendant's) customers refused to take the cigarette cases. A counter-claim was raised by the defendant for damages against the plaintiffs for the loss he (defendant) had sustained by reason of the plaintiffs' alleged defective work. Mr. Commissioner Kerr said he considered the case was one which should be tried before a jury. The case was accordingly adjourned for this purpose, leave being given to the defendant to raise a counter-claim. On June 16th this case came before Mr. Commissioner Kerr and a jury. The plaintiffs' manager said the proofs of the covers for the gold-tipped cigarette boxes were sent to the defendant before the work was executed. There had been a mistake in the spelling of the word cigarette, but that had been remedied. There was also an alteration made by the instructions of the defendant, who wished the tips of the cigarettes which were to go in the boxes to be described as 22-carat gold, instead of 18-carat gold, which had appeared on the boxes. This work had been done at an increased price. The defendant said he declined to take the boxes because of the unbusiness-like way in which they had been printed. He counter-claimed for loss of profit through not having the boxes by reason of the plaintiffs' bad workmanship. The jury found a verdict for the plaintiffs on the claim, and allowed the defendant £1 10s. on his counter-claim.

POLICE NEWS.

ROBERT BOYARD BAYSDOUR (36), a French subject, described as a cloth merchant, of Dean Street, Soho, was charged before Mr. Plowden with breaking and entering 388, Euston Road, and stealing 43 boxes of cigars, some cigarettes, match boxes and pouches, valued at £20, the property of **ONNIK KALEBDJIAN**, a cigar merchant. When the shop was opened on the 24th ult., it was found that

the premises had been broken into, and stock to the above amount stolen. The matter was reported to the police, and it was discovered that **Alfonse Leroy**, restaurant-keeper, of 76, Old Compton Street, **John Cadana**, club proprietor, of 60, Old Compton Street, and **Mari Veneri**, wife of the steward of the Central Club, Dean Street, had together bought nineteen boxes of the stolen cigars for £4 10s. from the prisoner. A remand was ordered.

WILLIAM CHANDLER, a tobacconist, of 207, Salmon's Lane, Limehouse, who was said to be a vestryman, pleaded guilty, on five summonses, to keeping open his house for betting purposes. He was fined in a mitigated penalty of £20 and £3 3s. costs on the first summons, and 8s. and 2s. costs on each of the other four.

WILLIAM DAVIS (23), painter, and **LAWRENCE BUCKLEY** (19), labourer, were convicted at the County of London Sessions, on June 2nd, of breaking and entering the shop of **MR. NICHOLSON**, a tobacconist, at 1, Barnstaple Mansions, Rosebery Avenue, Clerkenwell, and stealing a quantity of cigars, tobacco, and other articles, value £8. On the evening of May 15th the shop was shut up as usual. At 1.15 in the early morning, Police-constable 242 G saw both prisoners in Clerkenwell Road. Davis had three boxes of cigars under his arm, and Butler had four under his coat. Seeing the constable, they dropped the boxes, and made off down Leather Lane, where they were stopped by Sergeant Vask and Detective Wilson, G. The window of the prosecutor's shop had been broken, and the whole of the stock in the window, value £25 to £30, cleared, various articles and tobacco lying on the pavement. Davis was sentenced to three years' penal servitude and two years' police supervision, and Buckley to twelve months' hard labour.

CHARLES D. HOLL, tobacconist, was summoned at Yarmouth for Sunday trading, and was fined 5s. and costs.

JOSEPH JENNINGS and **BENJAMIN WOOD** were charged at Thames Police Court on the 23rd ult., before Mr. Mead, with committing wilful damage and assaulting **Morris Freedman**, tobacconist, of Raven Row, Mile End. The prosecutor, whose head was surgically handaged, said he kept a shop, and about twelve o'clock on Monday night, while standing at his door, the prisoners and several other young fellows came along. Jennings smashed the windows, when his companions stole a quantity of tobacco and cigars. He caught hold of Jennings, and he assaulted the witness, who was also struck by Wood. On the way to the station the witness was mobbed by a number of men. A constable proved seeing Wood strike the prosecutor. Mr. Mead said that sort of conduct could not be tolerated in London, and the prisoners would each be sentenced to one month's hard labour.

JACOB NELSON was charged at Liverpool, on June 8th, with embezzling various sums, amounting to £25, the moneys of his employer, **MR. BENT**, cigar merchant, Scotland Road. The prisoner, who pleaded guilty, was sent to prison for a month, with hard labour.

MESSRS. SALMON & GLUCKSTEIN (LTD.) were summoned before Mr. Lushington, at Bow Street, on the 3rd inst., at the instance of the Amalgamated Cigarette Makers' and Tobacco-Cutters' Union, for offences against the Merchandise Marks Act. Mr. Corrie Grant supported the summonses; Mr. Avory defended. The offence alleged was that the defendants had sold "Lifeboat" cigarettes in boxes which bore a label guaranteeing that the contents were hand-made, whereas the cigarettes were in fact made by the Baron machine. It was admitted by the defence that the cigarettes were machine-made, but it was contended that so far from this being a disadvantage, the machine-made article was cleaner, better made, and freed from dust and sand, besides which the reduction in the cost of manufacture allowed the cigarettes to be sold at 2½d. for a packet of ten instead of 2¾d. as heretofore. There was hence no intention to defraud in using the labels complained of, but a consignment of 2,000,000 of these cigarettes was received from America shortly before the machines were introduced, and the stock was not yet exhausted. Evidence to this effect was given, and Mr. Lushington dismissed the case, saying that he was not satisfied that there was any such difference between the machine-made and hand-made article as would justify calling the words on the label a false trade description. Similar summonses, taken out against the *employé* who was the actual vendor of the packet of cigarettes in question, were not proceeded with.

READ THIS and

PROFIT BY IT



A NEW CIGARETTE MACHINE

To be worked by Hand.

HAS BEEN INVENTED...

It can be worked by a Child, Age 13½

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

SIXPENCE PER WEEK.

NOTE THE ADDRESS



CLARENDON WORKS,

LEAMINGTON.

THE KEY 
TO HEALTH.



Smoke Pinoza

DO YOU WANT your Shop advertised to some **SIX MILLIONS** of people this Jubilee Year at the Victoria Era Exhibition from June to October?

IF SO, order by the end of May a £5 Assorted Parcel of "Pinoza" Goods, and become a "Pinoza" Agent, and your Name and Address will be added to the List.

TOBACCONISTS KINDLY NOTE THAT

PINOZA "Fragrant Cut" Brand is mildly flavoured and blended to suit all Smokers.
PINOZA "Faculty" Brand is doubly treated, especially for Sufferers with Weak Throats and Chests.
PINOZA Tobaccos, Cigars and Cigarettes, and Snuffs . . .

are made in "Fragrant Brand" and "Faculty Brand," so when ordering state which is required, as Labels and Tins are quite distinct.

SEND FOR PRICE LIST TO

Lusby's Pinoza Hygienic Patents Co.,

. . . 10, MINORIES, E.C. . . .

JULY 15, 1897.

TRADE NEWS AND NOTES—continued.

GEORGE SMITH (19) and GEORGE BIRMINGHAM (37), were charged at Worship Street, on the 14th ult., with breaking and entering a factory at Chicksand Street, Spital-fields, and stealing therefrom a quantity of cigars, value £28, the property of ALEXANDER ZEEGEN and others. The prosecutors are manufacturers, and the premises were closed on Saturday night. At three o'clock on Sunday morning the manager, who lives in adjoining premises, was aroused by the police, and found the factory in possession of the police. A struggle was proceeding on the roof. Police-constable Alfred Morris 154 H, deposed that he had been informed that three men had entered the factory at a window. He got into adjoining premises, and thence into the factory. Hearing talking, he proceeded to the upper part of the place and on to the roof. There he saw three men, who ran downstairs, Smith jumping 12 feet into a yard. He caught the prisoner, and recognised Birmingham as one of the men, but Birmingham and the third man escaped. After Smith had been secured, Birmingham was traced to a lodging house in the neighbourhood, where he was found in bed. His clothes were marked with whitewash, and his legs cut as from a fall through glass. He was well known to the police. Prisoners having been remanded, they were brought up again on the 21st ult., and finally committed to the Sessions.

RUDOLPH WELZEK, *alias* Count Czechney, describing himself as an architect, was charged on the 12th ult., at Marlborough Street, with obtaining a quantity of cigars and cigarettes, worth £17 16s., from Mr. Grunebaum, of 45, Old Bond Street. According to the latter's evidence, the alleged nobleman called at his shop some ten days ago, stating that he lived with Earl Clanwilliam, of 32, Belgrave Square, and required some samples of cigars and cigarettes to be sent to that address, which was done. Meeting the prisoner in Hyde Park on Friday, Mr. Grunebaum handed him over to a policeman. Earl Clanwilliam's footman deposed that Welzek called at 32, Belgrave Square, the day before he saw the tobacconist. Not finding his lordship in, he called again, and was more successful. They remained together for about an hour. Next day a parcel came from Mr. Grunebaum and was handed to a messenger who called for it. On the following Monday Welzek came to luncheon and asked that other parcels arriving might be handed to him. George Tarn, assistant to a pawnbroker in Wardour Street, was the next witness, and produced 300 cigars pawned by the prisoner on the day he called on Mr. Grunebaum. Prisoner was remanded to the 18th ult., when the manager of Messrs. Mark & Co., cigar merchants, gave evidence that the prisoner called on him, told him he was a friend of Mr. Burdett Coutts, and ordered cigars and cigarettes to the value of £12 to be sent to him at the Hotel Victoria. They were, however, returned, as no one of the name given by the accused was staying there.—Committed for trial.

Limited Companies.

THE UNITED TOBACCONISTS' ASSOCIATION LTD.—

The following is a copy of the report and balance sheet presented to the shareholders on the 1st inst. :—

Your directors have pleasure in submitting to you the second certified balance-sheet and income and expenditure account as at March 31, 1897.

The trading for the year has resulted in a net profit, including the balance brought forward from last year, of £233 8s. 5d., which your directors propose to apply as follows :—

	£	s.	d.
To apply to the various associations	116	14	2
To pay a dividend of 20 per cent. on the called up capital	38	1	9
To write off one-third of preliminary expenses	13	3	11
To contingent reserve fund	40	0	0
Leaving a balance to be dealt with	25	8	7
	<u>£233</u>	<u>8</u>	<u>5</u>

During the year your directors have succeeded in registering five trade-marks for tobacco, which brings the total number of trade-marks (which are the property of the shareholders) to fourteen.

The directors are pleased to state that the U.T.A. tobaccos and cigarettes introduced in various parts of the country have met with unqualified success, and additional brands suitable to the large districts of Lancashire and Yorkshire are now under the consideration of the board with the view of promoting the interests of the company by extending the sale of its brands amongst the members of the various associations throughout the country.

It was decided, in accordance with instructions of a special general meeting of shareholders, to increase the number of directors to twelve by the addition of six gentlemen representing the trade in other districts.

The board is fully convinced that this step will prove very advantageous to the company by securing the active co-operation of influential members of the trade. Already the results that have accrued have demonstrated the wisdom of the course which was taken.

The scheme commends itself to the trade, when the objects are considered for which the company was formed, viz. :—

To acquire proprietary rights in certain brands of tobacco, cigars, cigarettes, &c., for the benefit of the members of tobacconists' associations.

To introduce association brands, over which absolute control is exercised, in order to prevent "cutting" and unjust dealing in the goods.

That it is a scheme by which the funds of the various associations may be considerably augmented.

Your directors have every confidence in the future of this company, as undoubtedly it is the best means by which the retail tobacconist can hope for an improvement in his position.

In accordance with the Articles of Association of the company, the following directors retire, viz. : Messrs. J. T. Harcourt, I. Booker, J. Ashton, and I. C. Fargher, who, being eligible, offer themselves for re-election.

The auditors, Messrs. A. R. Lancaster, and Hackett and Co., also retire, and offer themselves for re-election.

FREDERICK A. BADMAN, *Chairman*.

BALANCE SHEET,

March 31, 1897.

CAPITAL AND LIABILITIES.

DR.	£	s.	d.	£	s.	d.
To Registered capital—						
5,000 shares of 10s. each	2,500	0	0			
„ Subscribed capital—						
2,231 shares of 10s. each, 2s. p.s. paid	223	2	0			
„ Sundry creditors	3	19	8			
„ Profit and loss account—				227	1	8
Profit for the year	215	11	7			
Add balance of undivided profit at March 31, 1896	17	16	10			
				<u>233</u>	<u>8</u>	<u>5</u>
				£469	10	1

ASSETS.

CR.	£	s.	d.
By Cost of acquiring trade-marks to date	55	0	10
„ London and Midland Bank, Limited	276	19	11
„ Commission due from manufacturers	88	15	11
„ Preliminary expenses account	39	14	3
	<u>£460</u>	<u>10</u>	<u>1</u>

Profit and Loss Account for the year ending March 31, 1897.

DR.	£	s.	d.	£	s.	d.
To Rent account	10	0	0			
„ Advertising expenses	1	18	6			
„ Trade expenses, petty cash, law, and canvassing expenses;	39	0	11			
„ Honorarium to secretary	5	5	0			
				56	4	5
„ Balance forward being net profit for the year	215	11	7			
				<u>£271</u>	<u>16</u>	<u>0</u>
CR.						
By Commission on sales	271	10	3			
„ Discounts taken	0	5	9			
				<u>£271</u>	<u>16</u>	<u>0</u>
„ Net profit for the year brought forward	215	11	7			
„ Undivided profit from last year's accounts	17	16	10			
				<u>£233</u>	<u>8</u>	<u>5</u>

B. MORRIS & SONS, LTD.—The following Report and Balance Sheet was presented to the shareholders at a meeting held at the Cannon Street Hotel, on the 28th May, but owing to pressure on our columns we were unable to include it in our last number :—

The accounts show, after ample provision for bad and doubtful debts, depreciation of machinery, plant, and fixtures, a credit to profit and loss of £7,057 5s. 7d., which, with the balance brought forward, amounts to £7,759 12s. 7d.

TRADE NEWS AND NOTES—continued.

Your directors paid an interim dividend of 2s. per share (free of income tax) for the half-year ending September 30th last, amounting to £3,100 14s., and now propose to pay a final dividend at the same rate, viz. 2s. per share (free of income tax), together absorbing the sum of £6,201 8s., and to place £1,000 to reserve account, leaving a balance of £558 4s. 7d. to be carried forward to next account.

According to the terms of appointment, Mr. Charles Shuttleworth Buck retires from the directorate, but, being eligible, offers himself for re-election.

The auditors, Messrs. Woodburn Kirby, Page & Co., offer themselves for re-election.

BALANCE SHEET,

March 31, 1897.

DR.	£	s.	d.	£	s.	d.
To Capital 31,007 shares of £3 5s. each, fully paid... ..	100,772	15	0			
„ Reserve Account	5,500	0	0			
				106,272	15	0
„ Sundry creditors				12,862	10	6
„ Net profit for the year	7,057	5	7			
„ Balance from last year	702	7	0			
				7,759	12	7
Less interim dividend	3,100	14	0			
				4,658	18	7
				£123,794	4	1
CR.				£	s.	d.
By Freehold premises	25,400	0	0			
„ Machinery, plant, leases, fixtures, &c.	4,534	2	4			
„ Stock at home and in bond	56,841	17	7			
„ Sundry debts rs	30,208	17	9			
„ Bills receivable	239	9	2			
„ Cash	6,579	17	3			
				£123,794	4	1

JULIUS LEVY & CO., LTD.—Registered June 1st, with capital £40,000, in £1 shares, to acquire and carry on the business of cigar and tobacco merchant and manufacturer, carried on by P. Levy as “Julius Levy & Co.,” at 91, Leadenhall Street, E.C., and elsewhere.

IRISH MATCH COMPANY, LTD. (2,101).—Registered in Dublin, June 15th, with a capital of £10,000, in £1 shares, to commence and carry on the business of manufacturers of and dealers in matches, matchwood, phosphorus, &c.

NEW LONDON BORNEO TOBACCO.—The fifth yearly general meeting of the New London Borneo Tobacco Company, Limited, was held yesterday at the offices, Leadenhall House, 101, Leadenhall Street, E.C., the Hon. Charles Hedley Strutt, M.P. (the chairman), presiding.—The Chairman, in moving the adoption of the report, said the directors were sorry to meet the shareholders under less favourable circumstances than they had been able to do for the past three or four years. The 1895 crop realised a little more money than 1894, but not so much per pound. The reason was that the market in Amsterdam last year was rather low, and affected the Sumatra and Borneo tobacco. They had suffered especially from the drought in the month of August, when almost all their tobacco was in full growth. One of their estates—the Bandau, the original estate of the company—suffered so much that practically the whole loss they suffered was due to the damage of this crop. The other three estates made a small profit which was swallowed up by that loss. The crop of 1895 realised £40,468, and the total sum chargeable against the same, including London expenses, interest, and depreciation, amounted to £41,687, showing a debit balance of £1,219, as compared with a credit balance last year of £8,437. The difference was accounted for by the increase of working expenses. The crop amounted to 4,770 bales as compared with 3,830 bales produced in 1894, and the average price obtained was 81 cents. per half kilo., or about 1s. 2½d. per lb., as compared with 1s. 5½d. in 1894.—Mr. W. Crocker seconded the motion, which was agreed to.

SOUTH WALES TOBACCO COMPANY.—At the annual meeting of the South Wales Tobacco Company, held June 1st, at the Westgate Hotel, Newport, Alderman J. Daniel, J.P., the chairman, in moving the adoption of the report, remarked that the year's trading had been most satisfactory, especially in view of the great commercial depression in the South Wales district. The profits had been maintained, and it was proposed that the balance should be applied to paying a

dividend of 8½ per cent. on the nominal capital, placing £200 to the reserve fund, and carrying the rest forward. £200 seconded by Mr. T. Prosser, and agreed to. Messrs. J. Daniel and E. Jenkins, the retiring directors, were re-elected, and Mr. H. T. Blackborow as auditor.

Items of Interest.

A COOL PIPE.—What habitual tobacco smokers require is a light, cool smoking pipe that will draw freely and prevent objectionable juice and matter escaping into the mouth. The inventor of “The Craigen Patent Circular Draught Pipe” seems to have surmounted the difficulty that pipe-makers have been wrestling with for years. The palate, unless it be robbed of its sensitiveness by years of contact with strong tobacco fumes and pungent nicotine, is not by any means pleased when smoke is drawn into the mouth direct from the lighted tobacco in a new pipe. No matter how good the tobacco may be, unless the pipe is a good one, a stinging sensation may be produced on the tongue, or the nerves may be temporarily affected when the young smoker uses it before it is “seasoned.” The “Craigen” pipe is a bowl within a bowl, and as the draught is obtained from the top of the outer bowl instead of at the bottom, as is usually the case, it is obvious that the chances of juice ever getting into the stem are greatly minimised. The communication is not direct, and in consequence of the distance the smoke has to travel, it is quite cool before it enters the mouth. The “Craigen” pipe smokes cool from the first, and the stem never requires cleaning. The inventor of this pipe is a Hornsey man.

A NEW TOBACCO “PLANT.”—A few years ago a gang of men who practised the “tobacco frauds” in Hull were suppressed by the police, but the sharp lessons which were then taught have evidently been forgotten. At any rate, the swindle has been revived already with success. One of the fraternity visited a public-house in St. George's Road, and in a mysterious whisper offered one of the customers a cigar box full of tobacco for half-a-crown, at the same time remarking that the weight would be fully two pounds. The would-be purchaser was dubious, but only as to the alleged quantity, and, to settle all scruples, it was agreed to have the box weighed at an adjoining shop. It pulled the scale at 2 lbs. 7 ozs., and the bargain was concluded; the seller receiving half-a-crown and coolly drinking off the purchaser's pint of beer. But, alas, the box contained not a shred of the soothing weed—only common garden mould. Disappointed, disgusted, and filled with a feeling of revenge, the victim went in pursuit of the man who had “done” him; but the dealer in mould had vanished from sight. The matter is now in the hands of the police.

Burglaries.

On the 2nd ult. the shop of Mr. NICHOLSON, tobacconist, Barnstaple Mansions, Rosebery Avenue, was broken into, and property to the value of about £40 stolen, in addition to which the window was broken, the prisoner Davis being sentenced to three years' penal servitude, and Buckley to twelve months' hard labour.

On the 14th ult. the factory of MESSRS. ZEEGEN, of Chicksand Street, Spitalfields, E., was broken into, and cigars to the value of about £30 stolen. The prisoners, George Smith and George Birmingham, were committed for trial.

Obituary.

- MR. R. J. HEAD, cigar manufacturer, Leicester, on June 4th, aged 31.
- MR. J. HENDRIE, tobacconist, Leith Street, Edinburgh.
- MR. JESSE J. HOLLAND, on the 25th June, at High Street, Wandsworth, aged 49.
- MR. JACOB DE MEZA, of Tottenham Court Road, aged 70.
- MR. WALTER NORMAN, tobacconist, 15, High Street, Wimbledon, on June 4th, aged 61.
- MR. WILLIAM POWER, tobacconist, 36, Parliament Street, Dublin, on June 2nd, aged 45.
- MR. ALEXANDER ROBERTSON, tobacconist, 18, East Dock Street, Dundee.

A
RECORD
CATALOGUE.

This and the following 7 pages contain The

Tobacconists' Supply Syndicate's

New *Nett* Price List.

OFFICES:

55, FARRINGDON STREET, LONDON, E.C.

WAREHOUSE:

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

FACTORY:

21, FARRINGDON STREET, E.C.

BRANCH DEPOTS:

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

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

PACKET TOBACCOS.

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

PACKET TOBACCOS—contd.

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

Tobaccos marked thus * in this Catalogue are in Tins.

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

PACKET TOBACCOS—contd.

PACKET TOBACCOS—contd.

MAKER.	DESCRIPTION.	1/8	1/4	1/2	3/4	1 lb.	MAKER.	DESCRIPTION.	1/8	1/4	1/2	3/4	1 lb.
Hignetts...	Pioneer ...	6/6	6/4	*6/6	*6/4	6/2	Gallaher...	Gold Plate ...	*5/2	*5/2	*5/	*5/	1 lb.
"	Cavalier ...	5/2	5/2	*5/2		*5/2	"	Navy Cut ...	*5/4	*5/4	*5/2	*5/2	*5/
"	Sun Flower ...	4/10	4/10	*4/10			"	Nut Cracker Navy					*5/2
"	Wild West ...	5/	5/	*5/0			"	Cut ...	*4/7				
"	Real Jam, /32	4/6	4/6	*4/10			"	Santa Claus Mix.	*5/6	*5/6	*5/6	*5/6	*5/6
"	Richmond Mixture		6/	*6/	*6/		"	Paragon Mixture...	4/7	4/7	*4/8	*4/8	*4/8
"	Nickel Nugget ...	7/10					"	Free and Easy do.	3/11		*4/		*4/8
"	Golden Navy Cut	*5/4	*5/4	*5/4		*5/	"	Golden Spangle ...	5/8	5/8	*5/8		
"	Smoking Mixture ...	4/6	4/6	*4/10			"	Labour Leader ...	3/7	3/7			
"	Golden Butterfly ...	5/10	5/10	*5/10	*5/10	*5/10	"	American Plug					
"	Gold Flake Indw.	5/	5/	*5/		*4/10	"	(sticks) ...	4/5	4/3			
"	Night and Morning	4/10	*5/	*4/10		*4/6	"	Sundried Honey-					
"	Light Flake ...					4/	"	dew ...		5/	*4/10	*4/10	*4/8
"	Bright Cake						Fryer &	Prince of Wales					
"	Honeydew ...		4/10	4/10			Coultman	Mixture ...	5/6	*5/6	*5/6	*5/6	*5/6
"	Coaching Club ...	6/4	6/4	6/4			"	Tower Mixture, /32	4/7				
"	Turkey Fine Cut...			4/10			"	General Bob, /32	3/5				
Bells ...	Glasgow Cut ...	4/10	*5/	*5/	*5/		"	Light of the Far					
"	Claymore ...	*5/2	*4/10	*4/9		*4/5	"	West ...					
"	Virginia Clippings		*5/7	*5/7			"	Tower Honeydew					*3/11
"	Special Mixture ...	4/9	*5/	*4/10	*4/10	*4/10	"	General Gordon					*4/3
"	Golden Strand ...		*6/6	*6/6	*6/4	*6/4	"	Brown Navy ...					
"	Cat's Eye ...	4/4					"	American Hand					*3/9
"	Royal Navy ...	5/4	5/4	*5/8	*5/3	*5/2	"	Cut ...					
"	Scotia Plug ...	4/6	4/6				"	Magenta ...	5/6				*3/11
"	Blue Bells ...	*5/2				7/4	Hodges ...	Natural Leaf ...	5/4	5/4	5/4	5/4	5/4
"	Three Bells ...	5/7	5/7	*5/7		5/7	"	"	*5/6	*5/6	*5/6	*5/6	5/4
B. Morris	Golden Spray					5/7	"	Spec. Cigarette Cut	*5/8	*5/8	*5/8		*5/6
& Sons	Flaked Honeydew	4/7	4/7			Box.	"	Carte Blanche					
"	Bright Navy Cut					4/2	"	Mixture ...	4/4	*4/4	*4/4		
"	Gold Leaf Flaked						"	Glasgow Mixture...	4/10	*4/10	*4/10		
"	Honeydew ...	5/2	5/2	*5/4	*5/4	*5/	"	Sweet Crop, /32	4/6	4/6			
"	Army Cut, Bright						Cohen	Silverstream ...	5/7	5/7			4/3
"	Virginia ...	5/4	5/4	*5/2	*5/2	*5/	Wecnen	Rattler Navy Cut	5/	*5/	5/		
"	Sweet Clover Bird's						"	Goldstream Flake	5/	5/			
"	Eye ...	5/1	5/	*5/2	*5/	*5/	"	Mignonette					
"	Sweet Clover Mixt.	5/1	5/	*5/2	*5/	*5/	"	(Full), /32 ...	5/				
"	Horse Shoe Flaked						"	Mignonette					
"	Bird's Eye ...	5/1	*5/1	*5/1	*5/1	*5/1	"	(Mild), /32 ...	5/4				
"	Silk Cut, Finest						Ogdens ...	Gold Flake, /32 ...	4/6	4/6	*4/8	*4/6	
"	Straight Cut, Bright						"	Midnight Flake, /32	4/6		*4/6		
"	Virginia, Speciality						"	Otto-de-Rose ...	6/6		*6/8		
"	for Cigarettes, 1 oz.						"	Fruit & Honey, /32	4/6	4/6	4/6	*4/6	4/6
"	Decorated Tins ...	*6/7	*6/7	*6/7	*6/2	*6/1	"	Vanguard ...	*4/6		*4/8		
"	Swan River ...	4/11	4/11	5/1	5/	4/11	"	Honour Bright ...	4/10	4/10	*5/	4/10	
"	Red Seal Virginia	4/4					"	Silver Veil ...	5/10	5/10	*6/		
"	Dew Drop Mixture		5/7	*5/7	*5/6	*5/5	"	Demon Flake, /32	4/5	4/5	4/5		4/5
"	West End Smoking						"	Half and Half ...	4/7	*4/7			4/3
"	Mixture ...	4/8	4/8				"	Guinea Gold Cut	5/4	5/4	5/4		Box.
Phillips ...	Guinea Gold ...	5/6	5/6	*5/6	*5/6	*5/6	"	My Flake ...					3/11
"	Marigold ...	5/	5/	*5/	*5/	*5/	"	Rose Blush ...	4/3	4/3			
"	B. D. V. ...	5/	5/	*5/	*5/	*5/	"	St. Julien ...	4/6				
"	Hand Cut Virginia	5/	5/	4/10	4/8	4/7	Lloyd ...	Farmville Virginia	5/1	4/11	4/11		
"	Kahira Flake ...	*5/11	*5/11	*5/11	*5/11	*5/11	"	Yacht Club ...	*5/7		*5/7		
"	Scented Flake ...						"	Royal Navy Blend	*5/4	*5/4	*5/4		
Mitchell ...	Glasgow Mixture...	4/8	*4/10	*4/8	*4/8	*4/8	"	R. L. S. ...	*4/10	*4/10	*4/10		
"	Leads ...	4/8	4/8				"	P. & O. Mixture,					
"	Compass Flake ...	*5/4	*5/4	*5/2	*5/	*5/	"	/32 ...	4/7	*4/7	*4/7		
"	Carnation ...	5/4					"	Topsham Mixture	4/7	4/7	4/7		
"	Starboard N. Cut	*5/4	*5/4	*5/4			"	Topsail ...	*5/1				
"	Tam O'Shanter ...		*4/8	*4/7		*4/5	"	Skipper Navy Cut	*4/6				
"	Prize Crop ...	5/7	5/7	*5/7			Goodbody	Donore Castle ...	5/7	*5/10			
"	Sweet Merridew ...	4/3				3/11 box	"	Furze Mixture ...	4/7	4/7	*4/7		
"	Boxhome Flake ...					4/5	"	Furze Navy Cut ...	*5/4	*5/4	*5/4		*4/10
"	Dandie Dinmont...	4/8				4/6	"	Golden Flake ...	5/	5/	*5/		*4/4
"	Gold Bank Flake...					3/11	"	Zulu Flake ...					*4/4
"	Golden Bar ...					4/7	"	Hand Cut Virginia					*3/11
"	Golden Gorse ...	4/5				4/2	"	Honeydew ...					
"	Bailie Nicol Jarvie					4/2	"	Light Virginia Cake		4/4	4/4		
"	Main Top... ..	*4/5					"	Light Virginia Bar	4/4				
"	Finnacle ...	*4/5					"	Light Virginia Rolls	4/4				
"	Royal Arch ...	*6/4					"	Cut Plug ...	4/1	4/1			
"	Maid of Honor ...		*6/4	*6/4			"	Old Judge... ..	8/9	8/9	8/9		
"	Bigadier ...					*5/10	American	Old Gold ...	6/10	6/10	*8/	*8/	*8/
"	Badger Flake ...	4/10	4/10			*4/8	Tob. Co.	Excelsior ...		8/8			
"	Golden Cloud ...	4/10	4/10	4/10		4/10	"	Woolsack... ..	7/4				
"	Prairie Flower ...	4/6	4/6	4/6			"	Richmond Gem ...		9/			*10/6
"	Champion... ..	4/8					"	Louisiana Perique		*11/			
"	Solace ...	*6/	*5/10	*5/8			"	Piccadilly Mixture			9/		
"	Golden Magnet ...	6/1	6/1	*6/3	*6/1	*6/	"	Seal of North					
"	Yankee Pride ...	5/10					"	Carolina ...		*7/10	7/10	7/10	
"	Old Crow... ..	3/5	3/5				"	Needle Gun ...			9/		
"	Latakia ...			*5/4			"	Puritan Cut Plug...		6/10	*7/4		
"	Golden Shag ...	4/5	4/5	4/5			French	Brown ...					K11.0-
"	Union Mixture ...	4/10	4/10				Government.	Blue ...					15/9
"	Faust ...		6/4	*6/4			Masons ...	Golden Days ...	5/7	5/7			17/
Gallaher...	Harlequin... ..	*6/8	*6/6	*6/4		*6/4	"	Flower of England	4/10	4/10			
"	Columbine ...	*6/8	*6/6	*6/4			"	Gold Leaf Navy					*4/4
"	Two Flake ...	*5/2	*5/2	*5/	*5/	*4/10	"	Cut ...	*4/6				
"	Rich Dark ...	*5/2	*5/2	*5/	*5/	*4/10	"	Golden Virginia					*4/4
						4s. 7d. per lb. in 5-lb. tins.		Flake ...	4/6	4/6	4/6		

The Tobacconists' Supply Syndicate. (ADVT.)

PACKET TOBACCOS—contd.

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

PACKET CIGARETTES.

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

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

PACKET CIGARETTES—contd.

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

PACKET CIGARETTES—contd.

MAKER.	DESCRIPTION.	PKTS. OF	100	250	500	1,000
Drapkin & Millhoff	Prime of Egypt, No. 2	10, 25	2.11		14/6	29/
	" No. 1	100	3.4		16/6	33/
"	Pick-me-up (Virginia)	12	2.11		14/6	29/
"	"	25	2/		9.9	19/6
"	" (Turkish)	10, 50, 100	3/3		16/	32/
"	New Explorer	10	2.11		14/6	29/
"	Emin Pasha, Gold Tips	10	3/		15/	30/
"	"	25	3.11		19/6	39/
"	"	100	3.5		17/	34/
"	Shelley	25, 50, 100	2.5		12/	24/
"	Menkara, Siza A	25, 50, 100	5.3		26/3	52/6
"	" B	25, 50, 100	4.9		23/6	47/
"	De Rezske, Soprano	25, 50, 100	4.2		20/9	41/6
"	" Tenor	25, 50, 100	5/		24/6	49/
"	" Bass	100	6/		29/6	59/
"	" Gold Tips	12	3.5		17/	34/
"	Ladies and Gentlemen, Tipped	10	3/2		15/9	31/6
"	Omar, Cork Tipped	25, 50, 100	3/8		18/3	36/6
Kriegsfeld	Ivy	12	1/10		9/	18/
"	Golden Willow	6		3/1	6.2	12.4
"	Apple Blossom	25 (tins)	1/5		7/	14/
"	Apple Blossom (Straight Cut)	12			9.3	18.6
"	Golden Flake	50			9.3	18.6
"	Golden Navy Cut	50			9.3	18.6
Gilby	Fire Alarm	5		3/1	6.2	12.4
Churchman	Silver Wreath	10	3/5		17/	34/
"	Nation's Pride	5		3/1	6.2	12.4
"	Jolly Sailor	5		3/1	6.2	12.4
Muratti	Zinnia	12	1/10		9/	18/
"	" (hand-made)	50 (tins)	3/		14/6	29/
"	Queen Mab		1.7		7.0	15.6
"	Sociable	20, 100	1.11		9.6	19/
"	Spec. Straight Cut	20, 50, 100	2.11		14/6	29/
"	" Gold Tipped		3/5		17/	34/

AMERICAN CIGARETTES.

DESCRIPTION.	100	500	1,000
Pin Head	1/10	9/	18/0
Old Gold	1/10	9/	18/
Consuls	1/10	9/	18/
Gold Flake	1/10	9/	18/
Duke's Best	3/2	15.9	31.6
Chancellor	3/2	15.9	31.6
Cameo	3/2	15.9	31.6
Little Beauties	3/2	15.9	31.6
Richmond Gems, White, Green, and Half-and-Half	3/2	15.9	31.6
Sweet Caporal	3/2	15.9	31.6
" Little Cigars	3/8	18/	36/
Richmond Straight Cut No. 1	3/8	18/	36/
Kinney's Straight Cut	3/8	18/	36/
" Special Straight Cut	3/11	19.3	38.6
Old Judge	3/8	18/	36/
Full Dress	4/8	23/	45.6
Napoleons	4/8	23/	45.6

EGYPTIAN CIGARETTES.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
Liapopoulos Freres	Helwah	25, 50, 100	3/8	18/3	36/6
	Korosko	" "	4/6	22/6	45/
	Esbeka	" "	5/8	28/	56/
	Royal Prince	50, 100	6/10	34/	68/
	Abdina	25, 50, 100	5/4	26/6	53/
"	Ghezireh (cork tipped)	" "	6/4	31/6	63/
S. Pandelis & Co.	Tantah	25, 100	3/2	15.9	31.6
"	Marcotis	" "	3/8	18/3	36/6
"	Non Plus Ultra	" "	4/8	23/	46/
Nestor	Format Minee	" "	5/6	26/6	52/6
Gianacis	"	5	5.9	28.9	57.6
"	Petit Format	25, 100	6/6	31/6	63/
"	Format Moyen	" "	7/6	36/	72/
"	Extra Fine Moyen	100	8/6	42/	82/
"	Grand Format	" "	9/3	46/	92/
"	Queen's Gold Tipped	25, 100	8/	39.3	78.6
"	King's Gold Tipped	" "	9/	44/	88/

EGYPTIAN CIGARETTES—contd.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000	
M. Melach-rino	Specials	25, 50, 100	4/9	23/6	46.9	
	No. 10	" "	4/10	24/	48/	
	No. 8	" "	5/11	29/3	58.6	
	No. 5	12, 25, 50, 100	6/6	32/6	64.6	
	No. 4	10, 25, 50, 100	7/6	37/6	75/	
	No. 8	12 (ti s)	6/1	30/	60/	
	Kyriazi	Saturn, Middle	8, 16, 25	3/11	19/6	39/
	Freres	" Large	100	3/8	18/3	36.6
	"	Apis, Middle	" "	4/6	22/6	45/
	"	" Large	" "	4/11	24.3	48.6
"	Iphigenia, Middle	" "	5/10	29/	58/	
"	" Large	" "	5/10	29/	58/	
"	Menzales, Gold Tipped, Middle	" "	7/	35/	70/	
"	" " Large	25	6/	30/	60/	
"	" " Large	100	6/9	33/6	67/	
"	" " Large	25	7/	35/	70/	
Hadges	Masri, Small	10's and 20's	3/8	18/	36/	
Nessim	" Large	in 100's only	4/5	22/	44/	
"	Dames	in 100's	3/11	19.6	39/	
"	Beys	" "	4/11	24.3	48.6	
"	Khedives	" "	5/11	29.3	58.6	
"	Sultans	" "	6/10	34/	68/	
"	Especial Beys	in 100's only	5/5	26.9	53.6	
"	Prince Abbas	" "	6/4	31/6	63/	
"	Extra Quality, Small	in 50's only	6/4	31.6	63/	
"	" Large	" "	9/4	46.6	92.6	
"	Egyptian Court	in 25, 50, 100	7/1	35.3	70.6	
Dimitrino & Co.	No. 1, Non Plus Ultra	100	8/	40/	80/	
"	No. 5, Extra Fine	" "	6/6	37/6	65/	
"	No. 9, Finest	" "	" "	" "	" "	
"	Quality, Large	" "	5/3	26/	52/	
"	No. 10, Do. Small	25, 100	4/9	22.9	45.6	
"	Non Plus Ultra, Large	" "	5/6	27.6	55/	
Gourdoulis Co.	Fine Medium	25, 50, 100	4/5	22/	44/	
"	Fine Large	" "	5/2	25.6	51/	
"	Superior Medium	" "	5/5	26.9	53.6	
"	" Large	" "	6/4	31.6	63/	
"	Extra Fine, Medium	" "	6/4	31.6	63/	
"	" Large	" "	7/4	36.6	73/	
"	" Extra	" "	9/4	46.6	92.6	
Th. Vafadis & Co.	Egyptian	25, 100	4/3	38.3	76.6	
"	Cavalla, Round	" "	4/10	43.6	87.3	
"	F.S.	" "	5/3	27.6	55.3	
"	Non Plus Ultra	" "	6/	31.6	63.3	
"	Fleur d'Orient, F.M.	50, 100	7/	35.3	70.6	
"	Extra Fine, G.F.	" "	8/	40.6	81.3	
"	Khedivals	" "	11/	55.3	110.6	
"	Gold Tipped	" "	7/	35.3	70.6	
Tcofani	22 Knots, Round	25, 50, 100	3/11	19.6	39.3	
"	Maid of Athens, Round	" "	6/4	31.6	63.3	
"	Special, No. 1	" "	7/4	36.6	73.3	
"	" No. 2	" "	6/4	31.6	63.3	
"	Gold Tips	" "	8/9	43.9	87.6	
"	Heliopolis, Oval	" "	3/8	18.3	36.6	
"	Superior	" "	4/5	22/	44/	
"	Extra, No. 1	" "	6/10	34/	68/	
"	" No. 2	" "	5/5	26.9	53.6	
"	Extra Long	" "	7/10	39/	78/	
"	Gold Tips	" "	8/9	43.9	87.6	
"	King's Own	" "	10/4	51.6	103.3	

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
Sossidi Freres	Superieure, Grand	100		per 100	7.6
	" " Moyen	50		"	7.10
	" " Petit	100		"	5.9
	" " Petit	25		per dozen	6/
	" " Petit	12		per 100	9/
	" " Petit	100		per 100	5.4
	" " Petit	25		per dozen	7.6
	" " Petit	12		per 100	5/
	" " Petit	100		per 100	5.4
	" " Petit	50		"	5.4
" " Petit	25		per dozen	8/	
" " Petit	12		per 1,000	38.6	
" " Petit	100		per 1,000	4/	
" " Petit	25		per 100	6/	
" " Petit	12		per dozen	6/	

FRENCH CIGARETTES.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
French Government.	Caporal	25	1/10	9/	17.6
	Elegante	25	2/9	13.6	26.6
	Hongroise	25	3/4	16.6	32/

The Tobacconists' Supply Syndicate. (ADVT.)

ALGERIAN CIGARETTES.

MAKER.	DESCRIPTION.	PACKETS OF	100	500	1,000
Bertomen	Perfumes de Salon	25	1/7	7/9	15/6
	Creme de Hede ...	25	1/9	8/6	17/
J. Climent & Co.	Large Size ...	25	1/8	8/3	16/6
	Medium Size ...	25	1/6	7/6	15/0

TURKISH CIGARETTES
Manufactured by B. MURATTI, SONS & Co.

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

Manufactured by B. KRIEGSFELD & Co.

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

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

Manufactured by BOGUSLAVSKY & Co.

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

TURKISH REGIE CIGARETTES IMPORTED.

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

LEVANT TURKISH CIGARETTES

Manufactured by B. MORRIS & SONS, LIMITED.

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

WEIGHT CIGARETTES.

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

WEIGHT CIGARETTES—contd.

MAKER.	DESCRIPTION.	QTY. No.	SHAPE.	PACKED IN	PER LB.
T.S.S.	Virginia	8	Round	1/2 & 1 lb.'s	7/
"	" Cork Tipt.	9	"	"	7/6
"	" Gilt Tipt.	10	"	"	8/
"	"	11	"	"	5/6
"	"	12	"	"	6/
"	Happy Tidings (50 to 100)	13	"	"	5/2
"	Marlborough	14	"	1/2 & 1/2 oz.'s	5/5
"	Turkish	1	"	1/2 & 1 lb.'s	4/4
"	"	2	"	"	4/6
"	"	3	"	"	5/
"	"	4	Oval	"	5/6
"	"	5	Round & Oval	"	6/
"	"	6	Oval	"	6/6
"	"	7	Round & Oval	"	7/
"	"	8	Oval	"	7/6
"	"	9	"	"	8/
"	Gold Tipt.	10	"	"	8/6
"	"	11	"	"	9/
"	"	12	"	"	10/
"	"	13	"	"	11/6
"	Gilt Tipt.	14	"	"	5/6
"	"	15	"	"	6/
"	Shelley	1	Round	"	7/3
J. & T. Hodge	Virginia			1/2-lb. boxes.	5/2
"	Natural Leaf			"	7/4
"	Sea Pink			"	7/4
"	Texan Smokes			"	7/6
"	" (Compressed)			"	7/6
"	Wee Scotchman			"	7/9
"	Pride of North			"	5/4
Smiths	Wild Geranium			1/2-lb. & 1-lb. boxes	7/4
"	" Whiffs			"	8/
"	Pen and Pencil			"	8/3
"	Full Speed			"	5/
"	Evergreen			"	5/4
"	Rustic Beauty			"	7/4
"	Cut Navy			"	7/4
"	Harvest Moon			"	7/4
"	Regimental Leaf Tipped			"	7/6
"	Mistletoe			"	8/3
"	Trilby			"	7/4
"	Shooting Lodge			"	8/9
"	Special Turkish			"	5/10
"	Turcoman			"	6/10
"	Oriental			"	8/3
Mitchell	Sweet Merridew			"	5/4
"	Virginia			"	5/7
"	Marmion			"	5/7
"	Topaz (Turkish)			"	6/4
"	Starboard Navy Cut			"	7/4
"	Prize Crop			"	7/4
"	Kansas Whiffs			"	7/7
"	Canation			"	7/4
"	Royal Arch			"	8/3
"	Naval Brigade			"	8/3
"	Maid of Honour			"	8/3
"	Rose Maiden (perfumed)			"	8/
"	Cold Gorse			"	5/7
"	Go A-Head			"	4/10
"	Tennessee Whiffs			"	5/4
"	Maydew (scented)			"	5/4
"	Little Billee			"	8/3
"	Oriental			"	5/4
Lloyd & Sons	Yacht Club			1/2-lb. boxes	7/4
"	Paddock Pet			"	6/4
Gallaher	Columbine Gold-tipt. Virginia			1-lb. boxes	11/3
"	Gold Plate			"	8/3
"	Golden Harvest			"	7/4
"	Paragon			"	5/7
"	"			1/2-oz. and 1 oz.	6/
"	Windfall			1/2 oz.	8/3
Player	Virginia, No. 1			1/2-lb. & 1-lb. boxes	5/4
"	" No. 2			"	6/4
"	" No. 3			"	7/4
T.S.S.	Turkish			"	4/7
"	Virginia			"	4/7
"	Gold Tipped			"	5/10
"	"			"	6/4
"	Egyptian			"	7/10
"	Blend			"	5/10
Bells	Vestas			"	5/4
"	Three Bells			1-lb. boxes	7/4
"	"			1/2-lb. boxes	7/7
"	"			1/2-lb. boxes	7/9
"	Golden Strand			1/2-lb. & 1-lb. boxes	8/4
"	"			2-oz. boxes	8/9
"	Shah			"	5/4
"	Blue Bells			"	7/4
"	Cats Eye			"	6/4
"	Sea Breeze			"	8/3

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

The Tobacconists' Supply Syndicate. (ADVT.)

WEIGHT CIGARETTES—contd.

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

BRITISH CIGARS.

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

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

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

BRITISH CIGARS—contd.

NAME.	SIZE.	PRICE PER 100, IN BOXES OF	
Zanita	Infantas, Havana Tobacco		
Turf Club	Conchas	7/	9/9
Marina	Reg. Chica	9/6	6/9
Pamela	Regalias	10/	
Hillierdo	Flor Finas	9/3	9/
Amoranto	Reina Finas		8/6
"	Conchas	10/3	10/
Pretty Miss... ..	Regalia Finas		8/9
El Dorado	" Victoria	10/3	10/
Don J. A. Carbanel	Princessa	7/3	6/9
"	Reg. Victoria Especial	10/3	10/
Menkara	Infantes		8/6
"	Petit Bouquet Especial		9/6
Noticias	Cabinet, Banded	10/6	10/
Federation	Conchas	10/6	10/
El Benecio	Perfecto Fina	11/	10/
Minna Santera	Especiales	11/	10/
Zadie	"	11/	10/
Cara Buena... ..	"	11/	10/
Local Champions	"	11/	10/
"	Imperials	12/	11/
"	Dell M.		10/3
Plantations	Primeros		10/3
Yarcana	Reina Especiales... ..		10/3
La Rigola	Principe	10/6	10/
Troc de Mento	Petit Bouquet Especiales	11/	10/
"	" Banded	10/	9/6
La Optima	Reina Victoria		9/
Labour Kings	4 bundles 50 ea. (200 b'xes)	11/	10/6
Supremacy	Imperials	11/9	11/3
Explorer	Bouquet	12/3	11/9
"	Petit Bouquet	8/9	8/3
"	Rothschilds		13/6
Menkara	Bouquet Especial... ..		11/6
Nepola	Reg. Britannica	14/6	14/
"	Regalia Chica	13/6	13/
La Optima	Perfecto, Banded... ..	13/6	13/
El Suez	Elegants	14/9	13/9
Marcella	Conchas, Banded	14/9	13/9
"	"		14/3
La Coriza	Imperiales... ..		12/6
La Mas Hermosa	Regalia Chica		12/3
La Exportacion	Lopez, Banded		10/3
Friar Tuck	Reina Victoria		10/3
Dolly Varden	Conchas Fina		10/9
Sam Weller	Taper Reg. Reina		10/3
Quinta Esencia	Trabucos		14/3
Grace Darling	Princessas		10/
"	Reina Fina Extra		14/6
El Shemah	Conchas Fina		14/6
Pegasus	Reg. Britannica		14/9
Flor de Varzes	Coronita, Gold Tipped	12/6	12/
" Vaglio	Corona, Patent Filter	14/6	14/
"	Emperador	15/3	13/3
La Sentillo	"		13/3
Koyah Borneos	Ophelias	16/	14/3
La Vesana	Duguesitos	16/2	16/2
Ambo	Hermosas	18/	14/6
"	Conchas		15/6
Marlboro'	Regalia Britannica		14/9
"	Rosas or Favorita, Banded	15/2	19/
Bridal Bouquet	Invincibles, Banded	19/6	18/
"	Duguesitos	19/6	23/
Andanilla	Hermosas	23/	22/
"	Damas		17/6
Garibaldi	Conchas Finas		14/6
"	Princessas		14/3
Reina Berenga	Bouquets, Banded		19/6
Casabianca	Regalia Chica		14/
Reina Regenta	Conchas, Banded	14/0	13/9
La Severina	Reg. Reina, Banded	14/	13/6
"	Princessas	10/6	10/
"	"		11/6
Domino	Caballeros		15/
Red Cap	Regalias		14/
"	Reinas		10/
Norah	"		8/9
Los Cavalieros	Royals		18/4
Borneo Giants	9 inches long	9/2	

HAVANA CIGARS.

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

LA FLOR DE GRACK.		PER 100
Favoritas	100...18/6	Bouquets de Gusto (Banded) 25...25/
Perlas	50 21/6	Regalia Bouquet " 50 30/6
Petits Bouquets (Banded)	25 19/9	Esplendidos " 25 35/6
Bouquets Elegantes	25...22/	Invincibles " 25 47/6

The Tobacconists' Supply Syndicate. (ADVT.)

HAVANA CIGARS—contd.

LAS FLORES DE DENMARK.

	PER 100		PER 100
Salisbury's ...	100...24/	Prince Arthurs ...	50...34/
Chamberlains ...	50...25/	Duke of Tecks ...	25...54/
Bouquet Extra ...	25...33/	Prince Georges ...	25...60/
Bouquet de Rosa ...	25...33.6	Prince of Wales ...	25...75/

HAVANA CIGARS.

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

BRANDS IN STOCK.

Bock	Flor de Cuba	Intimidad	Flor de Lopez
Henry Clay	Morales	Merito	Hermanos
Julian Alvarez	Matilde	Cabana	Flor de Grack
J. S. Murias	Legitimidad	Gutierrez	Pedro Murias
A. Murias	Upmann	Corona	La Manteiga
Larranaga	Oscar Amanda	Pedro Murias	Valle & Co.
Villar V Villar	Carolina	Partaga	&c., &c.

MEXICAN CIGARS.

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

EL HARARAH.

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

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

MANILLA CIGARS.

BRAND.	100	500
Manilla Cigars, No. 5 ...	5/	24/6
" Cheroots, No. 5 ...	5/6	27/6
" Cigars, No. 3 ...	7/6	37/
" Cheroots, No. 3 ...	7/6	31/
" Cigars, No. 2 ...	9/6	47/
" Cheroots, No. 2 ...	9/6	47/
" Cigars, No. 2 (heavy) ...	10/6	51/
" Cheroots, No. 2 (heavy) ...	10/6	51/
" Cigars, No. 2 (large) ...	12/	57/6
" Cheroots, No. 2 (large) ...	12/	57/6
" Cigars, No. 2 (extra) ...	13/	62/6
" Cheroots, No. 2 (extra) ...	13/	62/6
" Cigars (special size) ...	15/6	75/
" Cheroots (special size) ...	15/6	75/
Capitan General, 2d. Size ...	10/	47/6
" " 3d. " ...	12/10	63/6
Compania General, 2d. Size ...	10/	47/6
" " 3d. " ...	12/9	63/6
La Hocana in 50's, Clementes ...	10/6	

SWISS CIGARS, &c.

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

INDIAN CIGARS.

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

INDIAN CIGARS—contd.

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

DARVEL BAY BORNEO.

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

CONTINENTAL CIGARS

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

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

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

Manufactured by LOUIS TINCHANT.

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

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

The Tobacconists' Supply Syndicate. (ADVT.)

CONTINENTAL CIGARS contd.

BRAND.	SIZE.	25	50	100
L'Enchantresse	Extractos		15/	5/6
La Reina des Mers	Exquisitos		13/	
Castalago	Preciosos		11/	10/6
"	Deliciosos			9/
"	Graciosos			6/
"	Luxiosos			
El Cabo	Bouquet		14/	
Maria Christina			8/9	
La Donka			12/3	
El Mango	Reina Victoria		18/3	
El Praetor			19/6	

LOOSE TOBACCO.

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

SHAGS.

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

BIRD'S EYES.

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

RETURNS.

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

CAVENDISH. Black or Brown.

Coarse and Fine	1 3/5	Coarse and Fine	4 3/10
"	2 3/7	"	5 4/
"	3 3/9	"	6 4/2

FLAKES.

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

HAND CUTS. Bright Brown or Black.

Virginia	1 3/11	Virginia	4 4/5
"	2 4/1	"	5 4/8
"	3 4/3	"	6 5/

NAVY CUTS. Circular or Square Cuts, Bright and Dark.

Navy Cut	1 3/11	Navy Cut	4 4/5
"	2 4/1	"	5 4/8
"	3 4/3	"	6 5/

MIXTURES.

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

FANCY TOBACCO.

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

PRESSED TOBACCO.

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

SNUFFS.

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

Above prices strictly Nett.

1 per cent. Bonus on all goods to subscribers to the Syndicate.

FANCY GOODS.

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

THE SPECIAL T.S.S. POUCH.

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

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

LORNE POUCHES.

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

PRINCE OF WALES POUCHES.

No. 1	2	3	4	5	6	8/6 per doz.	
Crocodile or Round	4/3	5/	5/9	6/9	7/9	9/6	
Mineralised Square	5/	6/	6/9	7/9	8/9	10/6	
Special Line of Fancy and Leather Pouches at						3/9	per doz.
"	"	"	"	"	7/	"	
"	"	"	"	"	8/	"	
"	"	"	"	"	9/	"	

CIGARETTE PAPERS.

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

THE NEW T.S.S. CIGARETTE PAPERS.

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

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

MATCHES.

(Cannot be sent by Carriers or Rail.)

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

CLAY PIPES.

Victoria Clays	per gross 24/
Star Colouring Clays	18/
Victoria Clays, "Bull Dog," Vul. Mouthpieces	per dozen 3/
Small Mixed Washed Clays	per gross 2/3
" Albert Thorns, Washed	" 2/3
" Footballs, Washed	" 2/6
Best Mixed Clay, 12 patterns	" 2/3
" Straws	" 2/3
" Mixed Straws	" 3/
" 10 inch Straws	" 3/3
" 15-inch Straws	" 5/6
" Burns' Cutty, Prepared	" 7/
" Quill Tipped	" 3/6
Large Irish Thorns	" 3/3
" Derry Castle	" 2/9
" Cork	" 2/3
Small Cork	" 2/9
Best 1 1/2 Washed, 12 patterns (1/2 gross boxes)	1/2 gross 2/9
Light Weight Clays (1/2 gross boxes)	" 3/3
Admiral Clays (1/2 gross boxes)	" 5/9
Featherweight Clays, Vulcanite Stems (1/2 gross boxes)	" 7/
Heads, Hands, Claws, &c., Vulcanite Stems with each	"

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

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



MESSRS. W. D. & H. O. WILLS'S contribution to Jubilee Lines is a 3d. line of cigarettes entitled "DIAMOND QUEEN." They are put up in sliding boxes, which are most tastefully executed in china white, stamped with the head of the Queen in gold, on embossed ground. The boxes contain 10 cigarettes, five mouth pieces, and also coloured pictures of the Kings and Queens of England, with brief historical facts, of which the one under our notice is a sample:—*Hardicannute*.—After a reign of two years, in which many frightful acts of oppression were committed, the King died at a banquet at Lambeth, during the marriage festivities of one of his nobles. With this King the Danish dynasty ended in England.

MESSRS. JACOBI, STOKVIS & Co., 110, High Street, Shoreditch, have introduced a Jubilee line, which they call "RECORD REIGN" cigarettes. They are tipped with the firm's well known "cherry tips," and certainly make a most charming smoke. They are supplied in boxes at 3d. and upwards, and also per oz. at 6d. and upwards.

MESSRS. B. KRIEGSFELD & Co., of Manchester, have introduced a speciality in cigarettes for ladies, entitled "GOLDEN EYE." They are hand-made, gold tipped, and supplied with or without mouth pieces. The line is an excellent one, and is probably due to the "Chant" boom.

MR. JOHN SINCLAIR of Newcastle-on-Tyne, has introduced a new brand of cigarettes, "JESMOND;" they are locally known as "tabs."

MESSRS. ALFRED J. NATHAN & Co. forward us their list of prices current, issued June the 30th. A feature of this issue is an exhaustive reference to new season's cigar and cigarette cases, with nickel frames, at prices which should yield a handsome profit to retailers. New lines in Smokers' requisites include a novel smokers' lamp, the price of which to the trade is 7s. 5d. per doz., to retail at 1s. 6d. Messrs. A. J. Nathan & Co.'s next list will be issued on August the 30th.

MESSRS. RICHARD LLOYD & SON, Holborn Bars, have introduced a most effective and handsome maroon coloured leather COUNTER CASE, gold bordered, with sloping glass cover, which contains specimens of some of their well-known brands. The case before us includes tin boxes of "CUT GOLDEN BAR," "NORTH SEA NAVY CUT," "LLOYD'S MERRIMAC" (a rich and full dark Virginia Flake), "BAR GOLD" (flaked Honeydew), "TOPMAST," and also "TOPSAIL NAVY CUT," and in addition card boxes of "SKIPPER NAVY CUT." The case measures 13½ by 14 inches, and makes a striking ornament for the counter. Photographs of the case have been taken, and no doubt one would be sent on application to the firm.

A line of really excellent value and smart get-up is that of MESSRS. W. A. & A. C. CHURCHMAN'S new 1d. one of five cigarettes, entitled JOLLY SAILOR Navy Cut cigarettes. The cigarettes are extra large, and the box is a sliding one, and once more we must express our surprise at what can be produced and sold for the popular penny. We mentioned in our last issue their novel 3d. line of twelve cigarettes, SOVEREIGN VALUE, the novelty mainly consisting in a well-curved beautifully-decorated tin, and, as might be expected in a line of such excellence, the sale has been enormous.

The next new line which invites our attention is a tobacco one emanating from the well-known firm of MESSRS. ADKIN & SONS, of Aldgate, E., registered under the title of MONASTERY brand. It claims to be an exquisitely cool and fragrant pipe tobacco, and, having sampled it, we can honestly say that the claim is well founded. The design on the label includes a jovial monk busily engaged in the blissful enjoyment of a pipe of fine tobacco.

MESSRS. RICHARD LLOYD & SONS, of Holborn Bars, in addition to putting up their famous "BAR GOLD" FLAKED HONEYDEW in 1 lb. and ½ lb. boxes, have now introduced

1 oz., 2 oz., and 4 oz. tins. These boxes are certainly the most striking we have for some time seen, and, being flat, are quite handy for the pocket. The prices to the trade are as follows:—the 1, 2, and 4 oz. tins, 5s. 4d.; ½ lb. tins, 5s. 2d.; 1 lb. tins, 5s. 1d. per lb.

"CROWN PIPES."

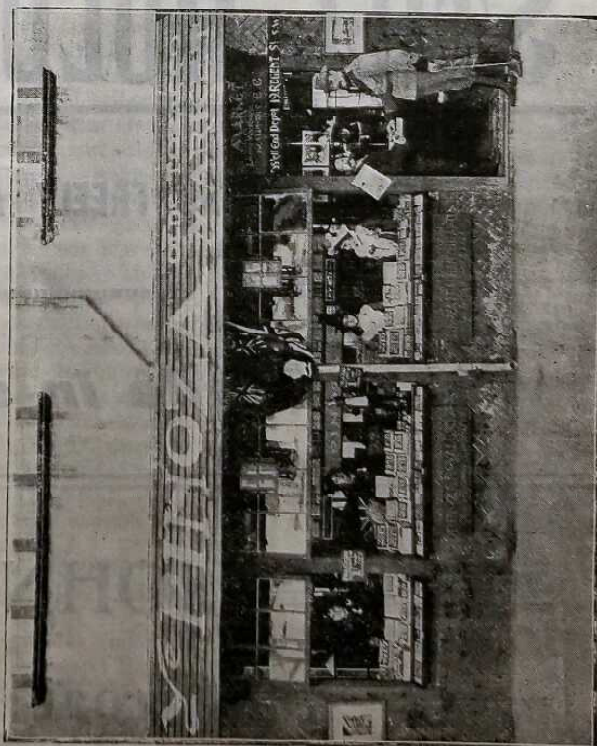
The enterprising Pipe House of MESSRS. CHARLES MAAS & Co., of 13, Jewin Crescent, E.C., and Hechtengasse, Vienna, ever to the fore in the introduction of novelties, have a fine display of the latter, which will well repay a visit to their London establishment by the retailer. "In companion sets" they have several new very tasteful and artistic combinations in briars and meerschams, with block amber mouthpieces, handsomely mounted in silver to suit the taste of the most fastidious smokers. Their three leading lines of 1s. briars, viz., "LONDON MOUNTS," "RIVIERAS," and "EMPIRES," are still in great demand throughout the British Isles.

"XTRA MEX."

MR. H. J. NATHAN, of Stratford, the enterprising and energetic proprietor of the above well-known brand of Mexican Cigars, announces that his promise of a big Jubilee gift of a quarter of a million of them has been fulfilled to the letter. Every applicant has been supplied. The enterprise which dictated the plucky idea, and the expense to carry out which has been enormous, has met with quick reward. In every important town in the Kingdom the brand can now be purchased in six sizes, four of which are banded. The prices range from 13s. to 21s. 6d. per 100. Being largely advertised in the public journals it is a profitable line to stock. The firm will not supply the cutting houses, and recently returned a cheque for 20,000 cigars, as no undertaking was given to maintain the retail price. Should any of our readers ascertain that anyone is selling below 3d., they are invited to write direct to the firm. Mr. Nathan also wishes us to state that any tobacconist reader of *The Cigarette World* can have a free sample sent him on application.

Pinoza House.

AT THE EARL'S COURT VICTORIAN EXHIBITION.



The above is taken from a photograph of one of three sides of Pinoza House in Old London at the Earl's Court Exhibition. It, however, gives but a poor idea of Mr. E. J. Lusby's enterprise there, the total expense of which we understand will reach some twelve hundred pounds. The undertaking is a plucky one in connection with exhibitions, and promises so far to be attended with very great success.

Freeman's
'DARVEL BAY'
(BORNEO)

Cigars
STILL HOLD THE LEAD,

AND SELL AS FREELY AS IMPORTED HAVANAS.

Made in six sizes.

Sole Agents : JOHN CARIDI & CO.,

32, Great St. Helen's,

Telegraphic Address :

"DRASTIC, LONDON."

LONDON, E.C.

JULY 15, 1897.

THE TOBACCONIST'S TEXT BOOK.

COMPILED BY "COSMO."

A TRADE ENCYCLOPÆDIA.

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

CIGARETTE TOBACCOS.—Cigarettes are principally made from two classes of tobacco, that grown in Turkey and in Virginia, of the U. S. of America. There are a variety of other tobaccos from which cigarettes are made, but, as the sale for these goods continues to be very small, they are not of sufficient importance to merit any particular attention.

The Turkish tobaccos are cultivated principally in Cavalla, Venidje, and Kislga, the tobacco grown in Smyrna is used principally for flavouring purposes. The tobacco planters in these districts consist principally of small farmers, whose finances are in such a wretched state that the planters rely largely upon *advances* made by dealers *before* the crops arrive at maturity.

Whatever the condition of the soil may be, and however favourable the immediate surroundings, no single plantation can be relied upon to produce a crop of uniform excellence throughout. Plantations, almost without exception, produce crops of varying grades, leading to exhaustive processes of careful selection. The tobacco plant in these localities bears in appearance a strong resemblance to the English lettuce, thus, in the one plant, the outer leaves may be, and very often are of poor quality, while the inner leaves, or the heart, as it were, contain most of the virtue of the plant.

When sorting over Turkish tobacco leaves, it will be observed that, while a number of leaves have the one colour, dark brown, or light, as the case may be, others, again, will have all the three or more shades of colour in the one leaf. The question of colour is largely a matter of maturity. A well matured leaf will only have one colour, a badly matured leaf will have several colours. It is a fallacy to think that a dark Turkish tobacco indicates strength or aroma. Colour pure and simple has very little to do with the matter. More often than not the lighter coloured tobaccos will have the greater strength or body. Quality, as indicative of strength or flavour, aroma, and body, is almost exclusively a matter of texture. If the leaf and grain be coarse, irrespective of colour, the tobacco has little or no body. On the other hand, if the leaf be fine, the grain smooth, it will have flavour, aroma and body; the finer the texture of the leaf, the better the quality of the tobacco. It is needless to say that great care is essential in bringing to perfection a good crop of tobacco. Unfortunately for the planter, all his care will not prevail against the elements, and in a wet season, when the air is filled with humidity, there is a great danger of the crop being spoiled.

Virginia tobacco, with the exception that it grows in another part of the globe, possesses, in a large measure, the same natural characteristics as that of the Turkish tobacco. As an instance of the difference existing between tobaccos growing in the same locality, it may be mentioned that Virginia tobacco that is generally used for cigarettes is wholly unsuitable for pipe smoking. Experiments have been tried with the very best quality of Virginia cigarette tobacco, with the result that the throat and mouth become so burned and parched, that the idea of making a superior pipe tobacco from a first-class cigarette tobacco was ultimately abandoned.

CLAY PIPES.—From the very earliest time, pipes made from clay have been in vogue. Whether used for smoking tobacco or any other plant or herb, it is a fact that excavations have brought to light, both in Great Britain and elsewhere, curious specimens of pipes, apparently used for smoking purposes, that bear many indications of being coeval with the earliest geological periods. This may not prove the antiquity of tobacco smoking, it would prove, however, that man smoked something from the earliest periods of his existence. We have, however, only to deal with the clay pipe in its modern and commercial aspect. The best clay for pipe-making purposes comes from Devonshire. Its original colour is grey, during the process of baking it becomes white. The process of clay pipe manufacturing is very interesting. Two

pieces of clay are rolled out in long strips, narrow and tapering. They are then layed in lots and pressed one against another, after which a long wire stem is run through them from end to end. They are then placed in an open mould, after which in a closed up mould. A machine is then applied to make shape of bowl. They are then laid out on boards to dry, and afterwards baked. Cheap and public-house clays go out after this stage to the market; the better class are sorted, finished off, and carefully and smoothly prepared with sand paper, tipped—many with vulcanite—papered and boxed. The finer grades of clays are not glazed, it is only the medium class clay that is glazed. The *surface* in a good clay is everything, and great care is taken to get a really fine surface. Colouring clays and others of good quality are mainly denominated "cream coloured." From first to last a good clay pipe will pass through at least a dozen hands before it is finished. One of the old time favourites among clay pipe smokers is "Burn's cutty." The name probably arose from the man who originally introduced the shape of pipe. One of the earliest makers of this particular shape was Milo. Milo's clays for a time were very popular, but for quite a number of years the house has been defunct, and the trade seems to have disappeared. Other specialities in clay pipes are a numerous variety of "heads" of every type of man, and of every conceivable celebrity. The old fashioned "churchwarden," made largely by Southorn, of Broseley, is still the vogue in inns and country hotels, and during the winter months they have a regular sale as an indoor pipe. The short, black pipe, broken at stem, has been held up by journalists and others as the infallible sign of a low and degrading taste. No representation of "Bill Sykes" is complete without it, the navy, the common or garden thief, are all supposed to evince a partiality for this particular class of pipe, while no artist would dream of portraying the middle aged Irish female peasant without her treasured dudheen. The clay, through being a very cool pipe to smoke, has its devotees among the highest classes of society. In the best tobacconists' shops, clays will be found beautifully mounted in silver, with first-class amber mouth-pieces in rich companion cases, and sold at prices that would startle the man in the street. Refills are cheap, and, as a consequence, these mounted clays become warm favourites, but are only indulged in the extreme privacy of the man of the world's smoking den. I must not leave the subject of clay pipes without a passing reference to colouring clay competitions. Up till a few years ago, in the poorer quarters of most large towns, colouring competitions were held. Substantial prizes were given, the only conditions were that the pipe, and, I think, the tobacco, were to be purchased at the establishment providing the prizes. As most clay pipe smokers took a pride in colouring, these competitions were very successful. The few pounds distributed as prizes were amply made up by a large accession of trade, and usually an enhanced price for the pipes.

CLARO.—A term denoting colour for cigars, light or mild, *Colorado*, also denoting colour and strength, medium or mild.

COLORADO MADURO.—Strong, but not very.

COLORADO CLARO.—Very mild.

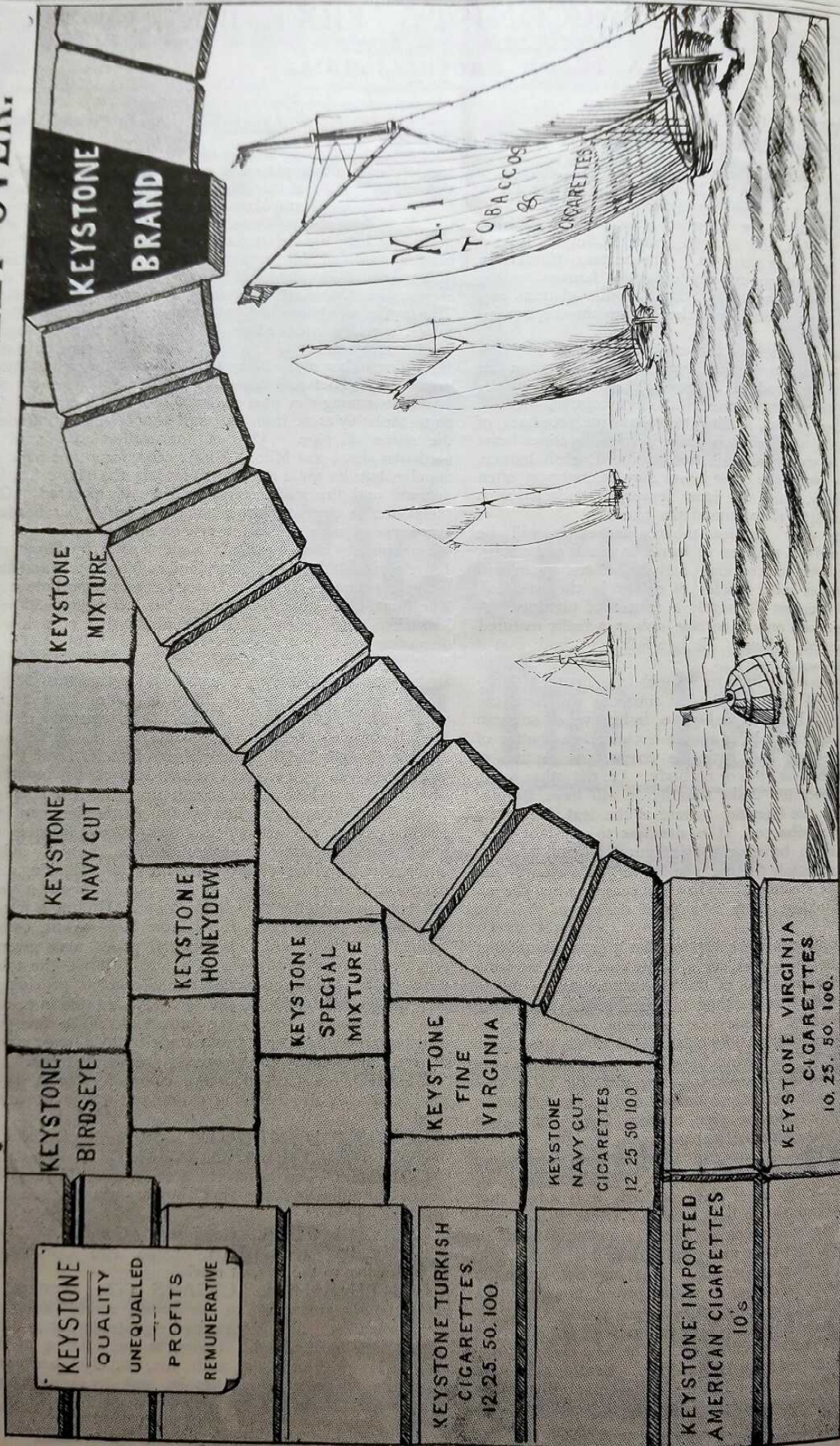
CONCHA.—An arbitrary term (Spanish) applied to cigars, as indicating size and weight, usually 100 cigars, weighing $1\frac{1}{2}$ lbs.

CONCHA FINA.—Good quality Conchas.

CONCHA REGALIA.—Large size Conchas, may weigh $1\frac{1}{2}$ lbs to the 100, or more.

CONTINENTAL CIGARS.—The continent has always been a great rival to the British manufacturer in the English market. The continental cigar trade is very different to that done in England. Owing to the absence of duties, and the low price of labour, rents, etc., etc., cigars are produced upon the continent very cheaply, and, as a consequence, the very poor are enabled to smoke cigars with impunity. All

THE BRIDGE THAT WILL CARRY YOU SAFELY OVER.



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

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

of this would indicate that there would be numerous grades in low priced cigars of an inferior order. For some years the continent was able to pour in its goods to the British market, to the great detriment of the English manufacturer. Not only was this done, but close imitations of Havana goods, with Havana marks, emanating from the continent, also flooded the English market. The raising of the duty to 5s. 6d. per lb. on cigars, exclusive of dock charges, freight, etc., on the one hand, and the Trade Marks Act on the other, made a great difference in the continental trade. The cheaper class of goods finds in England scarcely any market. We can now produce better goods at the same price. As all boxes have to be marked *re* their origin, Hamburg and Bremen can no longer pose as Havana. The consequence is, that, with some few exceptions, we now get from the continent their best goods, which, by-the-bye, acts as an admirable incentive to the English manufacturer to excel them. Many reliable brands, having a ready market, come from the continent, some of the very best of them come from Antwerp. The Tinchants make very reputable goods, one or two of their brands having a standard reputation.

COURTS.—Courts are neither cheroots nor Pickwicks, but a kind of compromise between the two. They are made of all tobacco, having no point, being perfectly straight at both ends. They were originally introduced in this country by two Swiss firms. Messrs. Cope, Bros. & Co., I am given to understand, was the first English firm that manufactured them. Since then, nearly every English cigar manufacturer makes and sells "Courts." They weigh 100 to the lb., packed in bundles of 20, and retail at 1d. each.

CROCODILE SKIN, because of its extreme durability, and beautifully glossy surface, is very fashionable among the classes, and is largely used in the manufacture of cigar and cigarette cases, and match and vesta boxes. In addition to its other qualities, the skin is very tough, which serves to protect the cigars or cigarettes from getting crushed in the pockets. The majority of these cases are handsomely mounted in silver, with shield for monogram and crest. Genuine crocodile cases fetch good prices, are almost everlasting, and are good, reliable stock. Unless a tobacconist is in a cheap neighbourhood, or can turn over his fancy goods rapidly, he should under no circumstances purchase *imitation* crocodile goods, as most of these on the market are shoddy, depreciate in value, and are at the best but poor and unreliable stock.

COLUMBIA LEAF is grown in Awblema, British Columbia. At one time this leaf was somewhat popular among cigar manufacturers, but, of late years its popularity has declined considerably, and at the present moment its sale is limited. It is now used principally for cut tobaccos. The tobacco itself varies in quality, the greater part of it is coarse in texture, the better class is thin and silky; the stalk, however, is very thick, and the flavour rather pungent.

CUBA.—An important dependency of the Spanish Government, is one of the largest and richest islands of the West Indies. Its area is about 43,319 English square miles; its climate is akin to the torrid zone, except in the higher interior, where it is more temperate. The seasons are divided into two periods—the hotter and wetter, the cooler and dryer. Cuba is principally known as producing the finest cigar tobacco in the world. The tobacco estates are scattered throughout the country, but most of the better class of tobacco plantations are situated in three important districts, namely:—Vuelta Abajo, Vuelta Arriba, and Partido. The factories are numerous, the ordinary cigar dealer having no conception of their number. The number of men employed may be roughly calculated to be from 18,000 to 20,000, while 2,000 to 3,000 women are employed as strippers, sorters, and cigarette packers, etc., etc. The average output is from 200,000,000 to 300,000,000 cigars annually. Efforts have been made by chemists and others to discover what it is in the soil or climatic conditions of Cuba that gives that unique flavour to its tobacco, for which it is so justly celebrated. All their efforts, however, have failed to this day. Such natural causes as may exist are absolutely unknown. Unfortunately for the Cubans, the drastic rule of Spain is a constant source of

discontentment, and leads to periodical risings, that, for the time being, threaten to cripple the industries of the country. It has been estimated by able authorities that, under a liberal constitutional government, the present resources of Cuba are capable of producing five times the revenue than what they do at the present time!

(To be Continued.)

A FAMOUS FLEET STREET SNUFF SHOP.

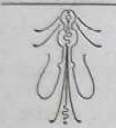
THE widening of Fleet Street between Ludgate Circus and Bride Lane has resulted in the demolition this week of the shop of John Hardham, the famous Fleet Street tobacconist. Ever since the construction of Ludgate Circus in 1870 it has been the corner house on the south side of Fleet Street. Its neighbour, the shop of Alderman Waithman (the famous Radical whose obelisk stands in the Circus), disappeared in that work. Hardham, who was chiefly famous in the last century for his snuff "No. 37," had made several essays before he finally gained a fortune. He came from Chichester, and was manservant, lapidary, playwright, actor, and acquaintance of Garrick. The latter employed him to count the audiences at his theatre, which his quick eye at gauging numbers enabled him to do, and thus act as a check on the moneytakers, who lived before the days of registering turnstiles. In the end he



opened, under the sign of the Red Lion, in Fleet Street, a snuff shop, which was patronized by Garrick, who advertised it by mentioning Hardham's "No. 37" in one of his comedies. This brought all the fashionable folk to the Fleet Street shop, and Hardham made so much money that at his death in 1772 he left £22,000 to the charities of his native town of Chichester. The secret of his snuff was never made public, but bequeathed to his successors. Several theories have been propounded to account for the origin of the name. It is said that Lord Townsend suggested it because 37 was the number of the Government majority in an important division in the Irish House of Commons. Another story was that it was given because there were 37 ingredients in the snuff. Another, and most probable, that it simply came from the number of the drawer in which he first kept it.

The Best House in the Trade
for Flakes, Navy Cuts,
Shags, Roll and all
Loose Tobaccos.

GOODBODYS



SEND FOR PRICE LIST (JUST OUT) TO

T. P. & R. Goodbody.

LONDON—10, MINORIES.
DUBLIN—1, WELLINGTON QUAY. BELFAST—41, VICTORIA
STREET. LIVERPOOL—91, WHITECHAPEL. CARDIFF—19, PENARTH ROAD.
FACTORIES.—GREENVILLE and TULLAMORE, IRELAND.

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Send for Samples of their remarkable lines of well-
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(assorted or otherwise). Sample Dozens sent to any
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Shapes or Sizes not approved of exchanged.

REPAIRS OF ALL KINDS PROMPTLY EXECUTED.
MOUNTING IN GOLD AND SILVER AT LOWEST
PRICES BY LARGE STAFF OF SKILLED WORKMEN.

NOTE . . .

CHARATAN, 146, MINORIES, E.C.

THE Tobacconist's Handbook,

by E. B. ALEXANDER,

Tobacco Trade Valuer to the Board of Trade.

No retailer or assistant should be with-
out this valuable work, in which inform-
ation concerning every detail of the trade
is to be found. See portion reproduced in
"The Cigarette World."

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

JULY 15, 1897.

REVISED EDITION.]

The Tobacconist's Handbook.

BY E. B. ALEXANDER.

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

CHAPTER V.—continued.

STOCKING CIGARS AT THE SEA-SIDE—continued.

THE cause of the difficulty of keeping cigars in the summer is to be found in the obvious fact that *the greater the heat the greater the amount of evaporation from the sea*, and, consequently, the greater impregnation of the atmosphere with saline particles. It is a known fact that upon a hot sunshiny day, with a gentle zephyr of a breeze from the sea, the cigars in open boxes for counter use in a tobacconist's shop will become soft in five or six hours, notwithstanding that they may have been hitherto in perfect condition. But still more damage may ensue in the *nights* following those hot days, arising from the condensation of the moisture in the atmosphere consequent upon the temperature becoming much lower, and that moisture being deposited upon everything around. Various circumstances may tend to increase this condensation (otherwise "sweating")—such as the roof of the shop being of iron, or even the ordinary lead flat, or being placed very near to the sea. At other times a gale from seawards, or a sea-fog, will carry an immense amount of moisture; but when the barometer is high in the winter, as in clear frosty weather, there is little or no moisture in the atmosphere, and you will find that your cigars frequently get "chippy" dry.

As you now know the cause of the surprising effects of sea-air on cigars, we will endeavour to instruct you as to remedy.

First and foremost, no more stock of cigars than is absolutely necessary should be kept in the shop, and even that must be removed nightly into the

Stock room, which should be at the back of the shop, in such a position that you can readily enter it from *behind* the counter, so that you can "pop in" and get a box of cigars without delay, when necessary. The dividing partition should be of glass as to the upper part, so that your customers can see that you have some stock therein, also to give you light in the room. It should be fitted all round with shelves about 9 inches deep, and about 18 inches apart; the lowest shelf not less than $3\frac{1}{2}$ feet from the floor; the shelves must be made of the best seasoned wood, or they will warp and crack in the dry air. Now we come to the question of heating apparatus; the ordinary open English grate is useless, because the radius of its influence is small, unless a big fire be kept going, and, like the American and Continental stoves standing in the middle of the room, the heat cannot be regulated sufficiently for our purpose. The ordinary gas stove standing in the fireplace is also too partial in its effects, unless a large quantity of gas be used, and then the heat is unbearable in the summer. The ordinary gas stove standing out in the room gives off an unendurable and unwholesome effluvia, and simply turns the moisture of the atmosphere into steam.

Thirteen years' experience at Hastings has taught us that the "Syphon" stove is absolutely the *only* form of gas stove that can be used for the purpose of *extracting* the moisture from sea-air; and that Clark's patent is the best of its kind. Turn to the advertisement of that firm, and note the drawing representing their stove. We will try to describe the action of the Syphon stove, as simply as we can, thus:—The air which feeds the burner ascending by the glass chimney passes down the two side columns depositing its moisture and, if sea-air, its salt upon the inner sides of these columns; it passes thence into the base chamber and again rises by a small tube at the back of stove to a central chamber above the burner, and thence passing over a series of plates at a very great heat, is delivered into the room practically pure and free from all smell. The products of combustion are condensed in the columns on either side of burner, and dropped out of the stove in the form of liquid into a tray underneath.

In addition to the above, the construction of the Syphon stove causes the air of the room to be constantly circulating

and passing through it (but not through the same channel as the burnt air), and thus warms and dries the atmosphere. Other advantages are, that the heat can be regulated to a nicety, it uses less gas than other stoves, and can safely be left burning at night under *any* circumstances; but do not forget to empty the condensing pan last thing, or you may find a pool of water in your stock room in the morning. There is absolutely no smell from this stove if it be in working order; if there is any disagreeable odour, send for your gasfitter at once! And mind that he is a qualified gasfitter, and not a labourer, or you will probably rue the result. As there is never a good without an evil, so the Syphon stove has its drawback, which, nevertheless, demonstrates that it does the required work, and that is, that the sea-air, combined with the acid products of gas, rapidly corrodes the iron of which the columns are made, and also causes an incrustation round the bottom of the stove; the remedy for the corrosion is to have *copper* columns only (which cost about 5s. more); the incrustation can be removed with a piece of wood, and the bottom of the stove touched up with japan black (anybody can do the latter). There are two forms of burner to these stoves: the ordinary Argand with chimney, which gives light as well as heat, and the Bunsen burner, which gives more heat and no light. We can give no scientific reason, but in practice we have found that the former is the better for a cigar stock room. The chimney we recommend is of thin sheet-iron with a piece of mica let in to show a little light; they are unsightly, certainly, but last for years; glass chimneys are always bursting, and all mica chimneys are expensive, and do not last long.

The ordinary condensing pan supplied with the stove gets corroded and eaten through very quickly at the sea-side; a shallow enamelled iron pie dish is a good substitute. The stove should stand out at least a foot from the wall, and should be supplied with gas by a piece of flexible tubing, so that you may shift its position if needful; the tubing should be fastened on a nozzle with tap, so that the gas can be turned off independently of the stove; this precaution is necessary in case of the tube getting broken. Messrs. Clark also make the "Syphon" stove to burn oil, which is a great boon where gas is not easily procurable; or even to warm the shop in winter without the expense of having gas laid on. They warrant that there is no smoke, smell, dirt, trouble or danger with their oil stoves.

The temperature of the stock room is an important factor in achieving satisfactory results, and must be scientifically studied; the lowest should be 60° and the highest 80°. Get a "maximum" thermometer; it is one which hangs horizontally and has a kind of pin which indicates the highest temperature reached; the cost is about 2s. Place this on a wall about 5 feet from the ground, in the coolest part of the room, which will probably be by the entrance from the shop; just before closing time, set your thermometer, shut the door of the stock room, and when you re-open in the morning, the pin will indicate how warm it has been during the night. The next night put the thermometer on a shelf above the first position; the following night still higher, and so on, until you have ascertained and *made notes* of the relative temperature of all the positions in the room; then replace the thermometer in its original position and keep it under constant observation; by the heat it registers you will be able to gauge that of the upper shelves. Generally speaking, it is much warmer in the stock room during night-time than in day-time, because, during the day, doors are being constantly opened and draughts created; of course, this would not be the case during the sultry weather. In frosty weather do not keep your stove alight during the night, unless you have some special drying operation on, otherwise the cigars will get too "chippy" to handle; during the day personal comfort necessitates warmth, but that is counterbalanced, to a certain extent, by fresh air coming in at the street door.

Selected
Tobaccos.

FINE AROMA.

Attractive Labels.

LOW PRICES.

SEND FOR
NEW
LIST.

THE
LARGEST
MAKERS
OF

BRITISH CIGARS

Robinson
AND
Barnsdale,

LIMITED,

NOTTINGHAM,

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LONDON, E.C.

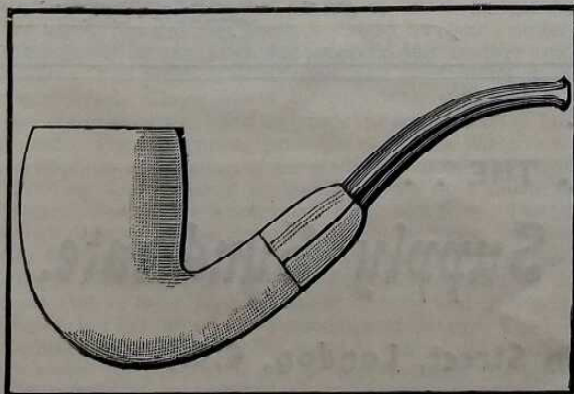
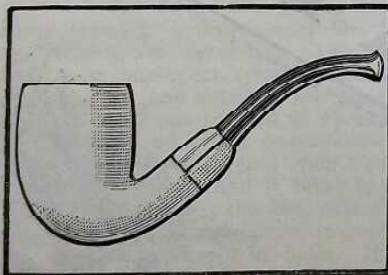
Ventilation is another important feature in a stock room; at night there should always be an outlet for the heated air; in some cases but very little vent will be required, in others much more; you must use your judgment in this as in most things; in certain positions and under certain circumstances more moisture is carried by the atmosphere than the stove can extract, hence the necessity for an outlet at the top of the room for what is practically steam. An instance in point was:—We constructed a stock room at the rear of a certain shop abutting on the sea; behind this was another room, so that the walls did not come in contact with the outer air in any direction. But the building being of one storey only, there was the usual flat roof covered with lead; the stock room ceiling of match-board was lined with roofing-felt; we put a "Syphon" gas stove in it, and reckoned that that room was "fit" (as the Americans say) to keep any number of cigars in good condition; *but it failed to do so!* All the stock was soft as pap! Enquiry elicited that the row of shops had been recently built, and that stormy weather was prevalent during the building thereof; watching betrayed the fact that the walls gave out a very considerable amount of moisture, which would have been apparent on wall-paper, but did not show on match-boarded walls. During the nights, when the stock room was closed up every way, it became full of hot air charged with twice or thrice as much steam as the stove could possibly condense; the roof was cold and, as it were, repelled the moisture, which, in turn, attacked the cigars, which were (note the curious fact) dampest on the *top* shelves. A good-sized ventilator of perforated zinc, with a sliding shutter to close if required, was made in the ceiling, with a short flue terminating in a cowl above the roof, and lo! the stock room became all that could be desired, and the cigars were kept in perfect condition, although the shop stood on the seaward side of the promenade, and as much exposed to sea-air as one of the kiosks on, say, Brighton Pier. And thus were the forces of nature once more overcome by science! (The reader will please excuse the "chuckle!")

(To be Continued.)

An Interview with Sir Wm. H. WILLS, Bart., M.P.

1837—1897.

1837. 13 OZ.



97. 27 OZ.

ANNUAL CONSUMPTION OF TOBACCO PER HEAD OF POPULATION.

THERE is probably no man in England more competent to speak about the growth of the tobacco industry from 1837 to 1897 than Sir W. H. Wills, the chairman of Messrs. W. D. & H. O. Wills, Limited, the celebrated tobacco manufacturers.

Speaking to a representative of *The Golden Penny*, to whom Sir William was good enough to grant an interview, he said, "At the beginning of the Queen's reign there was scarcely such a thing in England as packet tobacco. That is to say, the people who smoked then had their tobacco weighed out to them like tea. The principal tobacco sold in packets was a strong full-flavoured Virginia shag, which was supplied to the iron works in South Wales, and there was a commoner kind of shag, which was sold in England, principally in the west. This was in packets, labelled with a black nigger's head. The tobacco sold in Wales had a red negro's head on the stamp. At that time the demand for a fine, bright-coloured tobacco did not exist.

BIRDSEYE.

"About the year 1844 one of our customers wrote and asked if we could not give them a better quality birdseye tobacco than that sold at threepence an ounce. We immediately began sorting out the very fine, bright leaves from the Virginia tobacco which we used for the Welsh trade, and which we had never troubled to sort out before. This tobacco was put up in packets stamped with a red negro's head, and that was the beginning of Wills's best birds-eye. I think the sale for the first year we made it was a few hundredweight only. Practically speaking, that was the starting point of the trade in high-class packet tobaccos in England."

SNUFF OUT OF FASHION.

"Can you give me some reason, Sir William, why snuff taking has gone out of fashion?"

"Well, I suppose one of the reasons is that men always use white handkerchiefs nowadays. In the old days every gentleman used a coloured silk pocket handkerchief, and carried a snuff-box. In 1880 I don't think there were more than four members in the House of Commons who carried a snuff-box. They were, if I remember rightly, the present Lord Chief Justice, Sir Robert Fowler, Dr. Lyons, and Mr. Wharton. Going back before 1837 it may be interesting to note that George the Fourth was an inveterate snuff-taker; in fact, it was he who originated the celebrated 'Prince's Mixture.' George the Third always took snuff freely, and his shirt-front used to be sprinkled with it. It was the custom of some men who were great snuff-takers to carry it loose in their waistcoat pockets—a most objectionable habit."

"And now I suppose the trade has quite died out?"

"I remember one customer of ours, an old lady who kept a small grocer's shop in Trowbridge. She used to order every three months a cask of Scotch snuff weighing about 5 cwts. This she sold to the weavers and workpeople of Trowbridge, but she hardly ever weighed any of it. Customers used to bring their boxes for her to fill, and she simply charged according to the quantity she thought the boxes held. At that time we used to put down many tons weight of leaf at a time for making into Scotch and Rappee. The trade now is much diminished."

BUT SMOKING INCREASES.

"Still, if snuff-taking has decreased, smoking has increased?"

"Oh, yes. In 1837 it was considered an extremely fast and evil thing to smoke a cigar in the streets. At the club rooms of the old inns in Bristol (there were no regular clubs in those days) the long churchwardens were the pipes mostly used by smokers. A man who walked out in the daytime with a pipe in his mouth was considered to have gone irretrievably to the bad."

THE POPULARITY OF THE CIGARETTE.

"Has not cigarette smoking made a large difference to manufacturers in England?"

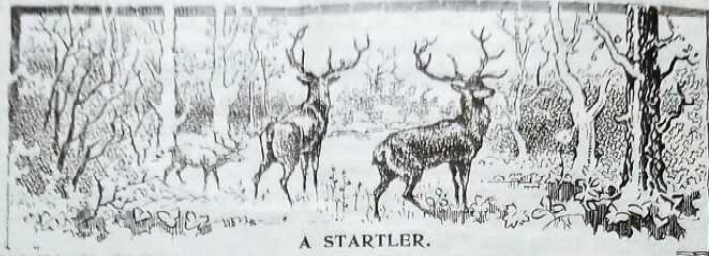
"Yes, it was in 1865 or 1866 that the cigarette industry began to be developed in this country. Of course, cigarettes had been used on the Continent long before that. I think it was principally due to the Crimean War that officers and clubmen took to smoking cigarettes. To show you how largely the trade has developed, I may mention that at that time we used to give out about fifty pounds of tobacco at a time to a Russian Pole, who used to make it up for us into cigarettes. That was the nucleus of our cigarette trade."

"I suppose the cigarette trade has developed marvellously during the last few years?"

"It has. Without going into details, I may mention that we have several cigarette machines now capable of turning out over 200 cigarettes a minute. Most of the machines are American or French inventions."

"Then the British cigar trade has increased lately as well, hasn't it?"

"Most certainly, by leaps and bounds, I may say; of course, there has always been a certain prejudice against British-made cigars, but I may tell you that that prejudice is fast dying out, and the recent troubles in Cuba will greatly help to finish it."



A STARTLER.

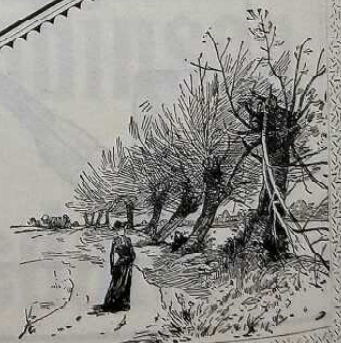
You will Find 



OUR NETT PRICE LIST

A PERFECT

STARTLER



THE

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



A Post Card addressed to . . .

. . . THE . . .

Tobacconists' Supply Syndicate,

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

Will ensure a copy of it.

“Cutting.” EIGHTH ARTICLE.

CAN “CUTTING” BE CHECKED?

This is a very pertinent question, and one of extreme interest to the trade at large. If “cutting” cannot be checked, then the whole issue falls to the ground. If “cutting” can be checked, then we have a distinct grievance against the big manufacturer. It is a very easy thing to say that when once the goods leave our premises we have no means of tracing them. We cannot control them when once they are paid for. The goods are not our property, but those of the purchaser to do with them as he thinks fit, and we cannot be so arbitrary as to dictate to the purchaser what way he is to deal with the goods when once he has paid for them. All of this is very plausible, but very one-sided. Most houses are in a position to protect what they consider to be their interests, and in the ordinary way of trading the mind is sufficiently ingenious to conceive and to carry out practical plans for the advancement and protection of the best interests of the house it controls. Under ordinary circumstances it would be exceedingly difficult to check the efforts of the small cutter here and there, but where the cutters are very large purchasers there is no difficulty whatever. Exceptional circumstances give rise to exceptional methods of treatment, and even if the cutters were not large purchasers there are means, as I shall show later on, whereby the smallest cutter can be controlled.

Some months ago, when certain London cutters were threatened, one of them advertised in several general and trade papers for supplies of specified goods from indirect sources. Notwithstanding the great hubbub that was made by retailers in general, it would surprise some of my readers if they could have seen the replies from a number of traders willing, nay, anxious, to serve their “cutting” opponents on favourable terms. It was a bold stroke, full of defiance, betraying a cynical knowledge of the cupidity of human nature in general. In the absence of a recognised plan of procedure the cutter would have succeeded in defying the large manufacturer. As I have stated before, the big manufacturer has been throughout the cutter's friend and ardent supporter, and he had no particular desire to check “cutting.” He knew it could be checked. He, however, was influenced by the erroneous idea that the cheapening of his goods in certain quarters would mean the ultimate cheapening of them all round, and consequently a material increase in the demand, as the cutter, by bringing about such a state of things, would be largely helping the big manufacturer. This gentleman could not see that it would benefit him to interfere, and therefore, much as he sympathised with the small retailer, he couldn't for the life of him check “cutting.” He was so very earnest in his attempts to prove the idea absolutely impracticable, that with considerable reluctance he must defer the practical consideration of anything so utterly improbable of achievement.

I am willing to admit that at the first glance the difficulties in the way of checking “cutting” appear insuperable. In this, as in other cases, appearances are deceiving. The difficulties are readily overcome by an intelligent system of combined action. Manufacturers, wholesalers, and retailers are equally interested. No one section of the trade can succeed in checking “cutting” without the direct support and active co-operation of the other sections. If the manufacturer had agreed upon a schedule rate of discounts for *bona fide* wholesalers, and in order to secure trade a wholesaler here or there gave away the best part of the discount to some large or favoured customer, it is easy to conceive that the best efforts of the manufacturer would be futile. If, on the other hand, the manufacturer modelled his discounts in proportion to quantities of goods purchased irrespective of the relative position of the purchaser, it is easy to conceive that a large retailer practically gets the wholesalers' profits, on which margin he can afford to trade. In the first place, it should be clearly understood that there would be one price for retailers, and another price for wholesalers. The position of retailers and wholesalers should be properly defined. There would be very little difficulty in this; there are ready means at hand to gauge the actual class of business a man does. The anti-cutting principle cannot be effective if only made to apply to one section of the trade. It must apply throughout. Nothing can be gained by laying down a rigid course for the retailers and allowing the wholesalers to go *scot free*. The cutting of the prices among one section of the trade makes it possible and probable for the other section to do likewise. If Mr. Wholesaler has a margin, say, of 10 per cent. off list price, it must be on the conditions that he must pledge himself directly and indirectly not to sell below the list price to any customer whatever. The penalty for the wholesaler is precisely the same as that of the retailer, viz., not only would the wholesaler not be supplied with the article he had undersold, but in addition he would be unable to obtain supplies of a long list of proprietary articles sold to him and others under the same conditions. It has been thought impracticable to trace individual articles to their source. When chatting over the

matter traders have remarked, “Oh! how can you trace in the North of England, for instance, a packet of ‘May Blossom,’ ‘Three Castles,’ or ‘Guinea Gold.’ Suppose the shopkeeper bought it of a wholesale house, how are you going to trace it? You will want an army of inspectors travelling throughout the country at enormous cost, a nuisance and a plague to everybody. Oh, no, that wouldn't do! Then how are you going to bring pressure to bear? What firm will let you look through their books, &c., &c.?” The tracing of goods is not so difficult as one would imagine. I will give a practical illustration:—John Smith & Co. are the well-known manufacturers of the famous “Mudlark” cigarettes, of “Whipper-Snapper” flake, and “Tantivy” birdseye; their goods are to be purchased at all tobacconists and all wholesale dealers. Now John Smith & Co. are not only anxious about the reputation of their goods, but also that their goods shall secure their standard value, or be sold at a recognised price throughout the kingdom. Their goods are firmly established on the market, are in steady demand, and they are determined to make it worth while—by allowing a fair margin of profit throughout to all dealers—to handle their goods. With that view they make the condition that there shall be “cutting” nowhere. John Smith & Co. have five rivals nearly similarly situated. They are the well-known firms of Abel, Clarke & Co., Richard Williams & Co., John Stevens & Sons, Hardwick Bros. & Co., and Saunders Ltd. These six, the most important houses in the trade, agree among themselves that the man who cuts the goods of one of the firms shall be deemed guilty of having cut the lot, and will from that time be debarred from getting the goods of any one of the six; further, that the wholesale house that supplies the regular cutter, after being duly warned, shall be deemed equally guilty, and will consequently be debarred from getting the goods from the aforesaid six houses. This is all very well, but how is it to be carried out? Approximately in this way. Each of the above houses have three distinct classes of customers—(a) Retailers; (b) Wholesalers; (c) Shippers. Suppose these firms have printed upon all their packets (proprietary)

numbers in small figures, thus A $\frac{1}{000000}$ B and C ditto. When entering in books the order, the regular operators of trade would make the numbers run almost consecutively, and at approximate dates; ordinary checking could verify. Thus:—

Smither, Newcastle.

A. 2 lbs. “Tantivy,” $\frac{1}{459-484}$

2000 “Mudlarks,” $\frac{1}{1110-1205}$

5 lbs. “Whipper-Snapper,” $\frac{1}{594065-720}$

If it were a wholesale man the series would begin with:—

B. Numbers on the same sale.
With export:—
C.

Now we will say, for the sake of argument, John Williams, a tobacconist, of Derby, is a member of the “United Forces Anti-Cutting Association.” Some of his customers complain to him that Dick Evans, the other end of the town, is “cutting” “Tantivy” birdseye. No detective is necessary, and no uniformed inspector; he sends some acquaintance for a package, who brings it to him. He examines the package, and finds the series to be B (some wholesale house has supplied it), and the number B 1000—9453. He sends to the office of the Association, whose secretary writes to the firm and finds this number was begun ten days ago; numbers 1000—9 from 4—600 were supplied to Smith, Wiggins & Co., of Nottingham. They write to Smith, Wiggins & Co. a caution, who caution Dick Evans, who either has to stop or will get none of the goods of the six houses.

Don't think for a single moment that this is impracticable; it is nothing of the kind. Furthermore, it is working very successfully this day by the “Chemists' Anti-Cutting Association.” However complicated it may look on paper, it is simplicity itself when put thoroughly in practice. It may be urged that the punishment is too drastic, that the whole thing is too coercive, and may be illegal. The punishment is intended to be drastic in order to effectually check this trade demon of “cutting.” Don't let us speak of coercion when thinking of the cutter. It is by coercion, pitiless, merciless, crushing coercion, that the cutter thrives. So we need not consider him. Don't be afraid that the above scheme is illegal. Opinions have been taken on the matter of the highest legal authorities, and the whole matter is thoroughly legal. If anyone suggests that what would apply to the chemists and grocers does not apply to the tobacconists, don't you believe it. The sales of “Bovril,” “Liebig's,” “Carter's Liver Pills,” “H.O.,” must be immense, and the same methods should successfully obtain in checking “cutting” in the tobacco trade as with the chemists and grocers. Try the experiment before you condemn it.

In my next contribution I will give you further practical illustrations.

MR. SCRIBBLER AT THE SYNDICATE.

It was neither bright nor early, but, to quote an expression from one of the young lions of the D.T., there was a suspicion of a cimmerian darkness hovering around the precincts of Plum Tree Court—what a charming name, by-the-bye—when, on the first day of the leafy month of June, I found myself entering the portals of the warehouse of the Tobacconists' Syndicate. Two representatives of a pipe house preceded me. The beaming smiles of the one, coupled with the determined expression of the other, led me to conclude that these two gentlemen would not leave the precincts without an order, and I am more than inclined to think that the conspirators succeeded.

While waiting my turn, I was interested in observing the numbers of people coming with long lists of orders, and bright golden sovereigns to pay for them. The packers were busy, the cashier was busy, all except myself. If I was busy at all, it was in industriously desiring to change places for one brief hour with the cashier, the stream of gold was so tempting. Eventually I entered the sanctum, and was confronted by five jovial gentlemen; there were five to one, but I felt not dismayed. In my blandest manner, with my well known captivating smile, I asked for notes—I kept my eye on the cashier—being careful to explain I was not at all particular as to their dimensions. The Syndicate felt troubled, and quoted various denominations as a possible solution. I put them however, at their ease, by explaining that Scribbler scorned any connection with the old lady of Threadneedle Street. Except by reputation she was an unknown quantity to the paper stainer, who merely desired some harmless memoranda. The Syndicate felt relieved, giving immediate expression to the agreeable change of feeling by offering me paper and pencil, and a cigar as big as myself.

"Well, gentlemen, I shall feel pleased, in the interests of the readers of the C.W., to know all about your new factory."

THE SYNDICATE: "We have recently taken over the factory of Messrs. Hubbard & Co., of Farringdon Road. Although we had become lessees four months ago, the workmen are not yet out. We have given the place a thorough overhauling, putting up new and improved machinery, improving the sanitary arrangements, and putting down expensive plant for cutting and blending tobaccos, and the manufacture of cigars and cigarettes."

"To start with our tobacco. As old retailers, we know a good piece of tobacco when we see it, and we have the reputation, individually and collectively, of being very careful buyers. We make it a point that the Syndicate shall turn out as good tobacco, and at such quotations as the most exacting of us would require for his own purposes. Notwithstanding the increasing demand for fancy tobaccos, shag still remains the staple article of the tobacco trade; recognising this, we are turning out a shag, that, for strength and purity cannot possibly be beaten."

"What about flakes?" "We are glad you mentioned flakes. We know the object of the question. We are quite up to date here, Mr. Scribbler. We have employed in our factory one of the best experts from Scotland, solely for flakes, with the result that our Hand Cut Virginia and Navy Cuts are equal in every particular to the best on the market. In fact, we feel quite vain when we talk of flakes. The increasing demand for the T.S.S. brands of these particular goods leaves little if anything to be desired. We might mention that, in order to maintain uniform quality, we have a sufficient stock of the raw material to last us for some considerable time to come."

"And cigars? What localities do you assort from?"

"Our experience teaches us that the best, as well as the most reliable and popular of cigar tobaccos are Borneo, Poperinghe, and the best goods of Sumatra; if we add to this that all our cigars are hand made, we use no moulds, that we blend the above leaf tobaccos with Havanna and seed fillers, your readers, as practical men, will be able to judge of the value we give them in cigars. We also have two brands of imported Havannas, our own property. One, the "Flor de Denmark," in honour of the Princess of Wales, the sizes of which are named after different members of the Princess's family, is not yet out. The quality will be very choice, while the labels will be handsomely and accurately reproduced from designs by the London Stereoscopic Company."

"Our stock of fancy goods is both varied and extensive. To show you that we are not unmindful of small things, we are introducing a first class cigarette paper, superior, we think, to many upon the market, at the low price of 2s. 3d. per 100 books."

"Our list of proprietary articles in tobaccos, cigars, and cigarettes, comprise those of all the recognised houses in the trade. We have no less than 30 varieties in penny packets alone."

"Our principles of doing business are to supply small retailers at such terms for cash that will enable them to readily compete with the well known cutting establishments. To do this, we must be content with a minimum of profit. We are, however, satisfied that we are achieving the object with which we commenced business, and we rest contented."

"For the convenience of customers who cannot always get to the City, all goods quoted in our list may be had at the same prices at the following addresses:—

ARKELL, B. R.,
10, Long Lane, E.C.
127, Strand.
CUSTANCE, J. H.,
43, High Street, Putney, S.W.
36a, Hill Road, Wimbledon.
GRAHNERT, E.,
20, Sussex Place, S. Kensington.
167, Earl's Court Road, S.W.
KEVIS, J.,
263, Portobello Road, W.
RANSFORD, G.,
238, Gt. Portland Street, W."

COSMO.

Will of Mr. Barnett Salmon.

(SALMON & GLUCKSTEIN, LTD.)

By his will, which bears date August 5, 1896, Mr. Barnett Salmon, of 155, Sutherland Avenue, and of 41, Clerkenwell Road, formerly of the firm of Salmon & Gluckstein, tobacconists, who died on Feb. 11 last, aged fifty-seven years, leaving personal estate of the value of £46,491, appointed as executors his wife, Mrs. Lena Salmon, his son, Alfred Salmon, and his brothers-in-law, Isidore Gluckstein, Joseph Gluckstein, Montagu Gluckstein, and Samuel Joseph. Mr. Salmon bequeathed to his grand children, Barnett Salmon Abrahams, Abraham Adrian Abrahams, and Barnett Alfred Salmon, £200 each; and to his wife £1,000, his consumable stores, horses and carriages, furniture, plate, pictures, and articles of personal and domestic use and ornament. He ordered that a sum of £10,000 should be set aside and held in trust with all the residue of his estate to pay the income thereof to Mrs. Salmon during her life, and to hold the trust funds in trust for such one or more of the testator's children, excepting his son Alfred, who is sufficiently provided for, as Mrs. Salmon may appoint. The shares in Salmon & Gluckstein (Limited) and in Joseph Lyons & Co. (Limited), transferred by the testator to his children during his lifetime, are to be brought into account, and the trustees may allow his shares and debentures of those companies, and moneys advanced by him to them, to remain in their present state of investment. They may invest upon the security of freehold and leasehold estate in Great Britain, but not in Ireland, and no advances on account of the shares of expectant legatees are to be made out of the sum of £10,000 directed to be set aside.

Correspondence.

THE RECENT TOBACCO EXHIBITION.

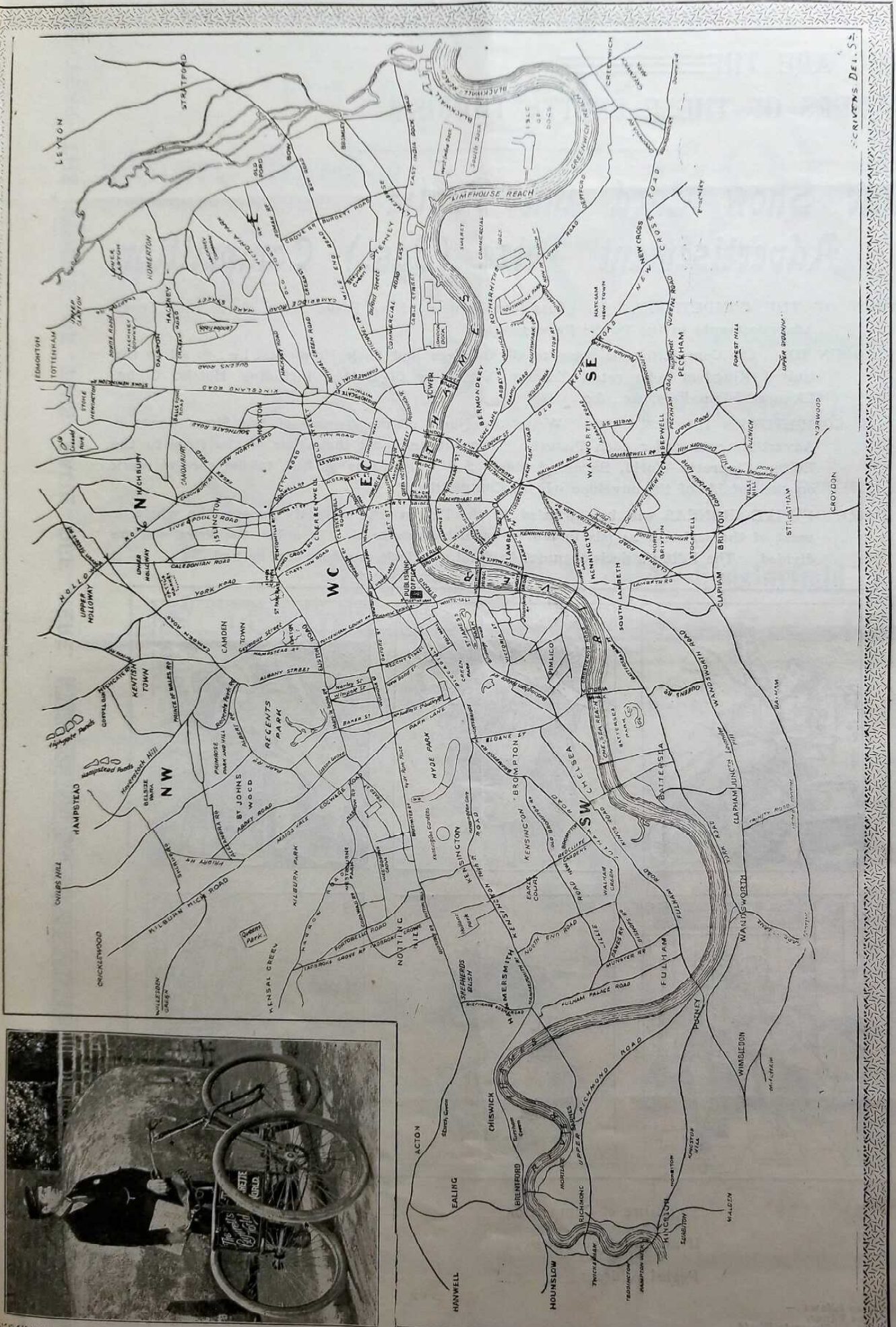
SIR.—There having apparently been a misunderstanding as to the nature of the award for British cigars in connection with the recent Tobacco Trade Exhibition, we have thought it advisable to address a letter to the promoters of the Exhibition, of which we enclose a copy herewith, and beg to request that you will be so good as to accord same publicity in the forthcoming issue of your esteemed journal. We are, &c., J. R. FREEMAN & SON.

St. John's-road, Hoxton, N., June 23.

[Extract from Enclosure.]

"We wrote you on June 4 asking you to give us the names of papers in which your intention to give a prize for cigars of British manufacture was advertised for two months prior to the Exhibition. As this, we understood from one of your recent letters to us, you were willing to do, but we are still without the particulars. It was certainly generally understood that a prize was to be given for the 'finest display of British cigars,' but the statement of the firm advertising in your paper—that they have received first prize and medal for cigars of British manufacture—can hardly mean that as those words most distinctly imply that their cigars had been judged in open competition for make, quality, &c., and had proved to be the best. We have asked the opinion of a number of exhibitors, and they none of them were aware that such an award was to be made; and if, as your advertisers state, they did gain such a prize, they were, as far as we can ascertain, the only competitors for it. We would mention that up to now our cigars have, on every occasion on which we have competed, gained the first prize, and we have every confidence in their standing in the future."

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



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



Fill in and Post us this Page.

WHO ARE THE OWNERS OF THESE PRETTY THINGS ?

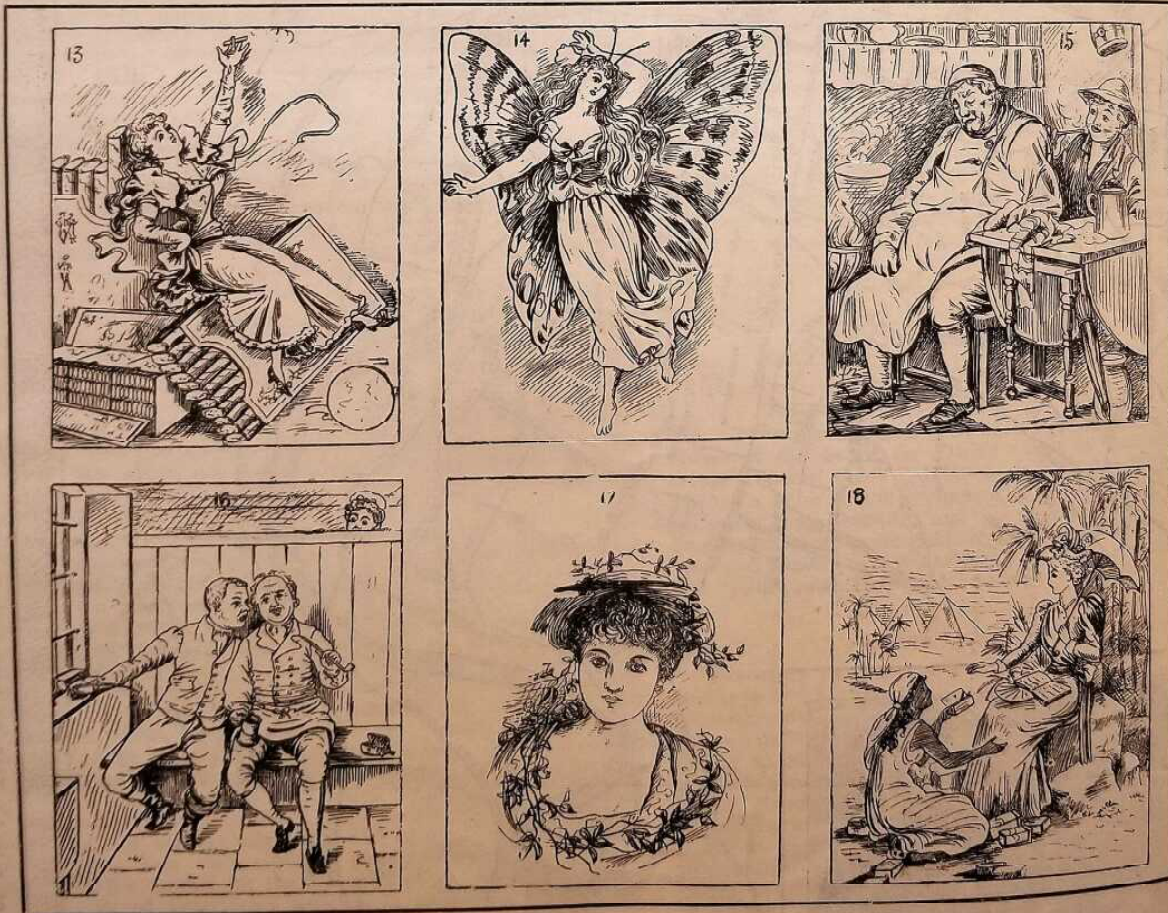
Our Show Card and Public Advertisement Prize (5gs.) Competition

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

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

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

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



Signature of Competitor

If an Employé state so

Postal Address

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

TEAR THE WHOLE OF THIS PAGE OFF HERE.

The Most Popular

Penny Packet

ON THE

Market.

“TRADES UNION”

In Packets containing

7 CIGARETTES

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

MANUFACTURED BY

GEO. MASON & SON, Chesterfield.

IT WILL PAY YOU to stock a well

advertised article.

**“FLOR DE
DINDIGULS”**

Return you a remunerative profit, and are

NOT CUT.

BEWLAY & CO., LTD.,

49, STRAND, LONDON, W.C.

In ordering please quote the “Cigarette World.”

MEM. FOR TOBACCONISTS.

To sell OGDEN'S GUINEA GOLD CIGARETTES is just as easy as shelling peas. See what we do to familiarize the public with the name of our Brand. The following are a few of the many advertisements which daily appear in newspapers, magazines, &c.

British made by British Labour

OGDEN'S 'GUINEA-GOLD' CIGARETTES

M&C

Are you there?
Are you there?
ARE YOU THERE?
!!!!!!
Why dont you put me on
the right firm?
I want Ogden's
Whose?
Ogden's
What name?
Ogden's!
Spell it please
OGDEN'S
Oh! OGDEN's the
"GUINEA-GOLD"
CIGARETTE maker!
All right - Now you're
on the right firm.

XII

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

"If I ken't
hev no
Di'mond
Jubilees,
I guess I ken
hev
OGDEN'S
'GUINEA-GOLD'
CIGARETTES

M&C

A LONG SMOKE

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

Frank O'Hall

He smiles
because he is
supremely happy.
He is
supremely happy
because he is
Smoking one of
OGDEN'S
'GUINEA-GOLD' CIGARETTES

M&C

PRaised
ON
ALL
HANDS

MY FAVORITE
QUITE PURE
FINE FLAVOR
BEST BLEND

OGDEN'S
"GUINEA-GOLD"
CIGARETTES.

M&C