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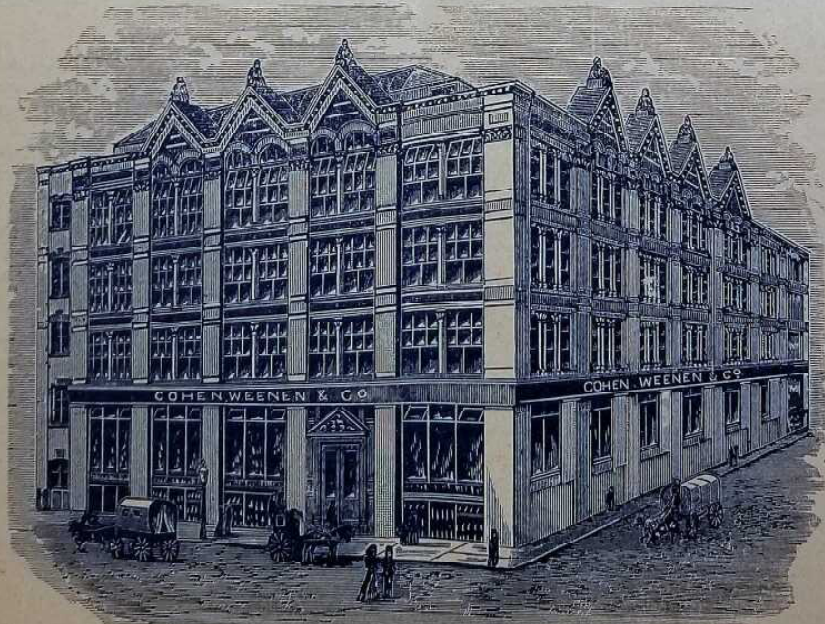
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Guaranteed Pure Virginia.
Sweet, Cool, and Fragrant.

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FINEST VIRGINIA HAND-MADE.

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WE beg to inform you that our revised
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The Cigarette World AND TOBACCO NEWS.

Edited by JAMES MOORE & OCTAVIUS BEATTY, M.A., LL.B.

JULY 15th, 1900.

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

LAST month we commented briefly on the prosecutions which were instituted against certain firms who were selling cigarettes in packets bearing a stamp, which, except upon very close scrutiny, was very similar to those issued officially for the protection of Egyptian manufactured cigarettes. In the course of our remarks, we stated that, in our opinion, but little sympathy could be felt for the perpetrators of this ruse, and we feel that all traders who conduct their business on honest lines must agree with us on that point. During the past month, however, the prosecutions have entered into a wider sphere, and, in the case of Messrs. B. Morris & Sons, Ltd., where no such artifice was resorted to, Mr. Haden Corser, at Thames Police Court, declared that a packet of cigarettes, admittedly manufactured in England but bearing the words "Cigarettes Egyptiennes," bore a false trade description, and mulcted the defendants accordingly. The magistrate stated that if a person went into a tobacconist's shop and asked for an "Egyptian" cigarette, that person naturally expected to receive a cigarette made in Egypt, and this appears to be logical on the face of it. But the question arises, what is meant by an Egyptian

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Manufactured by ADKIN & SONS,
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cigarette; is it a cigarette made in Egypt, or is it a cigarette made from tobaccos blended after the manner of the Greek-Egyptian manufacturers, irrespective of place of manufacture? The trade has generally held to the latter description, excepting when the word "imported" was prefixed, but Mr. Haden Corser decided differently. He should then have gone a little farther and said that the purchaser really expected to get a cigarette "made from Turkish tobaccos blended and manufactured by Greek hands in Egypt," but we say without hesitation that the public who ask for an Egyptian cigarette have no such expectation, as those who wish for an imported cigarette invariably ask for it by name.

ONE point is to be carefully noted in this case—there is no imputation that Messrs. Morris ever represented the cigarettes under consideration to be imported cigarettes, their contention being that "Osiris" cigarettes were manufactured with similar tobaccos, blended in the same manner, as are used by the Cairo and Alexandrian manufacturers, and that the colour and design of their labels were in artistic harmony with the result of such associations. This, we venture to think, is perfectly natural; no man would be likely to ornament a tin of cigarettes with a corned beef label, because there is nothing in common between the "delicious little morsel" and the toughened product of an "Armour" factory; but an Oriental design, and orthography suggested by the result of a blend of tobaccos common in Egypt, has been held by this eminent magistrate to be a false trade description.

ONE of Mr. Corser's reasons for his decision in the matter is peculiar—that as it is well known there is no tobacco grown in Egypt, therefore the public are liable to be deceived by such a label as Messrs. Morris', but in the case of Turkey, where tobacco is grown, no one can be deceived. And yet we have seen cigarettes labelled "Turkish," the boxes of which have been emblazoned with coats of arms and crescents galore, while the Turkish tobacco contained in them has been infinitesimal compared with the quantities of other tobaccos used in the blend.

WHILE it may be that there is something to be said on the other side of the question, still the foreign manufacturers have themselves to blame greatly for the position that has now arisen. They have surrounded the production of their goods with much that is objectionable; the prices charged are intrinsically high, even allowing for the higher rate of duty; and the profit on sales by the retailer is in many cases ridiculously small owing to the importers' transactions with trading concerns whose morality on the question of "cutting" is distinctly low. Although it would be unfair not to admit that the Greeks have created a demand, in a section of the public tastes, for Turkish tobaccos blended in particular proportions, still we fail to see why they should retain a *legal proprietary control* over that demand when British manufacturers can and do produce an article of the same

flavour and equal quality for less money. There is no magic in the word "Egyptian" further than has been put into it by the magistrate, and this is about on a par with the wonderful word "air" which has been worked into the case. "Egyptian" has been used by the trade for years to describe cigarettes containing certain blends of tobaccos, and it will remain to be so used, just as *imported Egyptian* will continue to describe something at a higher price with the Egyptian Government's stamp affixed.

WITH all due deference and humility, we venture to think that no one has been deceived (except, perhaps, some persons connected with the Court). If a man wants an imported cigarette he knows what he wants and asks for it. He will ask for one, a dozen, or a packet, as the case may be, of Vafiadis, Nestors, Liapopoulo's, or any other brand which he is in the habit of smoking, and we do not think that even a Police Court functionary could move him in his quest after the article which he desires.

THE "Newcastle Programme" to which we referred in detail last month, seems to have elicited numerous expressions of approval from various associations, and views, which can only be called extraordinarily sanguine, were expressed as to its success. At the meeting of the Bradford and District Retail 'Tobacconists' Association, glowing pictures were drawn of the coming millennium, when 300,000 vendors of tobacco should be enrolled at half-sovereign a year, and £150,000 would consequently be the annual income of the new alliance. Other speakers, it is true, seemed doubtful as to the prospects of getting the retail trade to join in large numbers, but little heed was paid to their pessimistic opinions. It was further stated that thirty-seven manufacturers, including the leaders of the trade, had approved of the principles of the scheme. No names were mentioned, and we shall be greatly surprised if eventually anything like this number definitely decide to throw in their lot with Mr. St. John and his party. No doubt some of the manufacturers from the north would find it to their interest to support the new alliance, as, by so doing, they would certainly increase their output. But what about the south? It is a significant fact that at the Liverpool Conference the south was not represented at all, and when we reflect that London alone contains one-seventh of the tobacconists of England, we must conclude that the proceedings at that conference cannot be supposed to be any indication of the general attitude of the retail trade.

MR. ST. JOHN, who has certainly the merit of working energetically on behalf of his proposals, has stated that "in six months over 50 per cent. of the trade will be enrolled." This is truly a large order, and, in our judgment, there is little prospect of such a roseate estimate being realised. Though, for reasons which we fully explained last month, we neither approve nor believe in the success of Mr. St. John's scheme, we think he is fairly entitled to praise for the very able way in

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leave a good margin of profit to the Retailer, and are not cut.

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Packed ONLY in 1/2 oz. Cases to retail at
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TERMS AND PRICES ON APPLICATION.

which he put the case against the "cutter" at the conference at Liverpool. Mr. St. John evidently knows the tricks of the "cutter" intimately, and we only wish that the remedy he suggests, was as sound as his knowledge of the circumstances which have led to his advocacy of that remedy.

The following, from *The Daily Express*, seems to want a lot of beating:—"A curious incident has occurred in connection with the trial of two burglars at Amsterdam. The detectives discovered a plug of tobacco which had been chewed on the premises where the cracksmen had been at work. When the prisoners appeared in court, the judge ordered the plug of chewed tobacco to be compared with the tobacco found in the possession of one of the men when arrested. Experts could not agree as to the similarity, as the tobacco had been chewed. But the judge, apparently a modern Solomon, not to be beaten, ordered some of the tobacco to be chewed. An habitual chewer being found, and the operation being completed, the quid was examined, and finally pronounced to be exactly similar to the plug which the detectives had found. Thereupon the prisoner was convicted!"

Truly the way of the transgressor is hard, but the moral seems to be "business first and pleasure afterwards." Had the burglars discharged their professional duties first and then chewed the tobacco at home they would have escaped. As it is, they will be without a "quid" for a prolonged period.

"Uncle" seems to be playing it rather low down Spennymoor way. At the last meeting of the Spennymoor Urban Council a considerable amount of discussion arose over the granting of four pawnbrokers' licences. It was alleged that people who pawned goods were compelled to take part of the value in tea and cigars. Mr. Bell, one of the councillors, tested the matter for himself, and in the interests of the public "popped" his "ticker" for half-a-sovereign, and found that he had to take nine and sixpence in cash and two threepenny cigars. It was decided to renew the licences, but to instruct the Clerk to write to the offenders and call their attention to the mode of dealing complained of. We hope this admonition may have the desired effect, as, in the first place, giving so-called value in kind instead of money is a very old game, and sherry, cheap champagne, cigars, and worthless pictures are often foisted upon borrowers by astute moneylenders. Moreover, in this case it is an interference with legitimate trade, as "Uncle" takes money which would otherwise go into the tobacconist's pocket, and, worse still, takes money for utterly worthless articles. We wonder what those firms' threepenny smokes were like, but if they resembled the bundles of fearsome objects which we have seen in the windows of London pawnbrokers, labelled "Splendid cigars, fully matured, seven for a shilling," the death-rate of Spennymoor must have gone up lately.

The tobacco confiscated by the Revenue at one time was actually destroyed at an annual bonfire, but to-day, with the exception of a very small quantity of the inferior qualities, it is

distributed among the criminal lunatics at Broadmoor and Dunderum, and also among Her Majesty's troops on foreign service. The Chelsea Pensioners, of whom there are 581, veterans who have been battered in the defence of their country, are not thought as deserving of the consolation of the weed as the inmates of criminal lunatic asylums, though (let us be just) their generous country allows them twopence a day each for their comforts, luxuries, and necessities. The amount they can afford for tobacco is therefore very small, but it is added to by the kindness of a testator who left means to present each one of them a pound of tobacco a year, Captain Norton, not long ago, asked a question in the House, of the Financial Secretary of State, as to whether the Government could not allow the pensioners at least a small quantity of tobacco daily. The reply was in the negative, the reason given being that, as the men were not confined to the hospital, they might sell their tobacco outside. This is red tape with a vengeance; 581 deserving men, who have served their Queen and country well, are deprived of a luxury which it would cost nothing to give them, simply because it is feared some of their number might sell their allowance.

On July 3rd, Mr. Hedderwick asked a further question on the subject, and Mr. Wyndham replied that the grant of confiscated tobacco was confined to cases in which its purchase would otherwise be defrayed by moneys voted by Parliament. This is a mere evasion, and we trust that the matter will not be allowed to rest. Mr. Whitmore, the Member for Chelsea, might bestir himself and bring pressure to bear on the Government of which he is so stalwart a supporter.

To Tobacconists and Stationers.—The valuable LEASE and GOODWILL of a BUSINESS, Established for over 9 years in one of the finest positions in the well-known trading centre of Lewisham, S.E.

MESSRS. DYER, SON & HILTON will Sell by Auction, at the "Plough," High Street, Lewisham, on Tuesday, July 17, at 7 o'clock in the Evening punctually, the Lease for a term expiring 25th March, 1912, at the very inadequate rental of £75, of the commodious business premises, No. 72, High Street, Lewisham, of the present estimated rental value of £150 per annum, well situate in a commanding position in the main road, close to the stopping place of the omnibuses and tram cars, and within five minutes' walk of Lewisham Junction Station, together with the goodwill of the business.

Particulars of Messrs. Ingoldby & Adkin, Solicitors, 4, Frederick's Place, Old Jewry, E.C., at the place of Sale, and of the Auctioneers, 30, Budge Row, E.C., and Blackheath.

MABEL: "I suppose you heard of my sister Louie's marriage? She's taken a flat near the park."

MISS JELLUS: "Yes, I heard she had a flat, but I didn't hear where she had taken him."

IRATE FEMALE: "See here, do you mean to tell me that I have such an ugly nose as that?"

PHOTOGRAPHER: "But my apparatus cannot lie, madam."

IRATE FEMALE: "Then, for goodness sake, go and get one that can."

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PACKET SHAG TOBACCOS.	English Glory	1/16	1/32	Boxes	3/6	per lb.
	Chester Cut	"	"			
BRIGHT FLAKES.	Friendship	"	"	1 lb.	4/-	" "
	Light Flake	"	"	1 lb.	4/2	" "
	Golden Bud	"	"	1 lb.	3/9	" "
	Bright Flake	"	"	1 lb.	3/8	" "
RICH DARK FLAKES.	Perfect Treat	"	"	1 lb.	4/1	" "
	Friendship	"	"	1 lb.	4/4	" "
	Afghan	"	"	1 lb.	4/4	" "
	Heavy Dragoon	"	"	1 lb.	4/4	" "
	Hurricane	"	"	1 lb.	"	" "

Subject to the usual Trade Discounts.

Besides being Tobacco, Cigar, Cigarette, and Pipe Manufacturers, we are the originators of the "MIXED PARCEL" System, and stock ALL MAKES Tobaccos, &c., in larger and greater variety than ever.

We are using every endeavour to get out our NEW GENERAL PRICE LIST with all possible speed. It will be a gigantic Trade Encyclopedia, and simply invaluable to tobacconists. In the meantime all goods are charged at Manufacturers Revised Prices.

Our £5 MIXED PARCELS are specially useful during this crisis in the trade, and we allow our maximum discounts on them, and pay carriage.

ALL ADDRESS NECESSARY—
SINGLETON & COLE, Ltd.
BIRMINGHAM.

Australian Tobacco Culture.

EXPERTS familiar with tobacco cultivation in the United States declare that there is no reason why it should not become a staple industry in Australia. Although the areas under tobacco cultivation are restricted to New South Wales, Queensland, and Victoria, there are in Australia many thousands of acres suitable for the production of the finer kinds, such as are grown in Virginia and other southern States of the Union. In New South Wales the industry is largely in the hands of Chinese. In the Tamut district tobacco growing was introduced in 1875 by three Chinese, who produced within a few months a sufficiency of cured leaf to bring them £180, the Sydney selling price being then 6d. per pound. Four years later the prices rose to 8d. and 9d. per pound. In 1880 the area under cultivation in the district was 1,400 acres, on which 400 Chinese were employed. Two years later the price dropped to 5½d. per pound, then to 5d., and finally to 4½d., at which it did not pay the growers. At present the price ranges from 3d. to 4d. per pound, there being no market for it, colonial tobacco manufacturers preferring the American article at a higher price, the Chinese-grown tobacco being used only in the production of low-class goods. The Australian growers fare little better, in consequence of their inexperience in the art of properly curing the leaf. Experts have been engaged at times by the New South Wales, Queensland, and Victorian Governments to give instruction in the proper methods of cultivating and preparing the leaf, but much does not appear to have sprung from their labours, although they have repeatedly shown what can be done in the way of producing high-class tobacco. In New South Wales, Government tobacco plantations have been established at Nemingha and Moonbi, on which the possibility of producing a first-class article is being tested, the most successful results being obtained at the latter place, where about 10,000 cigarettes were made from suitable leaf, and found not only to be superior to the goods usually retailed in shops, but also to bear a striking resemblance to the best grades of Turkish and Egyptian cigarettes. A leading Sydney manufacturer offered to purchase considerable quantities of this kind of tobacco from local farmers, but the cost of erecting curing sheds, &c., acted as a deterrent.

In Victoria, as well as in Queensland, the difficulty of finding a remunerative market has led to a further decline in production; yet it is argued that if attention were given to the finer qualities, a market at remunerative rates would readily be obtained. That tobacco cultivation is destined to take a prominent place among the leading Australian agricultural industries seems more than likely; but at present there are other branches of agriculture more readily followed and necessitating less preliminary expenditure. The coloured labour difficulty constitutes the main obstacle. But for the restrictions imposed by recent legislation it would be possible to import skilled coloured labour from the Southern American States.

In the subjoined figures, which are taken from the *Australian Year Book*, the history of the tobacco-growing industry in the mother colony of New South Wales during the last few years is instructively epitomised:—

	Acres.	Produce. Cwt.
1891-92	886	9,314
1892-93	848	8,344
1893-94	854	10,858
1894-95	716	8,132
1895-96	1,231	10,548
1896-97	2,744	27,468
1897-98	2,181	19,718
1898-99	1,405	12,706

A remarkable feature in connection with the tobacco-growing industry in the colony is its cessation in the districts in which it was originally carried on, but this is partially a result of the land being placed under crops with the cultivation of which colonial farmers are better acquainted, or in which the returns are more certain and remunerative. In Victoria the official returns show that the history of tobacco production in that

colony has been largely a reflex of that in New South Wales. The figures of recent years are given below:—

	Acres.	Produce. Cwt.
1891-92	545	2,579
1892-93	477	658
1893-94	1,037	8,952
1894-95	1,412	7,155
1895-96	2,029	15,223
1896-97	1,264	7,890
1897-98	527	3,419
1898-99	78	190

Practically the Victorian tobacco-growing industry has become extinct, at any rate for the present, one contributing cause being, it is asserted, the raising of the duty on colonial-grown leaf from 6d. to 9d. per pound, which was sufficient to give the imported article an advantage. The tobacco-growers assert that if the duty on Victorian-grown leaf were removed, and a duty of 1s. per pound imposed on imported leaf, they would be encouraged to continue their efforts to make tobacco-growing a staple agricultural industry. In Queensland nearly the whole of the area under tobacco cultivation is in the southern portion of the colony, westward of the great dividing range, both soil and climate being admirably adapted for the purpose. Although the rate of production has not approached that of some years in New South Wales, it has been more steady and progressive, as shown by the following figures for the last eight years:—

	Acres.	Produce. Cwt.
1891-92	790	7,704
1892-93	318	3,803
1893-94	475	4,577
1894-95	915	9,571
1895-96	1,061	7,511
1896-97	994	8,029
1897-98	755	5,703
1898-99	617	3,276

The shortage in the production of Queensland leaf, which is generally regarded as temporary, necessitated increased importations from other countries, the quantity rising from 760,501 lbs. in 1897-98 to 783,887 lbs. in 1898-99, the quantities retained for home consumption being 727,713 lbs. and 834,684 lbs. respectively.

The present condition of the Australian import and export trade is shown in the following tables. The first table illustrates the Australian imports of manufactured and unmanufactured tobacco in 1898-99:—

	lbs.	£
New South Wales	2,774,954	146,082
Queensland	667,329	53,716
South Australia	1,035,499	51,394
Tasmania	315,440	22,775
Victoria	3,035,919	164,840
Western Australia	660,021	52,082
Total	8,489,162	490,889

In 1897-98 the quantity was 7,304,806 lbs., value £437,240; and in 1896-97, 7,574,780 lbs., value £419,912. The exports were as follows:—

	lbs.	£
New South Wales	608,582	35,204
Queensland	56,183	3,414
South Australia	155,848	15,830
Tasmania
Victoria	890,675	65,805
Western Australia	29,864	666
Total	1,741,152	120,919

The exports consisted mostly of manufactured goods, those from New South Wales, Queensland, and Victoria forming no inconsiderable portion of the Australian trade with Polynesia. The foregoing figures, if they show nothing else, indicate that, thanks to the persistency of tobacco-growers through fair fortune and foul, there has been created the basis of an industry which may in the future assume important dimensions.

T. VAFIADIS & Co.'s Cigarettes, packed in neat tins of 25 without extra charge.

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'Darvel Bay'
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CIGARS
STILL HOLD THE LEAD.

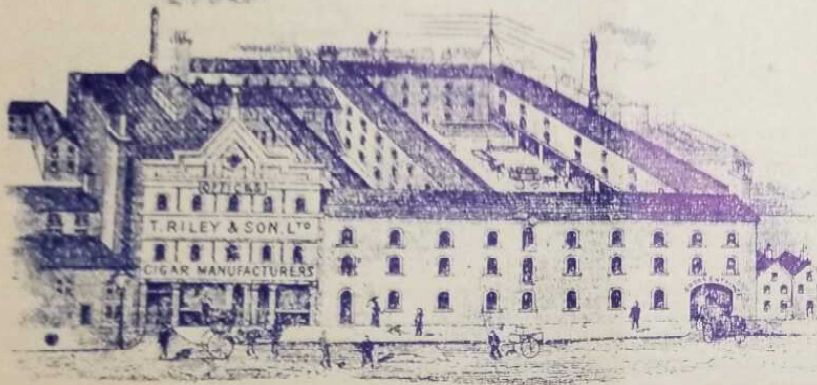


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Selling Well. To every Purchaser of 10 lbs. and upwards. will be sent requisite number of Souvenir Portraits of Baden-Powell, to present to purchasers of 1 oz.

STOCK WHAT WILL SELL—THE “B.P.’s.”

T. RILEY & SON, LTD., MANUFACTURERS, CONVENT ST. WORKS, NOTTINGHAM.

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THE MOST PERFECT 2D. LINE ON THE MARKET.

B. MURATTI, SONS & Co., Ltd., MANCHESTER & LONDON.

RELIABLE PIPE REPAIRING

We want to talk to you about Pipe Repairing. Are you satisfied with your present Repairing House? Do you have really good work from them? Do you have your jobs back promptly? If not, give us a trial. WE have a staff of first-class workmen ONLY. WE do our work thoroughly. WE return jobs promptly. Whatever you may send us it will be done properly and give satisfaction.

SEND US A TRIAL PARCEL,

EXAMINE OUR WORK.

COMPARE OUR PRICES.

M. BORGES & CO.,

STEAM PIPE WORKS,

69, VITTORIA STREET, BIRMINGHAM.

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with the utmost care, and all tendency to growth of stalk and flower rigidly put down. When the leaves are mature they are cut and dried, then bound together in bundles, and packed into casks for export or factory. It is in this state tobacco leaves are to be seen in the lower flats of Messrs. Stephen Mitchell & Son's works on the south side of St. Andrew's Square, Glasgow. Huge tierces or hogsheds lie ranked together awaiting their turn when the ever-consuming machinery upstairs shall call them to yield up their contents. The tierces are broken open and the tobacco leaves separated and gently moistened with water. Having been partially dried, the weed passes under the hands of the stemmers, who dexterously strip the woody stems from the leaf. These workers sit at benches with a short knife fixed before them, and at a single cut rip the stem and leaves apart. Various sizes and different qualities of leaf are destined for different purposes. Virginia or Turkish tobacco of high quality is prepared for the cutting mill, which reduces the leaves to a fine mesh of wool-like fibres. The fleecy masses are laid in heated pans and worked up to dryness and proper form, into sbag, long cut, bird's-eye or Virginia cut for cigarettes. Other qualities are fed into the spinning machines and twined into ropy strands of different thicknesses; some thin and slender, some thick as the common twist sold by tobaccoists. Thick and thin twist alike pass from the spinner, part to be dried and rolled, for selling as brown tobacco, and part to be cured for the thick black beloved of veteran smokers. Black tobacco is very simply produced. After being twisted and rolled it is wrapped in cotton cloths, roped firmly round with thick cord, and treated with the finest quality of olive oil; pressed and dried. Golden bar, barley-corn plug, navy plug, and such forms of tobacco are variously pressed. Here is a machine which changes the loose leaves into little bars by the application of pressure let loose by a lever; there is another from which square cakes are sent one after the other. Again the leaves are twisted by hand into thick, round bars, and string firmly wound about them—these are the bars of the regular navy plug, which may be sold in bars or further sent on to the cutters, who make them into navy cut. Tobacco manufacturers take the public very seriously. It is amazing to find special machines invented and processes devised in order that a particular eccentricity of taste may be gratified. Machinery abounds in every department, though the workers are numerous. It is impossible to take note of even the names of all the machines in our space, but there are several which must be described, though ever so briefly. Perhaps the most wonderful is a machine which is fed with papers and tobacco at one end and at the other discharges packets, ready for selling over the counter, absolutely and perfectly complete. The inventor seems to have levied contributions from the whole mechanical world, taking one idea from the river dredgers and another from the newspaper folding apparatus; miniature turbines are automatically filled with exactly half-an-ounce of Virginia-cut from a hopper, and travel along an endless chain; at a certain point they overturn and empty the tobacco into a square box, which at once clasps together, pressing the cut into shape, and, further on, the paper which has been fed in at the other side meets the square of tobacco, wraps it, and is then ingeniously folded into the neatest little packet imaginable. Another machine is the cigarette making machine. Cigarette-making is a distinct department. The finely-cut tobacco lies in a square hopper and runs into a contrivance not unlike the old-fashioned cigarette-making pocket machines sold years ago, and is shaped into a thin rope; simultaneously, a web of cigarette paper is unwound and rolls round the tobacco rope, producing a continuous cigarette, which is cut into regulation length by the circular knives at the end, and the cigarettes dropped into a receiving pan. There are several kinds of these machines, but all work on the same principle, and each produces, on the average, about 2,000 cigarettes per hour. The better qualities of cigarette, however, are hand made. In wide, well-lighted halls the cigarette-makers sit in rows, deftly rolling the tobacco into shape, one flat being wholly occupied by women, and the flat above by men, all engaged in turning out finely-shaped, delicately-textured cigarettes of high quality. The Messrs. Mitchell make most of their own pasteboard packets, though their labels are

printed elsewhere, and they give out the tin-making to contract. The packing-rooms abound in varieties of tobacco and shapes and sizes of tobacco, too numerous to detail. Tins, boxes, parcels, labelled with fancy names, designs, and colours, stand in stacks and heaps, which pile up and pass away with ever-changing sequence. The factory is an extensive one, and employs about 1,000 workers, and, at present, another wing is being added to the place, which will employ a larger number of people. Both in the old factory and the new ample provision is made for the comfort of the workers, and mechanical aids are liberally employed. The new factory is fitted up with electric light, and ample power supplied for driving the machinery by a splendid new engine of 100 h.p. There are three engines in the works, exclusive of the hydraulic machinery employed for the numerous presses. One is the original engine of seven h.p. which, though 50 or 60 years old, still plies vigorously; the second is 100 h.p., installed a good many years ago; and the third, 100 h.p., fitted up only the other day. As may be inferred, tobacco-making machinery is very light, and only a vast number of machines would require engines of such enormous power. Smokers sometimes have a notion that there is a mysterious secret in the tobacco manufacturer's art, which he utilises to increase his profit. There is no such thing. The whole process is honest, straightforward, and workmanlike.

Messrs. Stephen Mitchell & Son represent an old firm. About a hundred years after King James launched his "Counterblaste to Tobacco," a man named Stephen Mitchell opened a small tobacco factory in the town of Linlithgow. At that time no one was allowed to engage in industry within the precincts of a Royal burgh without permission of the Trade Guild. In the year 1723, Stephen Mitchell was admitted to the rights and privileges of a burghess and guild brother of Linlithgow. The same right was conferred on his son and successor in 1766. Twenty-one years later his grandson took the title, and, in 1817, the Stephen Mitchell the Fourth was granted the burghess right and privileges. This last Stephen Mitchell made a change in the history of the family and firm important to Glasgow. Born at Linlithgow on 19th September, 1789, and educated at the Burgh Grammar School, Stephen Mitchell entered the paternal factory and learned the business of tobacco-making. When he obtained command of the concern, however, he thought that the inland village was not the best site for a business of the kind. Accordingly, in 1826, he and his brother, Mr. Nelson Mitchell, removed to Glasgow and set up a tobacco factory in the Candleriggs. The venture was successful, and, in 1832, finding the Candleriggs factory small, Messrs. Mitchell bought a property in St. Andrew's Square, and fitted it up as a tobacco factory. On this site the business has continued to develop, adding bit by bit as increase of trade demanded, till, from a three-story house, the factory has expanded to a wide range of high buildings, with a frontage of almost a fifth of St. Andrew's Square. In 1859, Mr. Stephen Mitchell retired, leaving Mr. Nelson Mitchell sole partner in the concern. Though Mr. Mitchell retired from Glasgow, he had not forgotten the city of his prosperity. While actively engaged in business, the better education of working people was to him a problem of great interest, and he started what was long known as the "Tobacco Boys' Evening School." In his retirement at Moffat, he carefully thought over the subject, and, after his death, it was made known that he had bequeathed the sum of £69,998 10s. 6d. for the foundation and endowment of a library and reading-room open to all, free to all. The Town Council of Glasgow accepted the trust, and, in 1876, the Mitchell Library was opened with an equipment of 14,432 volumes and reading-room in Ingram Street, Glasgow. In 1895 the library was removed to Miller Street to more suitable premises. The library has increased to 140,000 volumes, and in the splendid reading-room there is accommodation for 400 readers. Though by no means a sufficient substitute for a free public library, the Mitchell Library has done splendid service, and is a noble monument of civic generosity. The firm of Messrs. Stephen Mitchell & Son goes on with increased vigour, and though, at present, the largest tobacco manufactory in Scotland, the works extend and the trade still grows.—From the *Glasgow Weekly Herald*.

The Cutting Trade is not supplied with "PICK-ME-UP" Cigarettes,

“CARLTON.”

This is the name by which the new tobacco is known everywhere

“CARLTON” has been long in preparation, and having been put to the test, has become first favourite with all smokers who appreciate a good tobacco.

“CARLTON” in 1-16ths. Traders are invited to send for a sample, which will be posted to them on receipt of trade card.

“CARLTON” is attractively packed and extensively advertised throughout the United Kingdom and Colonies.

“CARLTON” is listed at **4s. 10d. per lb.**, subject to the usual trade discounts and terms.

WM. CLARKE & SON are convinced that in “CARLTON” they have discovered a tobacco of very exceptional smoking properties, and are clearly of the opinion that “CARLTON” will, before long, become the most extensively used pipe tobacco in this country. The manufacturers are alive to the fact that publicity is a necessity of the age; they are therefore resolved to utilize every suitable medium to draw smokers’ attention to this new tobacco, and cordially invite the friendly co-operation of the retail trade.

WM. CLARKE & SON

LIVERPOOL & LONDON.



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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.

Trade Notes and Announcements.

MESSRS. BENSON & HEDGES, the well-known firm of cigar and cigarette merchants, of Old Bond Street, have recently received the honour of a warrant of appointment to Her Majesty the Queen.

MR. F. C. BENTON is now in occupation of commodious premises at 305, Oxford Street, Manchester.

MR. WILLIAM CONARCHY, who represented Messrs. B. Morris & Son, Ltd., in Ireland, has severed his connection with that firm, and now represents Messrs. Murray, Sons & Co., Ltd., in Dublin and district.

MISS TERESA DALY, tobacconist, of Upper Ormond Quay, Dublin, was fined 10s. and 10s. costs last month for failing to exhibit a notice under the Shop Hours Act, and also for employing a lad 88½ hours in one week.

MISS M. DAY has opened the premises, 210, Coventry Road, Small Heath, as a tobacconist. Miss Day was formerly manageress of 77, New Street, under Christ Church, Birmingham.

MESSRS. J. R. FREEMAN & SONS are now in occupation of their new factory at 172, 174, and 176, St. John's Road, Hoxton, N.

A private Limited Company has been formed for the carrying on of the tobacco trade machinery and general engineering business of the late Mr. Robert Legg. The style of the new firm will be ROBERT LEGG, LTD., and the whole of the shares have been taken up by the family.

The tobacconist's shop in Hanover Street, Stranraer, occupied by Miss JESSIE MCCORMICK, was burglariously entered on the evening of the 24th ult., when a quantity of cigars, cigarettes, and fancy articles were taken away.

MESSRS. OAKES & CO., LTD., of Madras, have been appointed to supply cigars to His Excellency the Viceroy of India, under warrant dated May 16th, 1900.

MISS PICKBURN, tobacconist, of St. James's Street, Brighton, had a narrow escape one day last month. It appears that a man was taking off the harness of a horse in its stable near George Street, when the animal bolted out of the stable, and galloping along George Street into St. James's Street, finally ran into the window of the shop which she occupies. Two panes of plate glass were smashed, and considerable damage was done to the stock in the window. The shop is a small one, and it is a matter for some wonder how the horse, having once forced an entry, did not entirely wreck the place. Its progress was barred by a small door, which in all probability saved the life of the occupant.

MESSRS. R. & J. HILL, LTD., of Shoreditch, E., are responsible for a variety of new lines, which show the firm's excellent taste throughout. The first under our notice is the "Badminton Cigarettes," which are packed in decorated tins containing 25, 50 and 100 pieces, and are produced by Messrs. Hill at 30s. per 1000. The cigarettes are well made from excellent tobacco, and the well-worn legend "cool and sweet smoking" is in their case no fancy description. The famous old sporting centre "Badminton," is also responsible for the title of a new "bar" flake, which we presume will soon be as famous as the mixture "of that ilk." This flake is packed in 1 oz. and 2 oz. foil packets with the well-known yellow and gold band and label, the quality of the tobacco fully maintaining the reputation of the manufacturers. The price of Badminton Flake is 5s. 6d. per lb. "Gold Medal" shag, put up in ½ oz. square packets at 4s. 4d. per lb., is a fine sample of tobacco of its class, as is also "Campaigner," a 3d. shag put up in ½ oz. and 1 oz. packets, costing 3s. 6d. a lb. "Campaigner Cigarettes," put up in 10's with mouthpieces and war portrait, to retail at 3d. per packet, show a good margin of profit to those who handle them, while at the same time they are excellent value for the money. The design on the cartoon, as well as the title, should make them a popular article at the present time. "Campaigner Cigarettes" are listed at 18s. per 1000.

MESSRS. A. PIM & Co., who recently opened as tobacconists, at 67, Hill Street, Birmingham, are attracting the public's attention by exhibiting wax figures of Lord Roberts and General Baden Powell, each officer being saluted by a soldier. A Maypole occupies the centre of the window, and around this are figures of girls and sailors dancing.

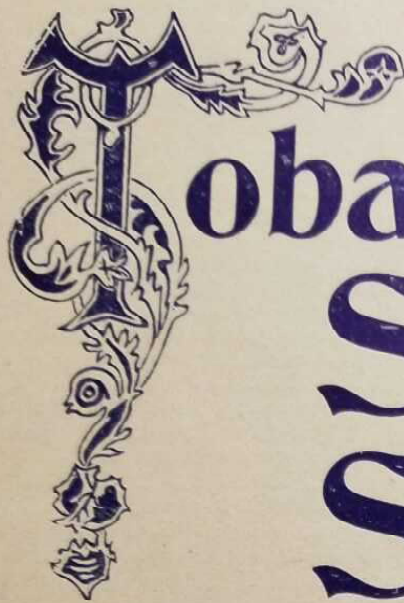
MR. G. A. J. SCHOTEL, of 93, Aldersgate Street, E.C., has severed his connection with Messrs. Tinchant y Gonzales & Co. Mr. C. H. Claridge now represents the well-known Antwerp firm.

The Shrewsbury Tobacconists have agreed to close their establishments from 2 o'clock to 6 every Thursday. This is a move in the right direction, and we hope the public will support them in their endeavour to retain even four brief hours respite from their close confinement.

MESSRS. F. & J. SMITH, of Glasgow, have now issued a minimum schedule of prices as foreshadowed in our issue last month. The most important items "GLASGOW MIXTURE" and "SUN-CURED," are priced as follows:—Smith's "Glasgow Mixture" 4½d. per oz., 9d. two oz., 1s. 5½d. four oz.; Smith's "Sun-Cured Mixture" 5d. per oz., 10d. two oz., 1s. 7½d. four oz. It will be seen on comparison with the wholesale prices that a fair margin is thus ensured. The usual conditions are in force with regard to the contract of purchasing.

The seventh sale of the season for Sumatra and Borneo tobacco took place on Friday last, when 18,175 bales of the former and 1,414 bales of the latter were offered to tender, or a total of 19,589 bales. The market was decidedly flat, and, there being very little high-class leaf offered, prices all round ruled very low. An analysis of the results shows 4,124 bales sold at or over 100 cents, or 1s. 8d. a pound, up to 140 cents, or 2s. 8d.; and 4,580 more sold below 50 cents, or 10d., down to 21 cents, or 4½d., the balance realising all prices between. The highest price of the sale was 140 cents, or 2s. 4d., obtained by a lot of 353 bales belonging to the Amsterdam Deli Co. Second place of 135 cents, or 2s. 3d. was taken by two lots, aggregating 940 bales, belonging to the Ned. Asahan Tabak Maatschappij; while the Deli Maatschappij came in third with a parcel of 478 bales, sold for 122 cents, or 2s. 0½d. The English companies selling were the Paya Jambu Estates Company, Ltd., which sold 400 bales at 120 cents, or 2s., the United Lankat Plantations, Ltd., which sold three parcels

There is money in selling "PICK=ME=UP" Cigarettes.



THE
Tobacconists'
Supply
Syndicate

Telegraphic Address:
 "CRACKERS, LONDON."

Telephone No.
 1235, HOLBORN.

OUR NEW BUDGET PRICE LIST

Is in course of preparation and will be brought right up to date, and will be the most complete List in the Trade.

We hold the

Largest and Most Varied Stock in London,

Saving the Trade time, trouble, and expense.

ALL GOODS SENT OFF ON THE DAY ORDER IS RECEIVED, our clients can rely on having the Largest Discounts obtainable on all orders sent to us at the present time.

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

Warehouse:

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

Factory:

21, FARRINGTON 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.

115, OLD KENT ROAD, S.E.

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TRADE NEWS AND NOTES—continued.

aggregating 593 bales, at an average of 75 cents, or 15. 3 $\frac{1}{2}$ d., the Sumatra Tobacco Plantations, Ltd., which sold two lots, amounting to 448 bales, at 72 cents, or 15. 2 $\frac{1}{2}$ d., the British Deli and Lankat Tobacco Co., Ltd., which realised 40 cents, or 8d. average for its two lots totalling 445 bales, and the Serdang Tabak Maatschappij (formerly Netherlands India Sumatra Tobacco Co., Ltd.), which marketed two parcels, amounting to 652 bales, at 50 cents, or 10d.; while the New Darvel Bay (Borneo) Tobacco Plantations Ltd., sold two parcels of leaf, amounting to 548 bales, at an average of 100 cents, or 25. 8d., and the New London Borneo Tobacco Co., Ltd., sold three lots aggregating 1,066 bales, at 50 cents, or 10d. Up to date 125,266 bales of Sumatra and 8,642 bales of Borneo tobacco are returned as having been sold in Amsterdam, and 55,643 bales of the former and 1,627 bales of the latter are reported as awaiting sale.

MESSRS. EDWARD SAMUELSON & Co., in their circular issued on July 2, say:—We report a quiet market for North American tobacco during the past month, although the deliveries were good, much better than might have been conjectured from the prevailing tone of seeming dulness. The figures for the half-year show some deviation from those of the corresponding period of the previous year, the most noticeable being the reduced receipt of Western leaf and strips, and the increased deliveries of the latter. The position of the market has gradually been going against buyers, especially in medium and lower grades, although this has become appreciable only recently owing to the slow absorption of ancient "non negotiable" parcels. Now, however, many events seem to conspire to accelerate the movement of prices upwards. The crops in both the Western and Southern States at present have the weather against them, but whatever the outcome may be the opinion prevails that higher prices are a certainty. Imports, 2,815 hhds.; deliveries, 3,801 hhds.; exports, 395 hhds.; and stock 92,542 hhds. against 79,231 last year.

The master of Tooting Home reported that some of the inmates could not smoke shag tobacco, and it was resolved to supply these with "light returns" tobacco at 3s. 9d. per lb.

Tobacco-seeds are so minute that a thimbleful would furnish enough plants for an acre of ground.

The plate-glass window of the tobacconist's shop belonging to Mr. SALISBURY, of Weston-super-Mare, was smashed to atoms on the 2nd inst. by a horse backing into it.

The following circular was found, says *Invention*, in a box of Havana cigars:—"This manufacturer, the favourite of the smokers, of good taste, established in 1872 enjoys of long practice in fabrication, and is well acquainted with the soil of Vuelta Abajo (where all the purchasers are made) circumstancer which united with the best taste for its elaboration, guarantees the good quality of its products. Shapes and sizer are made to order, to met the taste and caprice of consumers."

The coastguard officers of the Scarborough coastguard station observed a French lugger drop her anchor in the South Bay on Saturday, the 30th ult. Whilst watching the stranger they saw a pleasure-boat row up alongside. When the boat returned to the beach a coastguardsman searched six of the occupants—excursionists from Birmingham—and found they had about half-a-pound of tobacco each. They were marched to the coastguard station and seen by the chief officer. They excused themselves for what they had done on the ground that they were ignorant of the law. The tobacco was confiscated. In the meantime the French lugger's crew observed the game was up, and getting up steam, got quickly away.

Notes.

THE HAVANNA SITUATION.—A gentleman who has recently spent a considerable time in the island of Cuba watching the development of the crop in the tobacco-growing sections, expresses his opinion on the situation for 1900, as follows:—"Of course, the acreage has been largely increased, and much more tobacco was grown than in the preceding year. But there were many elements missing which are always necessary to bring a crop of tobacco successfully into the market. There was a lack of houseroom and sheds, a shortage of poles, &c., and a scarcity of labour. No matter how great a quantity of tobacco is planted, if it is not properly housed and cured it becomes practically worthless. The total production of the island last year was, approximately, about 220,000 bales. Probably this year almost double that amount has been harvested, but it does not by any means follow that the increase in the amount of the leaf suitable for this country will be proportionately as great. The want of facilities for handling the crop would indicate that the proportion would be less. It is utterly impossible at this time to form an opinion as to the proportions of leaf suitable for seed and Havana cigar manufacturing purposes. Body, colour and burn can only be determined after the leaf has been cured. The tobacco is now being taken down to be sweated in piles, and within a month or two a much better idea can be formed of the crop. Firms who packed their own leaf realised that prices must come down again, and they have, of course, bought tobacco with this idea in view. Fine grades have commanded and will continue to command good prices, however. The Vuelta Abajo produced a good average crop this year, but stiff prices were paid for in five vegas. In my opinion tobacco will not be nearly as low in price this fall as seems to be generally anticipated."

JAVA.—The past year has been generally prosperous for the island of Java. The crop of leaf tobacco was satisfactory, Mr Consul Davids says in his Foreign Office report, and the quality of the native-grown article, "krossok," has been up to the average. Prices in Europe have, however, been much lower than in the previous year, and consequently the financial results have been less favourable. In Mid-Java the crop of 1899 exceeded that of 1898 by something like 3,000,000 lbs. (Amsterdam), and during the coming season the crop will be still larger, the area under cultivation having been increased, but the quality of the leaf has suffered from the exceedingly dry weather experienced during the autumn months.

MATCHES IN CHINA.—Japan has hitherto had the monopoly of matches, 236,117 gross having been brought into Foochow in 1899, as against 236,964 gross in 1898. According to Mr. Consul Playfair, a British firm has now established a factory in Foochow itself and has succeeded in obtaining permission from the Chinese Government to import sulphur, for which special permission was necessary, the importation of sulphur being otherwise prohibited by the tariff, as it is an ingredient in the manufacture of gunpowder. The Chinese authorities have fixed the duty to be paid when the matches are sold at Foochow at 2 $\frac{1}{2}$ per cent. ad valorem, when they are conveyed into the interior a further 2 $\frac{1}{2}$ per cent. is demanded, the likin being thus the equivalent of a whole import duty. The Japanese matches, on the other hand, have, on arrival to pay 5 per cent. import duty, and half that sum in addition on being sent inland. The authorities have also undertaken that when this 5 per cent. has been paid, the one payment shall clear the goods from all other charges in the interior. In brief, they give the matches the same privileges of the transit pass. These terms appear to be as favourable as could be desired, and, so long as the imposition of likin is tolerated by foreign Powers, sufficiently reasonable.

If you wish to make your fortune soon, sell "PICK-ME-UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

PORTO RICO'S TOBACCO CENTRE.—"Cayey is the great centre of the tobacco interest of Porto Rico," says a writer in the *New York Commercial*. "The tobacco fields about Cayey were at their best when, a short time since, I entered the little town by the military road from Guayama. No one can visit this section without being struck by the difficulties of cultivation. To the very top of razorback ridges it was green, green as emerald, while the long drying sheds frequently crowned the summit like an inverted V. From below it looked as if the only way to plant, weed and harvest, would be to lay ladders at a slant, and so climb to this ariel garden. A little of the crop has been harvested and could be seen hanging in the drying sheds, but most of it remained in the fields. The tobacco magnate of Cayey, Senor Rucabado, has been in the tobacco business there nearly forty years, and he prides himself upon the industrial activity of the section, 700 peons being employed either in the fields or factories. The wages paid field hands average about 20 cents in our currency. In his factory are employed about seventy men and boys, and he has lately imported some experts from Cuba. It is claimed that this is the 'Vuelta Abajo,' of Porto Rico, and it is certain that few tourists leave Cayey without carrying with them at least a sample box of cigars. One of these visitors quoted Senor Rucabado as saying that the finest product of the valley was filler tobacco, and that the chief need was a good wrapper, adding that the bright Connecticut wrapper was well suited to the purpose. It would be a rather strange outcome if Porto Rico should offer a new market for Connecticut tobacco. The Porto Rico American Tobacco Company controls more of the tobacco interests than any others. This company while I was in Ponce purchased two large cigarette factories there. Mr. William T. Towns, the president of the company, says, 'It is the intention of this company to establish a name for Porto Rican cigars and cigarettes throughout the world.' Both factories will be fitted with the latest improved machinery, and the same hands will be retained. Several grades of cigars will be made and put on to the market to compete with the Havana article both in price and quality. With the addition of a factory in San Juan, this company controls most of the cigarette factories."

A SELF-ADHESIVE CIGAR PATCH.—The United States has recently issued a patent for a rather novel idea, in which the retailers of cigars will undoubtedly be interested. The invention is very properly called a "Self-adhesive Cigar Patch." The inventor, Mr. Samuel, in describing it, says:—"The invention is an article to be sold to consumers of cigars and used by them direct to repair cigars whose wrappers have become accidentally split or broken in their pockets or otherwise. It is made from tobacco, from which all taste and smell have been extracted, and it will stand any reasonable amount of handling, and with a knife or scissors it may be cut to any desired size, according to the character of the repair to be effected. These patches will be put up in small flat boxes of a size to be conveniently carried in the vest pocket. In use it will be only necessary to moisten the patch with the tongue or otherwise, when it becomes soft, pliable and sticky, and can be pressed with the fingers over the aperture in the cigar wrapper, whereupon the cigar may be lighted and smoked as effectually as if no break had occurred. No bad taste or odour can arise from the patch in burning, so that the finest Havanna cigars may be repaired without impairment of their quality. If a cigar draws hard on account of being filled or rolled too tightly, it may be made to smoke freely by cutting a deep slit in the cigar at the defective point and then applying one of the patches to cover the incision. From the foregoing it is obvious that this little article will be a boon to consumers who now suffer quite a loss every year by breakage of cigars in their pockets. The patches

will also be found of advantage to retail dealers, since they may be used by them to repair cigars which become broken during the frequent handling incident to the sales."

Limited Companies.

THE NEW LONDON BORNEO TOBACCO Co., LTD.—It is not often that a Company which has gone through such a drastic reconstruction as The New London Borneo Tobacco Co. has, becomes so prosperous. In 1892 the ordinary capital of the Company had to be written down 20 per cent., and at the same time the vendors' shares were converted into deferred shares, which were not to receive dividend until 12½ per cent. of the profits has been placed to reserve. The report, however, for last year, which was presented at the meeting held on the 28th ult., shows a very flattering state of affairs to all concerned, and the management is to be congratulated upon the results. The crop of 1898 was 6,535 bales, as compared with 4,695 bales in 1897. The average price obtained was 93 cents. per half-kilo, or about 1s. 4½d. per lb., as compared with 87 cents. per half-kilo, or 1s. 3½d. per lb., obtained for the 1897 crop. The accounts for 1899 show that the 1898 crop realised £67,203, and the total sum chargeable against the same, including London expenses (less receipts) and depreciation, amounts to £43,164, showing a balance of £24,039. After deducting £2,584 placed to reserve, which will then amount to £5,200, there remains £21,455 available for distribution, out of which dividends of 10 per cent. on the ordinary shares have been paid in 1899, and a further dividend of 5 per cent. on the ordinary shares and 2½ per cent. on the deferred shares in January, 1900, amounting together to £10,350. The directors now recommend a final dividend for 1899 of 11½ per cent. on the paid-up capital of the ordinary shares and 11½ per cent. on the deferred shares, amounting together to £10,810, and leaving a balance of £295. The total dividend for 1899 is thus 26½ per cent. on the paid-up capital of the ordinary shares and 14 per cent. on the deferred shares. The crop of 1899 has produced 6,023 bales, the whole of which has arrived in Amsterdam; 4,449 bales have been sold at an average of 90¼ cents., or about 1s. 1¼d. per lb. The expenditure on the 1899 crop up to the end of the year amounts to £26,814, as against £27,259 in 1898. A disturbance of a serious character having occurred in April in Province Alcock, in which the Company's estates are situated, the Directors felt it necessary to apply to the British North Borneo Company regarding the efficient protection of the Company's estates, and the directors learn by telegram from the general manager that the arrangements recently made in this respect are looked upon by him as temporarily sufficient.

UNITED TOBACCONISTS' ASSOCIATION, LTD.—The fifth annual meeting of the shareholders in this trading concern was held at the registered offices, 73 Colmore Row, Birmingham, on the 26th ult. The directors present were Messrs. F. A. Badman (chairman), E. H. Mann, J. E. Margoschis, G. Carter (Leeds), J. T. Harcourt, S. J. Birtles, W. S. O. B. Dowling, and J. Ashton. The directors recommended payment of a dividend of 20 per cent., free of income tax, and the addition of £100 to reserve, leaving a carry-forward of £57. The Chairman, in proposing the adoption of the report, said the progress made during the past year had not been quite so great as in previous years, that being largely due to the increase in the duty on tobacco, and the consequent readjustment of prices. When the dividend now recommended was paid they would, in the space of five years, have returned to the shareholders 90 per cent. of the capital put into the undertaking in the

first instance, preliminary expenses, bonuses, &c., to their capital. he was confident spare capital, a was one which their sales, and prevalent in m by Mr. Holt Messrs. Badma as was the au were accorded solicitor, Mr. S

THE AMERICAN
1½ per cent. on dividend of 2 p declared.

LUSBY, LTD.— application, red order of the C Justice, on the difference repr generously gave heavy advertisir the earlier histo

THE LONDON MUTUAL SUI
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PROFIT AND

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" Sundries and M
" Postage ...
" Carriage ...
" Bank Charges
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By Gross Profits on
" PICK

Increase your sales and profits by stocking "PICK-ME-UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

first instance, as well as wiping off considerable preliminary expenses, and distributing among their customers bonuses, &c., to an amount of 10 per cent. in excess of their capital. New schemes were maturing which would, he was confident, give profitable employment to their spare capital, and to more in addition. The undertaking was one which offered retail tobacconists a fair return on their sales, and a defence against the disastrous cutting so prevalent in many districts. The motion was seconded by Mr. Holtum, and carried. The retiring directors, Messrs. Badman, J. Booker, and Ashton were re-elected, as was the auditor, Mr. J. A. Wynn. Votes of thanks were accorded to the directors and to the Company's solicitor, Mr. Stephen Gateley.

THE AMERICAN TOBACCO Co.—A dividend of $\frac{1}{2}$ per cent. on the common stock, and the usual quarterly dividend of 2 per cent. on the preferred stock, have been declared.

LUSBY, LTD.—The capital of this Company was, on application, reduced from £30,000 to £24,000 by an order of the Chancery Division of the High Court of Justice, on the 7th inst. We understand that the £6,000 difference represents the shares which Mr. Lusby generously gave up to the Company in order to meet the heavy advertising expenses incurred in connection with the earlier history of the concern.

THE LONDON AND DISTRICT TOBACCONISTS' MUTUAL SUPPLY Co., LTD.—The fifth annual meeting of the shareholders in this company was held at Anderton's Hotel on June 21, when Mr. A. George presided, the following report and accounts being presented:—The directors take this opportunity of presenting herewith the accounts for the year ending March 31, 1900, and in doing so beg you to carefully peruse the figures. They propose, after writing off the sum of £21 1s. 10d., the final instalment of the preliminary expenses, that a dividend of 5 per cent. be paid upon the shares, and the balance of £10 2s. 2d. be carried to the reserve fund, which will then stand at £123 7s. 7d. Mr. A. George retires by rotation, and does not offer himself for re-election. You are earnestly requested to attend the meeting to elect a director or directors, as decided upon by the shareholders present. The directors regret to announce the death of Mr. John Percival, the late auditor of the company. The directors have appointed Mr. Sydney W. Jackson, F.C.A., as auditor to audit the accounts for the year ended March 31, 1900. Mr. Jackson retires, but, being eligible, offers himself for election.

PROFIT AND LOSS ACCOUNT for the year ended
March 31, 1900.

Dr.	£	s.	d.
To Wages and Office Salaries	279	19	0
" Rent	100	0	0
" Insurance	9	15	6
" Sundries and Miscellaneous Expenses	45	6	8
" Postage	19	12	10
" Carriage	79	19	7
" Bank Charges	2	17	3
" Income Tax	1	11	4
" Directors' Fees	12	17	3
" Depreciation of Fixtures	11	5	0
" Late Auditor's Fee, half-year to September 30, 1899	9	0	0
" Law Charges	13	2	0
" Loss from Burglary, August 24, 1899	28	12	9
" Preliminary Expenses	21	1	10
	635	1	6
" Balance net profit	58	6	8
	£693	8	2
Cr.			
By Gross Profits on Trading	£693	8	2

BALANCE SHEET, March 31, 1900.

Dr.	£	s.	d.	£	s.	d.
To Capital—						
Authorized 5,000 Shares of £1 each	5,000	0	0			
Of which have been issued 1,929 Shares, with 10s. called up and paid thereon				964	10	0
Creditors				1,696	6	9
Profit and Loss Account—						
Balance, March 31, 1899	160	19	11			
Less Dividend at 5 per cent., paid April	47	14	6			
				113	5	5
Profit for the year ended March 31, 1900	58	6	8	171	12	1
				£2,832	8	10
Cr.				£	s.	d.
By Cash at Bank				104	11	9
Do. in hand				8	2	10
Debtors				1,181	18	6
Stock in Trade				1,436	6	2
Fixtures, less Depreciation				101	9	7
				£2,832	8	10

Mr. G. T. Bodey (managing director) having read the notice convening the meeting, was called upon by the Chairman to read the minutes of the last meeting, but this he refused to do, giving as his reason that Mr. George, having resigned his position as a director, had no right to be in the chair. Mr. George contended that his resignation not having been given in writing, he was still entitled to occupy the position of chairman, and the meeting supporting Mr. George, that gentleman continued to preside. A motion made that the report and accounts be adopted, and a dividend of 5 per cent. be declared, was, after some discussion, carried. Mr. George Ransford, on the question of the election of a director, said that if the business was to be worked successfully, it was necessary that the directors must work without friction, and he proposed that Mr. Bodey either be asked to resign or be removed. Mr. Bodey's salary was £75 per annum, but he was not required to devote more time to the concern than was necessary. As a matter of fact, Mr. Bodey stated he generally stayed until one or two o'clock in the day, and returned in the evening, staying there until about seven. Mr. Hinton seconded Mr. Ransford's proposition, which was carried by ten against two, but, Mr. Bodey having refused to resign or be dismissed, the solicitor advised the shareholders that a special meeting should be called for the purpose of discussing further action, and this was agreed to.

MESSRS. R. & J. HILL, LTD.—Warrants for the interest on debenture stock and dividends on the 5 per cent. cumulative preference shares, for the half-year ending June 30th, have been posted.

E. GABARROT & CO., LTD.—An extraordinary general meeting of the shareholders in this company, was held on the 18th ult., at Winchester House, E.C. Mr. J. A. H. Drought, who presided, said that since the meeting held in February last, the business of the company had been placed on a much more paying basis than previously. It took some little time for the new manager to get to work, but matters were now progressing well and smoothly on the other side. The profits were increasing week by week, and gave every promise of continuing to do so. Since March the net profit had averaged £140 per week, or at the rate of over £7,000 a year, and it took under £5,000 a year to pay the full preference dividend. Notwithstanding that at the meeting referred to it was decided to leave the affairs of the company in the hands of the directors, certain small shareholders had not stood by the

"PICK-ME-UP" Cigarettes are now sold by the Largest Tobacconists.

TRADE NEWS AND NOTES—continued.

board. An action had been commenced by one shareholder for rescission of contract, and as this sort of thing was contagious other actions might follow and the money of the shareholders be frittered away in law costs. The opinion of counsel had been taken on the situation, and he recommended reconstruction. With a view to establishing some line of action whereby the interests of the shareholders might be conserved, the directors invited the appointment of a committee to act with them. After some discussion, in the course of which Mr. Trompler (a shareholder), gave a very encouraging account of the result of investigations which he had made into the company's business on his own account when paying a visit to Mexico, Messrs. Trompler, Edeveain, and Hart were appointed a committee, with power to add to their number. The following circular signed by these latter gentlemen and Mr. Williamson, has subsequently been issued to the shareholders from 2, Tokenhouse Buildings, E.C.: "The undersigned committee, appointed at the extraordinary general meeting of the shareholders of this company, held on Monday last, the 18th day of June, have met the Board and have come to the conclusion that they must at once take steps to protect the interests of the general body of shareholders, especially in view of the fact that since the meeting of the company several persons who have joined the combination of shareholders formed by the Joint Stock Investors' Association, have already commenced proceedings for the rectification of the register by striking out their names as shareholders. A body of shareholders holding about 25,000 shares have recently commenced proceedings for rescission of their respective contracts to take shares, with a view of protecting their interests as against the hostile action of the shareholders who are represented by the Joint Stock Investor's Association. The committee have examined the figures produced by the Board showing the weekly profits which have been made since the 4th of March last (at which date the business was put into thorough working order), and the earnings, if continued at the present rate, will be sufficient to pay the full preference dividend. It is, consequently, greatly to the interests of the shareholders that the business of the company be continued under its present capable management, and it appears to the committee that shareholders, to conserve their interests, should unite in a joint action, such as has already been commenced by the large body of shareholders above-mentioned, and so far as possible prevent the irreparable disaster of a general scramble over the assets of the company, by which the smaller shareholders would go to the wall. The costs of any joint proceedings would be infinitesimally small as compared with the cost of individual proceedings." Accompanying the circular are two forms, which shareholders are asked to fill in and return. By the first of these shareholders who have already joined the combination presided over by the Joint Stock Investors' Association agree to withdraw from that and transfer their support to the committee, and the second authorises the committee to take the necessary legal proceedings on their behalf. In conclusion, the committee state that they have received every assistance from the Board.

In the Chancery Division on June 22nd, Mr. Justice Kekewich had before him a matter involving 183 motions in respect to this company. His Lordship: Has notice been served in all of the 183 notices? Mr. Harman: Yes, my lord, I have got them all here (producing a large bundle amid loud laughter). The motion sought the removal of the name of the applicant from the company's register on the ground of alleged misrepresentation and the suppression of material facts in the prospectus. He suggested that probably the company would be prepared to agree to one order, and to abide by it in all the other cases. His Lordship directed a summons to issue.

Personal.

MAJOR W. A. CHURCHMAN (of the firm of W. A. & A. C. Churchman), has been appointed aide-de-camp to the officer commanding the Harwich Volunteer Infantry Brigade.

SERGEANT W. CLARK, of Kitchener's Light Horse, who was invalided home, and was accorded an enthusiastic reception by the inhabitants of Boston (Lines.), is the son of Mr. James Clark, a well-known tobacconist of that town.

Mr. NESTOR GIANACLIS, of Cairo, a Greek subject, has lately despatched to the troops a present of 70,000 of the cigarettes bearing his name. His workpeople in Cairo, nearly all of them Greeks, have subscribed over £40 to Lord Cromer's fund, and now Mr. Gianaclis is paying the whole of the expenses in support of a convalescent of the Natal Volunteers at a farmhouse in Natal from now until the end of hostilities.

MR. ALFRED GRAHAM DOBBIN (of the firm of Dobbin, Ogilvie & Co.), has had the honour of knighthood conferred upon him in connection with the Queen's recent visit to Ireland. Mr. Dobbin is the High Sheriff of Cork.

SIR FREDERICK WILLS, BART., is mentioned as the Unionist candidate for North Bristol, in place of Mr. Lewis Fry, M.P., who desires to retire. Sir Frederick is one of the senior directors in the firm of Messrs. W. D. & H. D. Wills, Ltd., and is a native of the city of Bristol. Sir W. H. Wills, Bart., M.P., who represents East Bristol, and who is a cousin of Sir Frederick, does not, we understand, intend to seek re-election for the next Parliament.

Fires.

On the 13th ult., about 10.50 p.m., the Liverpool Central Fire Brigade were summoned to a fire at the showcase works of MESSRS. OGDEN, LTD., 119, St. James Street. The flames continued for over an hour, and the materials in the building being of a highly inflammable character, the firemen, under the prompt instructions of Chief Superintendent Thomas, had to work with unremitting vigour in order to subdue the conflagration. The damage was said to be extensive. Considerable excitement was created in the vicinity, and on account of the hose pipes having to be laid across the electric tram route the traffic was blocked for some time, though the pipes were taken up on two occasions to let the trams proceed on their journey. Chief Superintendent Thomas was slightly hurt on his hand when entering the burning building, and it was due to the smartness of him and his staff that the flames did not grip the adjoining premises.

A TOBACCONIST'S SHOP, which was connected to the building of the Theatre Royal, Coatbridge, was entirely destroyed on the 27th ult., by the disastrous fire which occurred in the theatre mentioned.

Festive.

The Annual Picnic in connection with the LANCASTER AND MORECAMBE TOBACCONISTS' ASSOCIATION is always looked forward to by the members with more than average interest, and the fifth outing, which took place on the 20th ult., was equally successful in every respect as any of its predecessors. The place selected was Arnside, and to this picturesque little village over thirty members and their friends journeyed in brakes. After visiting the neighbouring portions of the village, the party returned to the "Crown Hotel," where a sumptuous tea was provided. When full justice was

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The most profitable 3d. and 6d. packet, "PICK-ME-UP," in 12's and 25's.

A Tobacco

TRADE NEWS AND NOTES—continued.

done to this portion of the programme, a most enjoyable drive home to Lancaster, by way of Silverdale, finished up the day's entertainment.

The employes of MESSRS. C. FRYER & SON, accompanied by their friends, held their Annual Outing on June 23, when a large party made their way to Margate *via* water. A most enjoyable day was spent, and the return journey was taken up by songs and speeches in the saloon of the steamer.

The employes of the TOBACCONISTS' SUPPLY SYNDICATE held their annual outing on Saturday, July 7th, when a large party journeyed up river as far as Maidenhead, and spent a most enjoyable day in that lovely neighbourhood, fine weather adding to the success of the undertaking.

MESSRS. OGDEN'S annual picnic was held on Saturday, the 7th inst., the place visited being Blackpool. About 400 employes, being those from the tobacco factory alone, went by special train, leaving the Exchange Station at nine o'clock. Blackpool was reached at eleven, and a most enjoyable day was spent. Dinner and tea were served in the Winter Gardens. Blackpool was left at nine o'clock, and Liverpool reached at half-past eleven.

Burglary.

A daring burglary was committed on the premises of MESSRS. BRAILSFORD & Co., tobacco manufacturers, of 301, Shalesmoor, Sheffield, on the night of the 5th inst. The thieves effected an entrance into the empty shop next door, and then, having cut a hole in the ceiling of the room on the top story, crept between the ceiling and the slates until they were above Messrs. Brailsfords' premises. They then cut another hole in the ceiling and dropped into the room below. It is quite evident that they were disturbed in their work, for they left about 150 lb. of tobacco, which they had apparently intended to carry away, in the back yard. As it was, they managed to secure about 100 lb. of tobacco and about £2 worth of coppers. No attempt was made on the safes. The action of the constable on the beat was particularly creditable. Had he not made a complete search of the premises there is no doubt that the tobacco which was left in the yard would have been afterwards secured by the thieves.

In Parliament.

TOBACCO FOR ST. HELENA.—Mr. J. A. Pease asked the Secretary of State for the Colonies if he would explain why tobacco was sold free of duty to prisoners of war on the Island of St. Helena, and a duty charged upon the tobacco sold to the British troops in the island; and why the Boer force received preferential treatment as compared with the British force. Mr. Chamberlain: Presents for the Boer prisoners have been exempted from duty, but no instructions have been given for selling tobacco to them free of duty, which, however, is only one-fifth of the duty on tobacco imported into the United Kingdom. The exemption from duty accorded to presents for the Boer prisoners at St. Helena had been previously granted in the case of the Boer prisoners at Capetown, and had also been granted by the Transvaal authorities in the case of presents for the British prisoners in Pretoria (hear, hear). I think that the British troops at St. Helena should also receive this privilege in the case of presents sent to them, and I am instructing the Governor to that effect. General Laurie: Are the presents for the Boer prisoners sent from the United Kingdom or from Cape Colony? Mr. Chamberlain: I cannot answer with any positiveness, but I believe they are sent from Cape Colony.

OIL IN TOBACCO MANUFACTURE.—Mr. T. M. Healy asked the Chancellor of the Exchequer whether he was aware that a deputation, comprising the largest manufacturers in the tobacco trade, in Great Britain and Ireland, waited on the Chairman of Inland Revenue to protest against the abandonment of the Budget proposal to limit the use of oil in the manufacture to 3 per cent.; whether he was aware that honest makers, employing only as little oil as necessity demanded, were injured by the character and style of their goods being imitated by a product in which as much as 18 per cent. of oil was introduced as an adulterant; and, as this practice injured the manufacturer and caused a loss to the Revenue to the extent of 6d. or 7d. per pound, would he, if he received an assurance that such a measure would not be objected to, consent to re-introduce this Session the safeguards which he originally proposed. The Chancellor of the Exchequer (Sir M. Hicks Beach): My attention has been called to the circumstances referred to by the hon. member, and although the figures given by him are those of an extreme, and I hope quite an exceptional case, yet the matter is one of undoubted importance to the interests alike of the revenue, of the consumers of tobacco, and of the tobacco trade. I proposed a clause to deal with the matter while the Finance Act of this year was passing through the House, but did not press it, as objection was taken on the ground of insufficient notice to the trade. If I received such an assurance as the hon. and learned member suggests, I should be glad to renew the proposal this Session; but, in default of such an assurance, I feel myself bound by the pledge of the leader of the House against proceeding with any fresh opposed business this year. Mr. T. M. Healy: Will the right hon. gentleman submit his proposal, so that we can see whether there would be any real objection to it? The Chancellor of the Exchequer: I will consider it.

In Re—

OSCAR HIRSCH.—The bankrupt, ormerly trading as a tobaccoist at 123, Gray's Inn Road, failed in July, 1899, applied on June 21 for an order of discharge. It appeared that the debtor came to this country from Austria in 1884, and was employed as a commercial traveller for some years. With a capital of £20 he opened a shop at Lambs Conduit Street, in 1893, but gave this up in 1895. With a borrowed capital of £150 he then purchased a business in Southampton Row, W.C., but sold this in 1895 for a little over £130. Subsequently he bought the business in Gray's Inn Road for £30, and remained there until the landlord distrained in June, 1899. The Official Receiver reported that the debtor's household expenses were far in excess of his income, and that this extravagance was unjustifiable. He opposed the application on statutory grounds, and Mr. Registrar Hope suspended the order of discharge for three years from the date when the public examination was concluded, being about two years and two months from the date of application.

R. ALLEN, late tobaccoist, Tunbridge Wells.—The examination of this debtor was held at the Tunbridge Wells Bankruptcy Court, on June 20. Examined by Mr. Bretton, he stated that he had been in business as a fly proprietor and tobaccoist, and had been much pressed by creditors. He sold the tobaccoist's business for £30. He had kept no account books, and only knew he was insolvent when creditors pressed for payment. He began with a loan of £50 borrowed from his sister-in-law. After some domestic explanations, the examination closed.

WILLIAM JOHN THOMAS.—The first meeting of the creditors of this debtor was held on the 19th ult. at Exeter, the Official Receiver (Mr. T. Andrew), presiding. The statement of affairs presented to the meeting showed liabilities due to unsecured creditors amounting to

A Tobaccoist without "PICK-ME-UP" Cigarettes is like a Cigarette without Tobacco.



HIGH-CLASS

BADMINTON



CIGARETTES

In Enamelled Decorated Tins of 25, 50, and 100.

Write for Terms and Particulars to the Manufacturers—

R. & J. HILL, LIMITED (ESTD. 1775), LONDON, E.

TRADE NEWS AND NOTES—*continued.*

£139 6s. 5d., against which there were assets (cash, trade, fixtures and stock) to the amount of £27, which left a deficiency of £112 6s. 5d. Smallness of business, and expenses consequent on the illness of his wife, were the causes alleged by debtor for his failure. Debtor subsequently came up for public examination at the Castle of Exeter, before the Registrar Mr. R. R. M. Daw). He said that he had never kept any record of his turnover, and could not now estimate it. He sold his book debts, amounting to £25, to his brother-in-law for £10, in order to file his petition. The examination was concluded.

WILLIAM BIBBY.—On the 14th ult., at the Wakefield Bankruptcy Court, before Mr. Registrar Mason, the debtor, until recently carrying on business as a newsagent and tobacconist in Market Street, Normanton, and now a coal miner, and living in Cusworth's Buildings, at Warmfield, attributed his failure to the high rate of interest he had paid for borrowed money, and to heavy law costs. The examination was adjourned.

M. TAYLOR, presently residing at Links Place, Musselburgh, sometime cigar merchant in Edinburgh. The first deliverance is dated June 14. The meeting to elect trustee and commissioners was held in Dowell's Rooms, 18, George Street, Edinburgh, June 26, at 12 o'clock. Agent—Jno. Veitch, 5, York Place, Edinburgh.

MARTIN LYONS.—The first meeting of the creditors was held at the Board of Trade Offices, Corporation Street, Birmingham, on the 14th ult., when Mr. L. Sharp, the Official Receiver, presided. The unsecured liabilities were returned at £688 5s. 11d., and the assets at £68 18s. 5d. The debtor carried on business as a tobacconist at 74, Great King Street, and at 30A, County Chambers, he conducted a debt-collecting business. In the early part of this year he sold the former business for £150, and subsequently the debt-collecting business for £75, both of which monies, with the exception of a small amount for housekeeping, he paid to various creditors. The Official Receiver remarked that most of the proofs were from creditors in respect of monies which the debtor had collected for clients. Mr. Bagnall, who appeared for certain creditors, said that the serious part in his mind was the way in which the debtor had used monies paid to him on behalf of clients. The Official Receiver, after characterising the debtor's conduct as being very reprehensible, stated that the case was a summary one, and that he would become trustee.

LOUIS HENRY ISAACS.—A Receiving Order having been made on the 15th ult. against the debtor, described as of 16, Evelyn Mansions, Carlisle Place, Victoria Street, gentleman, the first meeting of creditors was held on June 29. It appeared from the debtor's statement that he was formerly employed by a firm of cigar manufacturers and importers. In April, 1893, he became a partner, introducing capital to the amount of £5,000. The business was continued until October, 1894, when a deed of assignment was executed for the benefit of the creditors, a dividend of 7s. 10d. being paid thereunder on £4,000, or £5,000 of liabilities. To that failure the debtor mainly attributes his present insolvency, his accounts showing liabilities £965, and no assets. The matter remained in the hands of the Official Receiver to be wound up in bankruptcy.

M. TAYLOR. In the Court of Session, on July 4, the Lord President, Lord Adam, Lord McLaren, and Lord Kinnear heard a petition of the debtor, sometime cigar merchant in Edinburgh, in which it was stated that on Thursday, June 14 last, his estates were sequestrated by the Lord Ordinary on the bills. Section 48 of the Bankruptcy (Scotland) Act, 1856, required the first deliverance, awarding the sequestration, to be published in the *Edinburgh Gazette* within four days, but the

petitioner's agent per incuriam omitted to publish it in the *Gazette* of June 15. It was, however, published in the *Gazette* of June 19. The statutory procedure has taken place, a meeting having been held and a trustee and commissioners duly appointed. The petitioner asks the Court to hold the publication on June 19 to be a due compliance with the statute. The Lord President pointed out that this was practically declarator, and he did not know of any petition in which a declarator had been given. The motion was continued till July 5 to allow counsel an opportunity of looking into the authorities. Counsel for the petitioner—Mr. A. M. Anderson. Agent—John Veitch, solicitor.

JAMES NIXON. At Middlesbrough Bankruptcy Court, on July 6, before the Registrar, Mr. A. B. Crosby. The debtor, at present of 14, Milton Street, Middlesbrough, steelworker, formerly tobacconist and confectioner, of South Bank, appeared for his first public examination. The statement of affairs showed gross liabilities amounting to £133 14s. 9d., and assets amounting to £12, leaving a deficiency of £121 14s. 9d. Debtor said he commenced business in November, 1893, and continued in it up to January, 1900. He had no capital to start with, but commenced on credit. He commenced business in a wooden structure in Middlesbrough Road. In reply to the Official Receiver, debtor said he went south to avoid being arrested for debt, and while he was away his wife sold up all his furniture. His furniture was the only asset he had. His stock-in-trade had gradually diminished, and in February, 1899, he gave a bill of sale over his stock and property. He then owed about £50, and gave the bill of sale to avoid being sold up immediately. In February this year he sold his premises to Mr. Ross, of South Bank, for £70, out of which he paid off the bill of sale amounting to £38 4d., and several other accounts to other people, chiefly for goods supplied. He could not say why he preferred certain creditors, and did not pay others. His wife managed the business, and kept no books of account at all. He had been losing money ever since he got the wooden structure. His insolvency was caused through his wife being too ill to look after the business. All his liabilities had been incurred since he knew he was insolvent. He had drawn about £10 a year from the business, and his wages were used for household and personal expenses. The examination was adjourned.

Obituary.

MR. HENRY BAILIE PICK, of Ilford, formerly a tobacconist in The Grove, Stratford, aged 45. Mr. Pick was well-known as a swimmer.

MR. FREDERICK R. MARSHALL, tobacconist, Market Square, Bishop Stortford, on June 12, aged 63. The deceased was found dead in his bedroom, to which he had been confined for some days, with his overcoat on, in the pockets of which were a bag of gold and his bank book. It is presumed by the doctors that he imagined he was going to the bank, and the exertion had brought on a fit that caused death.

MR. HARRY WOOTON, tobacconist, Blackheath Hill, Greenwich, on the 15th ult., aged 47.

Law and Police.*LAW INTELLIGENCE.*

MORRIS AND ANOTHER v. THE OCEANIC STEAM NAVIGATION COMPANY.—On July 2, the Court of Appeal, consisting of Lords Justices A. L. Smith, Vaughan Williams, and Romer, disposed of an appeal in this case by the defendant company from the refusal of Mr. Justice Mathew in chambers to change the venue for the trial of

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TRADE NEWS AND NOTES—continued.

the action from London to Liverpool. The plaintiffs claim a large sum of money by way of compensation from the defendant company, on account of damage to a consignment of tobacco and cigars shipped on board their s.s. "Teutonic" at New York for delivery at Liverpool. Mr. Joseph Walton, Q.C., and Mr. Horridge appeared for the appellants, and Mr. Lawson Walton, Q.C., and Mr. A. L. Morris for the respondents. In stating the appellants' case, Mr. Joseph Walton said that the "Teutonic" was one of the White Star liners carrying passengers and mails between Liverpool and New York. In course of the voyage in question, back from New York—from which port she sailed on March 2 last—one of the water pipes burst, in consequence, it was said, of its having been frozen when the ship left New York. The result was that considerable damage was done to the plaintiffs' tobacco and cigars, as well as to other property, and the total claims against the defendant company amounted to about £10,000. The allegations against the defendants were that the pipe in question was not properly tested or protected, that the goods were not stowed in a proper cargo space, that steps were not taken at once, when the vessel was at sea and the leak was discovered, to cut off the water, and lastly, that when the condition of things had been ascertained, the cargo was re-stowed while there was still a considerable quantity of water left in the compartments. About March 7 the "Teutonic" arrived at Liverpool, and it was then discovered the cargo was damaged. Liverpool surveyors were engaged by either party, and the vessel surveyed. Having regard to the nature of these allegations, it would be necessary to call some of the officers and probably some of the crew of the "Teutonic" to speak as to what was done, not only at New York, but during the voyage when the leakage was discovered. It would also be necessary to call those who were responsible for the water pipe arrangements on board the vessel, and they were one and all resident at Liverpool. So far as he knew, there would be no evidence that would not come from Liverpool, except that as to the quantum of damage. In all probability that question would not be dealt with at the trial. This case had been put into the commercial list for trial in London by the learned judge, and as their lordships knew, a commercial court had recently been established at Liverpool. He was sorry to say, however, that few commercial cases had, up to the present, been tried there; and the defendants were therefore anxious to have this case disposed of at Liverpool. Lord Justice Vaughan Williams said there might possibly be some evidence necessary as to the condition of the water pipe when the vessel was at New York, and he understood that there were greater facilities at Liverpool for obtaining such evidence than in London. Mr. Joseph Walton said that was so, and he submitted that this was essentially a Liverpool case. Lord Justice Smith said that the old rule about changing the venue was this—the plaintiff might set a case down for trial where he liked, but if the place named was unreasonable, then the venue might be changed. Mr. Joseph Walton submitted that if it could be shown that it would be of greater convenience to have the case tried at Liverpool, the venue ought to be changed. Mr. Horridge, following on the same side, said that one of the reasons given by the plaintiffs for not wishing the trial to take place at Liverpool was that they objected to a Liverpool jury. (Laughter.) Mr. Lawson Walton, Q.C., for the respondents, said that the plaintiffs were cigar merchants, of London, and they had a *prima facie* right to have the case tried there. There would be no difficulty in arranging a day for the trial in London to suit the witnesses it was said it would be necessary to call, but his contention was that, for the purpose of deciding whether the pipes on board the "Teutonic" were defective or not, it would be quite unnecessary to call any of the staff of that vessel. The question could be quite as well dealt

with by the surveyors. The learned judge had properly exercised his discretion in this case, and his decision should not be disturbed. Mr. Horridge, in reply in present were not allowed to be tried at Liverpool, the Commercial Court there would in all probability cease to exist. The Liverpool Assizes would begin on the 26th of this month, and the "Teutonic" was due to arrive there on the 25th. Lord Justice Smith, in giving judgment, said he wished to emphasise the fact that the plaintiffs had a perfect right to set this case down for trial in London, but the defendants contended that, on the balance of convenience, the case should be tried in Liverpool, and he must say that they had made out a strong case. In his opinion, they had made out that it would be necessary to call some of the officers, and perhaps some of the crew, of the "Teutonic," which, he was told, would arrive at Liverpool about the 26th of this month. He thought for himself that it would be more convenient, on the balance of convenience, that this case should be tried at Liverpool. If he had been at chambers he should certainly have changed the venue; but that court ought not to interfere with the discretion of the judge in chambers unless it were clearly shown that, by inadvertence, he had made an order which would do injustice to the one party or the other. In his opinion, it had not been made out that any injustice would be done in this case if the trial were in London. A certain amount of inconvenience and expense would take place by reason of having to take witnesses to London; but, as had been pointed out, witnesses had to travel from all parts of the kingdom to the metropolis to give evidence in Admiralty actions. As one well knew, there was machinery at Liverpool for the trial of actions arising out of collisions in the River Mersey, but it did not often appear that parties availed themselves of the local tribunal. The present case was, however, a test case in which a large amount of money was at stake, and it was clear that certain points of law would arise upon the bills of lading. For these reasons he was not prepared to interfere with the decision of the learned judge in chambers, and the appeal would be dismissed with costs. Lord Justice Vaughan Williams said he agreed, but with some reluctance; and Lord Justice Romer concurred, believing as he did that Mr. Justice Mathew had properly exercised his discretion.

A. I. JONES & Co. (LTD) v. POTTER. Heard in the Queen's Bench Division of the High Court of Justice, before Mr. Justice Bigham, on June 25. This was an action brought by A. I. JONES & Co., LTD., tobacco merchants, against MR. WALTER EDWARD POTTER, carman and contractor, to recover £226, the value of certain goods which plaintiffs alleged were lost while in the custody of the Defendant's servant. Defendant denied liability, and counterclaimed for £25 for work done. Mr. Carver, Q.C., and Mr. Yelverton appeared for the plaintiffs; while Mr. Witt, Q.C., and Mr. Slater represented the defendant. It appeared that the plaintiffs were tobacco and cigar merchants, having shops in different parts of the Metropolis, and they had an arrangement with the defendant under which he supplied a horse, van, and carman to convey their goods from their office at Hammersmith to their different shops. On December 15 last, the plaintiffs placed various parcels of tobacco, cigars and cigarettes in one of the defendant's vans for delivery in the usual manner, and the defendant's carman was accompanied by a lad in the employment of the plaintiffs. On arriving in Holborn the carman and the plaintiffs' lad went to have a cup of coffee, and when they returned to the street they found that the horse, van, and goods had disappeared. The horse and van were subsequently found by the police, but the tobacco, &c., had been removed. The plaintiffs alleged that the defendant's servant was guilty of negligence, and that, therefore, the

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TRADE NEWS AND NOTES—continued.

defendant was liable for the loss. The defendant, on the other hand, denied liability, contending that the goods were under the control of the plaintiffs' servant. At the suggestion of the learned judge, the parties agreed to divide the amount of the loss, and of the counterclaim, and judgment was entered for the plaintiffs for £100 without costs. Mr. Justice Bigham said he was sorry for the defendant, because he thought the loss had occurred without any blame being attributable to him. It was a misfortune, and the parties had acted properly in agreeing to share the loss. This case ought to be a warning to the lads not to drink coffee again (laughter). Mr. Witt said he was recently in a case where some woollen goods were lost in a similar way. In that case one of the boys went to have his tea, and while he was away a gang of thieves approached the second boy and told him that his mate wanted some postage stamps. Having succeeded in getting the second boy out of the way, the thieves walked off with the horse, van, and goods. Mr. Justice Bigham.—It is a common sort of theft. The other day I had the pleasure of sending a gentleman to five years' penal servitude for a similar offence.

WILLIAM KELLY v. DAVID LEAHY, and others.—Heard in the Chancery Division, Dublin, before the Master of the Rolls, on June 28 and 29. Counsel for the plaintiff—Mr. S. Ronan, Q.C.; Mr. C. L. Matheson, Q.C.; Mr. G. A. Hume, Q.C.; and Mr. J. H. Pigot (instructed by Messrs. Clarke & M'Cartan). Counsel for the defendants—The Right Hon. The MacDermot, Q.C.; Mr. Campbell, Q.C., M.P.; and Mr. James Chambers (instructed by Messrs. Carson & M'Dowell). This was an action by the plaintiff, who is a wholesale tobacco merchant, and resides at Marlborough Park, Belfast, for an account of the partnership between the plaintiff and defendants, that a deed of release dated 3rd November, 1893, be set aside as against the plaintiff, and that the plaintiff might be at liberty to surcharge and falsify the accounts referred to in the release, and particularly the account of assets set out in the schedule thereto. The defendants, the Rev. Michael Leahy, Mary Leahy, and William Henry Thomas, were sued as executors and executrix of Jeremiah Leahy, deceased, who was a member of the partnership. It appeared from the statement of claim that the plaintiff, together with the defendant, David Leahy, and Jeremiah Leahy (now deceased), entered into partnership on 25th November, 1883, and carried on the business of tobacconists in Belfast under the trade name of Leahy, Kelly & Leahy. Jeremiah died on 8th October, 1890, after which the plaintiff, and the defendant, David Leahy, carried on the business until 29th May, 1891, when they sold it to a limited liability company. David Leahy kept the books of the firm, and the plaintiff stated that he knew nothing of the accounts except what he was told by David Leahy, in whom he reposed trust and confidence. The partnership between the parties was dissolved by the deed of 3rd November, 1893, on a balance sheet prepared by David Leahy. In the year 1896 plaintiff obtained from David Leahy the private ledger of the partnership in order to check items in an account dealing with outstanding liabilities. He then for the first time discovered that in the preparation of the balance sheet on which the indenture of release was signed, errors to a large amount had been made by charging several thousands of pounds against the partnership, which were the private debts of David Leahy. Plaintiff charged that David Leahy knew of such improper charges, and concealed same, and he now asked that the books of the partnership should be produced, and an account taken. In their defence, the defendants denied that the books were kept by David Leahy, and said that they were properly kept by a bookkeeper; that they were always open to inspection by the plaintiff, who took an active interest in the partnership, and thoroughly under-

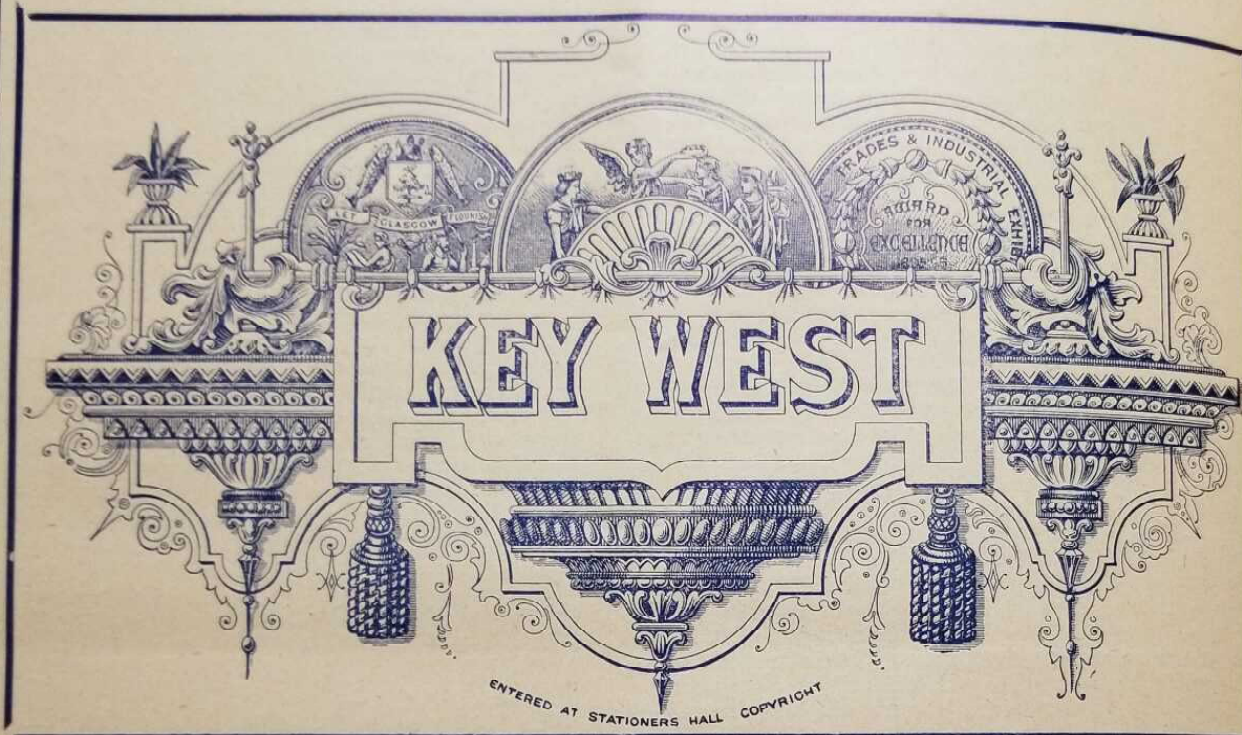
stood the business. With reference to the balance sheet on which the partnership was dissolved, the defendants said that plaintiff and his solicitor had made close investigation of the accounts. Acting on the advice of their solicitors, the plaintiff and the defendants selected Mr. Edward Bailey, an accountant, to prepare and settle the final accounts of the partnership, and he duly prepared the balance sheet. The defendants believed, and still believe, that the balance sheet was accurate. They did not admit any inaccuracies, and denied as absolutely unfounded the allegation that large sums which were the private debts of David Leahy had been charged against the partnership. The defendants averred that the release of November, 1893, was voluntarily given and executed by the plaintiff, who well knew its nature and effect, and that it was a bar to so much of the plaintiff's claim as related to the accounts of the partnership prior to its execution. The defendants were quite ready and willing to submit to an account of all the dealings of the partnership assets since April, 1893, and had, prior to the institution of the action, furnished to the plaintiff an accurate account of such dealings. At this stage the case was adjourned till the 29th. At the sitting of the Court, Mr. Matheson stated that a consent had been signed by the parties and their solicitors providing for the withdrawal of the cause of action on the following terms:—The defendant, David Leahy, undertaking to indemnify the plaintiff against the claims made by Leahy, Kelly, & Leahy, Ltd., against the old partnership and also against all future claims of a like nature and all claims whatsoever by the defendant, David Leahy, against the plaintiff; the defendant, David Leahy, to pay to the plaintiff's solicitors £350 in full satisfaction of the costs of this action; all charges and imputations of every kind to be withdrawn.

LUSBY v. COUCH.—Heard in the Reading County Court, on June 15. In this case Messrs. Lusby, cigar merchants, of London, claimed £36 3s. 9d., for goods supplied to Harold Couch, formerly a retail tobacconist in Reading. The facts of the case are as follows:—On September 7 last, plaintiffs supplied 7,000 cigars to defendant, upon order received by their traveller, to the amount of £36 3s. 9d. Defendant was to have a discount of 7½ per cent. if he paid within six months. The money became due on March 7, but the account was unpaid. The plaintiffs issued a writ, and then defendant paid £33 3s. 9d. into Court, this being the amount of the claim, less 7½ per cent. discount, and contended that Messrs. Lusby's traveller had, as part of the contract, undertaken to supply them gratuitously with show cards and bags, but had failed to do so. Plaintiffs denied that any such undertaking had been given. His Honour, in giving judgment, said that with regard to the bags they came to a curious point of law, and that on Section 30 of the Sale of Goods Act, 1893, plaintiffs wanted judgment for the full value, in spite of their own breach of contract. He held that, as a fair interpretation of the statute and of common law, defendant should be entitled to make a reduction, and he would give judgment for defendant for £3 10s. On the question of discount, he held that defendant should have paid the money in six months. Plaintiffs were entitled to costs up to the date of payment into Court, but defendant to costs afterwards. His Honour, with regard to the question of the bags, said he hated and despised the whole system, and considered it nothing more than cajolery to obtain orders.

COHEN v. KUSCHKE & Co., AND ANOTHER.—This was an action brought by Mr. DANIEL COHEN, cigar and cigarette manufacturer, before Mr. Justice Bruce and a special jury, on June 30, to recover the amount of commission alleged to have been paid by the defendants, K. G. KUSCHKE & Co., tobacco brokers, to the

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TRADE NEWS AND NOTES—continued.

defendant, Mr. EMANUEL KOENIG, while the latter was the plaintiff's manager. It appeared that the plaintiff entered the tobacco trade in 1892, and employed the defendant Koenig as his manager and buyer. Koenig entered into contracts with the defendants, Kuschke & Co., for the sale of tobacco by the latter to the plaintiff, and the plaintiff alleged that Kuschke & Co. paid Koenig a secret commission. Koenig, who was called as a witness for the plaintiff, admitted that he had received two presents from Kuschke & Co., amounting together to £38, in connection with a large order for tobacco, and said that one of the presents was supposed to be a Christmas-box. The second sum was paid over on Koenig's request some years after the transaction in question. Koenig said he had been promised it, but this was denied by the other defendants, who described the demand as a piece of extortion to which one of them, Mr. Hoffman, had weakly submitted. Mr. Hurd, the manager of Kuschke & Co., said he had never agreed to give Koenig any commission, and that when Koenig asked for threepence in the £ on one large order he had refused to give it, but owing to Koenig representing he was hard up, Mr. Hoffman gave him a Christmas-box of £8 in advance. Mr. Justice Bruce left the following questions to the jury:—Whether at the time of the sale it was a term of the contract that Kuschke & Co. should pay Koenig something for himself, and whether the sums of £30 and £8 were paid in pursuance of such promise. The jury found a verdict for the plaintiff for £38. Mr. Justice Bruce thereupon entered judgment against the defendant Koenig. Mr. Witt, Q.C. (with whom was Mr. Norman C. Craig), submitted that the plaintiff was also entitled to judgment against Kuschke & Co. Mr. J. E. Bankes, for Kuschke & Co., contended that the plaintiff was not entitled to judgment against his clients, as he had failed to prove that the purchase price was increased in any way by reason of the payment of the commission. Of course, if the plaintiff obtained a finding of the jury that the price was increased by the amount of a bribe, he could have recovered the difference either as damages or as money had and received. Mr. Justice Bruce said he would give his judgment on the following Tuesday. On July 3, Mr. Justice Bruce read the following written judgment:—This is a claim by the plaintiff to recover £38, a sum paid by the defendants, Kuschke & Co., to the defendant Koenig, being a sum paid by way of secret commission to Koenig, who was engaged as the plaintiff's buyer. It was not disputed at the trial that the sum of £38 was paid by Kuschke to Koenig, but the question in dispute was whether it was a sum of money paid in pursuance of a bargain made by Koenig for the purchase from Kuschke & Co. of a parcel of 32 bales of Sumatra tobacco, or was a mere gratuity paid to Koenig as a Christmas-box or as a present. The defendants contended that it was a mere gratuity, and that it had no relation to the contract by Koenig for the purchase of the 32 bales. Thereupon I left to the jury the following question, whether a term of the bargain was a promise to pay Koenig 3d. in the £ by way of secret commission, and whether payment was made in pursuance of such promise. They answered that in the affirmative. I thereupon entered judgment for the plaintiff against the defendant Koenig. The question now arises as to whether the plaintiff is entitled to judgment against the defendants Kuschke & Co. It was contended by Mr. Bankes on behalf of the defendants Kuschke & Co. that, as there was no evidence that the price of the 32 bales had been enhanced by the amount of the commission, Kuschke & Co. are not liable. But I cannot agree with that contention. It is clear that Kuschke & Co. knew perfectly well that Koenig was the plaintiff's agent and was buying the 32 bales for him, and it is quite clear from the evidence of the defendants that the money paid to Koenig was paid to him with the intention that he should have

the benefit of it. Indeed, as I have said, the case of Kuschke & Co. is that the £38 was a present to Koenig. If the money paid was not a mere gratuity, the defendants Kuschke & Co. must have paid it as a secret commission. By the finding of the jury, Kuschke & Co. did pay this money to Koenig as a secret commission, and in those circumstances I think it matters not whether a different price would have obtained had there been no bargain for a commission. In this sale it was a term, it entered into the bargain, that a sum of money, which was part of the apparent or pretended price of the goods, was to be paid over to Koenig for his own use. That money was in law not Koenig's money, but it was the money of the plaintiff. And if the defendants Kuschke & Co. paid over to Koenig with knowledge of the circumstances money which was the plaintiff's money, intending that Koenig should keep it for his own use and that the plaintiff should be kept in ignorance of the payment, I think they are liable to the plaintiff for the amount. The plaintiff cannot, of course, recover the money twice over, but he is entitled to recover it against either or both of the defendants, and he is entitled to judgment against Kuschke & Co. for £38 and costs.

FLANAGAN *v.* KELLY. Heard at the Enniskillen Quarter Sessions on June 27. This action was brought to recover balance of salary and for breach of contract. Mr. Cooney appeared for plaintiff, and Dr. Walsh, B.L., for defendant. The defendant is engaged in the wholesale tobacco trade, and some time ago he started a retail tobacco shop in Enniskillen, but, not being desirous of his name being connected with it, he engaged the plaintiff, who was at the time an assistant in Mrs. Martin's public-house, to manage the place under the name of Flanagan. According to the plaintiff, he was to get £40 a year and board and lodging, and at the end of six months, if the place succeeded, plaintiff was to get the business handed over to him. Plaintiff had no one to help him, and did the work alone. He took out of the till 12s. a week for his board and lodging, which he paid to Mr. Bernard Hughes. After being forty-three weeks in the employment he left, having, as he contended, a balance of £24 12s. 1d. wages due to him. The defendant did not give him over the business as agreed upon, and for the breach of agreement he put in a claim, making in all £50. Plaintiff, in cross-examination, attributed mistakes he made to "haste." For the defence, it was argued that no salary had been agreed upon, and that plaintiff was careless in the conduct of the business, had lost stock to the extent of £43, and had wrongfully lent money. The place had been offered to plaintiff at the opening, but he declined taking it then, and there was no agreement that he was to get it at the end of six months. Defendant said a child could have done all the business done in the shop, the total turnover being about £12 a week. His Honour held that there had been no binding agreement to hand over the place to plaintiff, the case made on that point being all moonshine. The plaintiff was quite pleased to remain in the employment until an engagement in Dublin, with more remuneration and opportunities for seeing life, offered itself. The total amount apparently due to him was £59 9s. 8d. He had taken out of the till £34 17s. 7d., which left a balance of £24 12s. 1d. He could take no notice of the shortage or shrinkage in the stock, of which no proof had been given, but he would deduct a sum of £1 10s. which plaintiff had no authority to lend. Decree would therefore issue for £23 2s. 1d.

In the Chancery Division, on July 6, Mr. Cutler, Q.C., mentioned to Mr. Justice Cozens-Hardy an application for registration of a trade mark by JOHN PLAYER & SONS, LTD., of Nottingham. The application was opposed by the Comptroller of Trade Marks, and the learned Counsel asked that the application might stand

The Cutting Trade is not supplied with "PICK-ME-UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

over for a fortnight in order that further evidence might be put in. Mr. Justice Cozens-Hardy acceded to the application.

POLICE.

At the Clerkenwell Police Court, on June 26, WM. LEMON, 34, traveller, of 36, Harcombe Road, Stoke Newington, was charged, on remand, before Mr. Bros, with embezzling £3 8s., the money of his employers, JOHN REDFORD & Co., of 49, Exmouth Street, Clerkenwell, tobacco manufacturers. Mr. Ricketts, in prosecuting, stated that the prisoner had been in the employment of the prosecutors for fifteen years. He received a weekly salary of £3 10s. and commission amounting to 5s. In the early part of the year Mr. Redford died, and since then the business had been carried on by his wife and daughter. In April last the manager made the discovery that the prisoner had embezzled sums amounting to £373. He was forgiven and warned as to his future conduct. The very next day, however, the prisoner embezzled a sum of £1 2s., and he embezzled further sums down to 5th June, when he received a sum of £3 8s. from Mrs. Wooton, tobacconist, of Barking Road, and failed to pay the money over. The prisoner pleaded guilty, and said he had to pay expenses out of the salary mentioned. He had a wife suffering from cancer, and two children. Mr. Bros sent him to prison for three months.

At the Worship Street Police Court, on June 23rd, JOSEPH BEEBE, 27, tobacconist, of Osborne Street, Whitechapel, was charged, before Mr. Haden Corser, with assaulting SAMUEL SCHNEIDER, described as a general dealer, of Thomas Street, Whitechapel. The prosecutor, a foreigner, said that he was recently prosecuted by the prisoner for obtaining a quantity of cigars by false pretences. It was alleged that he had an order for them from the superintendent of the Manchester Hotel, and he admitted that he had otherwise disposed of them, and had not paid the prisoner for his goods. Nevertheless, the case was dismissed, and he said that subsequently he heard that the prisoner had threatened to punch it out of him. About one that morning when in Whitechapel Road, he met the prisoner and they had some words in which the prisoner abused him and then struck him. The prisoner alleged that Schneider insulted the girl he was walking with—a sister—but the prosecutor said it was a lie. He also denied that he attacked the prisoner first, saying it was not likely he could stand up against "a cowardly bully" like the prisoner. Mr. Corser told him to behave himself and answer properly. The prisoner called his sister to prove that the men fought. Mr. Corser said that whatever the merits of the previous case the criminal charge had been disposed of, and the prisoner had no right to recover a debt by punching. He fined him 21s.

JOHN TONE, 17; FRANCIS TONE, 17; and JOHN BROWN, 17, were charged at Clerkenwell Police Court last month with being concerned together in breaking into the warehouse, 81, Turnmill Street, Clerkenwell, on June 4, and stealing tobacco, cigars, and cigarettes, value £6, the goods of the LONDON AND DISTRICT TOBACCONIST MUTUAL SUPPLY Co., LTD. The prisoners Tone are twins. Early on the morning of the 4th ult., Police-constable Hawkins, G division, saw the prisoners and three other lads leave the premises carrying a sack. He ran after them, but they dropped the sack and escaped. The sack contained a quantity of cigarettes and cigars. The officer afterwards discovered the premises of the company had been broken into, and a considerable amount of property stolen. When Detective Selby arrested the prisoners Tone, they said they and Brown entered the premises and took the property. When

Brown was arrested, he said he stayed outside the premises. The prisoners, however, denied that they broke into the premises. They said the door was open. Mr. Paul Taylor convicted the prisoners of stealing, and ordered them to be imprisoned for one month.

At the Doncaster Borough Quarter Sessions, on June 26, FRANK RIDGWAY, 39, paper manufacturer, Bradford, WALTER HICKS, tobacconist, East Laith Gate, the sum of £2 6s. 6d., with intent to defraud, at Doncaster, on February 23. Mr. R. Capes appeared for the prosecution, and Mr. R. A. H. Tovey for the defence. Mr. Capes said that on Friday, February 23, the prisoner called upon self as a representative of the firms of Gallaher and Goldbergs, of Liverpool, well-known dealers in tobacco and pipes. Prisoner produced two price lists with the name of Goldberg & Co., Ltd, upon them, and, after examining the lists, prosecutor agreed to purchase goods to the value of £2 6s. 6d. Prisoner asked for the money to be paid down, and prosecutor, knowing that Goldberg & Co. was a ready-money firm, paid the money. Prisoner made out a receipt, which he signed "J. W. Nelson." The goods did not arrive, and at the end of ten days prosecutor wrote to the address in Bradford to ascertain why the pipes had not been sent, but he got no reply. He then wrote to Messrs. Goldberg, and received a letter from the firm stating that they had had no representative in Doncaster, that they had no traveller of the name of Nelson, and that the man must be a fraud. Prosecutor had better communicate with the Chief Constable. He took out a warrant for prisoner's apprehension. Two days after the warrant was issued he received a quantity of pipes from Leeds, which he valued at £1, but none of them corresponded with the pipes he had ordered. Prosecutor was sworn, and bore out this statement. Mr. Tovey addressed the jury on behalf of the prisoner, and Mr. Capes replied. The Recorder having summed up, the jury found the prisoner guilty. The Recorder said the prisoner had been convicted of a very impudent sort of fraud, and he had been convicted before, and had just come out of prison for an exactly similar offence. If that case had been tried at the same time as the case for which he had been convicted, he had no doubt prisoner would have got off with the same punishment as he then received; therefore, he should only pass a nominal punishment of one week's imprisonment.

At the Greenwich Police Court, on June 27, RICHARD LEONARD TUNGAY, 38, tobacconist, and LILIAN EDITH TUNGAY, 36, of 184, Lower Road, Rotherhithe, were charged, on remand, with keeping a betting-house. Mr. Blanchard Wontner prosecuted for the Police Commissioner, and Mr. George Elliott was counsel for the defence. Since the first hearing six summonses had been issued, specifying offences on June 12, 13, 14, 15, 16, and 19. As against the wife the charges were withdrawn, and she was discharged, on the ground that although she was the rated occupier of the shop, she took no part in the betting transactions. The prisoner pleaded guilty. Mr. Wontner said the prisoner's premises were raided on June 19, and that a large business was being carried on. It was shown by the fact that Mrs. Tungay had £155 upon her. On the premises were found a large number of betting slips. The prisoner's excuse was that he had begun betting to oblige a friend, but it would appear that his friends were very numerous, for as many as 1,713 slips relating to 2,841 bets were found at the shop on the occasion of the raid, whilst his books showed a turnover for the year of £2,510 19s., and as much as £141 16s. had been paid out in one day. There were many small bets, but others were for considerable sums. The wife was aware that the business was going on, but the husband appeared to be responsible, and had now pleaded guilty.

There was no Mr. Elliott, for certain amount the raid, but facts, as, with he merely acted Prisoner had all conveying whom he served bets on his evidence that considerable time. He fined the six summonses the £155 for after the fine objection, but had the power

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At the Bristol CLEMENTS cigarettes belonging to Co., LTD. prosecutors receiving and them that the person were stolen.

At the Hastings LEE, 30, CO three packets and Gluckstein a window, the to the amount returned ago Mr. Grantham (barrister) was said that the medical men, the occurrence ago he was ill in a measure offer no evidence state that it was mendation of not guilty, an

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There is money in selling "PICK-ME-UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

There was no previous conviction against the prisoner. Mr. Elliott, for the defence, said he did not deny that a certain amount of business was being done at the time of the raid, but Mr. Wontner's figures did not give the actual facts, as, with regard to the greater part of the transactions, he merely acted as agent at a commission of 5 per cent. Prisoner had really been led into the business by first of all conveying bets from stevedores and dock workmen whom he served with other goods. He then took some bets on his own account. Mr. d'Eyncourt said it was evident that the business had been carried on for a considerable time, and that large transactions had passed. He fined the prisoner £15 and 21s. costs on each of the six summonses, £96 6s. in all. Mr. Elliott applied that the £155 found upon Mrs. Turgay should be given up after the fine had been paid. Mr. Wontner raised no objection, but Mr. d'Eyncourt, saying he doubted if he had the power, declined to make any order.

On June 27th, at the Burton-on-Trent Police Court, THOMAS FAULKKNALL, of High Street, was summoned, at the instance of an Inland Revenue officer, for having on his premises, on the 2nd April, tobacco which upon analysis was found to contain more moisture than that allowed by the Act. Mr. Wheatcroft appeared to defend. On the 2nd April F. W. Robertson, an officer of the Inland Revenue, visited defendant's shop and asked for two ounces of pigtail tobacco, stating that he wanted it for purposes of analysis. The tobacco was subsequently sealed in a packet and sent to the Government laboratory, with the result that it was found to contain 36.6 per cent. of moisture, which was 6.6 per cent. beyond the limit allowed by statute. Mr. Faulknall told Robertson that he had had the tobacco from Messrs. Young & Co., of Bolton, and it was in the same state as when he received it. James Woodward, analyst, of London, proved the result of his analysis as stated above. On behalf of the defendant, it was admitted that a technical offence had been committed. The tobacco had been tampered with in no way whatever, and it is in just the same condition as when he received it from the manufacturers. The sample taken by Robertson was from the centre of a new roll, and naturally contained a little more moisture than if it had been opened. A fine of 20s., with £1 13s. 6d. costs, was inflicted.

At the Bristol Police Court, on June 16th, ALFRED CLEMENTS, 18, machinist, was charged with stealing cigarettes belonging to his employers, MESSRS. HUDDEN & Co., LTD., of Victoria Street. It appeared that the prosecutors became aware of the thefts going on through receiving anonymous letters from Brislington informing them that the sale of cigarettes was taking place there. The person who bought them was not aware that they were stolen. Defendant was fined 10s.

At the Hastings Quarter Sessions, last month, HERBERT LEE, 30, collector, was indicted for feloniously stealing three packets of cigarettes, the goods of Messrs. Salmon and Gluckstein, Ltd., and also for unlawfully damaging a window, the property of the said Salmon and Gluckstein, to the amount of £4, on the 24th May. A true bill was returned against prisoner, who pleaded not guilty. Mr. Grantham (barrister) prosecuted, and Mr. Hodgson (barrister) was for the defence. Counsel for the prosecution said that the prisoner had been examined by two medical men, who were of the opinion that at the time of the occurrence he was suffering mentally. A short time ago he was ill with rheumatic fever, which doubtless was in a measure responsible for this. He would therefore offer no evidence against prisoner, and he would like to state that it was the wish of Messrs. Salmon and Gluckstein that this course should be adopted. On the recommendation of the Recorder, the jury found the prisoner not guilty, and he was accordingly discharged.

At the Mansion House, on the 13th ult., MAJOR DRAPKIN, SAMUEL BARNETT, HILL LEVARTOVSKY, and LAZARUS FIELDSOVITCH, trading as MAJOR DRAPKIN & Co., cigarette manufacturers, Aldgate, pleaded guilty to eight summonses under the Trade Marks Act, which charged them with having applied to certain cigarettes a false trade description, and with having sold them. Mr. Bodkin, who prosecuted, explained that the defendants were the manufacturers of cigarettes, and supplied retailers. The cigarettes in question purported to be genuine Egyptian brands and to bear the Government stamp as though imported from Egypt. As a matter of fact they were manufactured in Aldgate, and the stamp was fraudulent. There was reason to suppose that considerable profits were made in respect of the sale of these cigarettes, the labels on which were calculated to make the purchaser believe that he was buying cigarettes which had been manufactured in Egypt. Continuing, Mr. Bodkin referred to the prosecutions of Mr. Jones and Mr. Abraham Drapkin, reported in our last issue, and told the Court that they had now before them the actual manufacturers who had got the other firms into trouble for falsely selling as Egyptian cigarettes, cigarettes which were made in Whitechapel. Mr. Kisch, for the defence, said that this system of labelling cigarettes was merely for the purpose of establishing a trade name, and certainly not with a view either to defrauding or misleading the public. The defendants only supplied retailers, who were fully aware of the origin of the cigarettes. Alderman Truscott imposed a fine of £20, with 10 guineas costs, on the first summons, and on each of the seven remaining a fine of £5 with 2s. costs.—£64 4s. in all. The money was paid.

Before the same Court on the same day, Mr. MAXIMILIAN H. HERSEY was summoned, at the instance of MESSRS. DAMBERGI, of Gracechurch Street, for selling cigarettes to which an alleged false trade description had been applied. Mr. Horace Avory defended. Mr. Bodkin, who prosecuted, said that the complainants were the owners of a brand of cigarettes known as "Gourdoulis," and the allegation was that the defendant, a cigarette manufacturer who carried on business at Leadenhall Street, E.C., and also at 31, Cannon Street, E.C., in the names of himself and his wife, had sold cigarettes, the label on which was a colourable imitation of this brand. The defendants were manufacturers of "Old Flag" Cigarettes, the sale of which is advertised to assist the wives and families of soldiers at the front, and in connection with these H.R.H. the Prince of Wales had given him an order for the supply of nine boxes. Messrs. Hersey also manufactured a cigarette called "Burbacki," and labelled "Cigarettes Egyptienne" in a manner which he (Mr. Bodkin) contended was a close imitation of Messrs. Gourdoulis's cigarettes, of which Messrs. Dambergi Brothers were the sole owners, and for the supply of which they held an appointment from His Royal Highness. The defendants exhibited the letter from Sir Francis Knollys in their window, and Mr. Bodkin stated that when the public, after reading this letter, went into defendant's shop and asked for cigarettes as supplied to the Prince of Wales, they were served with "Burbackis" and not the "Old Flags." Mr. Spiro Dambergi, called, in his evidence corroborated counsel's statement, and proceeded to point out the similarities between the labels. Mr. Avory, for the defence, asked witness to point out the differences, and he was bound to admit there were several. Mr. James B. Abbot, a traveller in the employ of Messrs. Dambergi, stated that he went to defendant's shop at 31, Cannon Street, where he saw some "Burbacki" Cigarettes, and asked the assistant: "Are these what you supply to the Prince of Wales?" On receiving an affirmative reply, witness bought the samples which were then in Court. Alderman Truscott dismissed the case, but

If you wish to make your fortune soon, sell "PICK-ME-UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

declined costs, and Mr. Bodkin withdrew three other summonses in connection with the same defendant.

[With reference to this case we received a letter signed A. Lengemann, and dated from 31, Cannon Street, while some of these matters were still *sub judice*, but we refused to publish it owing to what we considered to be libellous statements contained in it. We have now good reason to believe that the letter did not emanate from the gentleman whom we mention.—Ed. C.W.]

At the Thames Police Court, on June 14th, MESSRS. B. MORRIS & SONS (LTD.), tobacco manufacturers, of High Street, Aldgate, appeared on six adjourned summonses for applying to certain cigarettes a false trade description, contrary to the provisions of the Merchandise Marks Act (50 & 51 Vict. cap. 28). Mr. Bodkin, barrister, prosecuted, and Mr. Fisher, solicitor, defended. The counts were in respect of boxes of cigarettes labelled "Seul Fabricant des Osiris, Commission et Exportation, Cigarettes Egyptiennes. Qualité, Spécialité Osiris," as reported in the previous hearing of the case which appeared in our last issue. Mr. George Proctor Hawtrey, Gower Street, now deposed that he was a member of the dramatic profession, and for many years had been a smoker of cigarettes. When he ordered an Egyptian cigarette he expected to get a cigarette made in Egypt. He did not rely on the presence or absence of the Government stamp on the boxes. The box produced represented a box in which Egyptian cigarettes, as he understood them, were sold. By Mr. Fisher: He came to that court through having a conversation with a Mrs. Savage, and the lady suggested he should come. He had smoked Virginian cigarettes, and he believed they were made from tobacco grown in America. The same remark applied to Turkish cigarettes. It was only during the last few days that he had heard that Egyptian cigarettes were made in England. He smoked cigarettes obtained from his club, the Constitutional, and thought they were obtained from Sullivan's. Mr. Bodkin: That is an Egyptian name. (Laughter.) For the defence, Mr. Fisher submitted that there was neither merit nor substance in these prosecutions. The real prosecutors in the case were Messrs. Dambergi, and not the association whose name had been so freely used during that case. Two or three importers wished to monopolise the cigarette trade, and that was why they wished to prevent English manufacturers from using the words "Egyptian cigarettes." That was the reason why his clients defended the case. Directly English manufacturers found out that Egyptian cigarettes were only a blend of Turkish tobacco they started making them; and, as an instance proving that this was not a trade prosecution, he might mention that Sir H. Wills was the president of the Tobacco Manufacturers Association, and yet that gentleman's firm made Egyptian cigarettes. What was annoying the Egyptian importers was the fact that English manufacturers could make as good a cigarette as they were selling. Evidence would be called showing that the defendants were only known as manufacturers, and, with regard to the Oriental characters, it was common in trade to have a label suitable to the article. That morning he purchased at the Army and Navy Stores an Egyptian cigarette, and on the label was a sphinx. Mr. Joseph Gluckstein, a member of the firm of Messrs. Salmon and Gluckstein, stated that the word "Egyptian" signified cigarettes made of Turkish tobacco of a fine blend. At the present time his firm had 130 shops open, and it was common knowledge that Egyptian, Turkish, Virginian, and other cigarettes were made in this country. In his shops cigarettes of their own manufacture were sold. Over 100 names of countries were given to cigarettes that were not made in those countries. Mr. Bodkin: Bristol. Mr. Gluckstein: Yes, Bristol, but made in London. Continuing, he said it was owing to remarks made by certain officers after the first

Egyptian campaign that his firm made inquiries, with the result that Greeks were brought over to make Egyptian cigarettes, but these were now made by English workmen. There was no secret in the manufacture of Egyptian cigarettes, which were made by a judicious blending of tobacco. By Mr. Bodkin: He was present that day because he thought those proceedings took the form of a persecution. Mr. Bodkin: You are doing yourself no good nor your precious company either. Witness: My 60,000,000 cigarettes were imported annually from Egypt, and many English manufacturers made more than that. Mr. Bodkin: Have cigarettes made in Egypt a reputation? Witness: If made by a good manufacturer they would have a good reputation, but not a better reputation than we have. Some have a good and some a bad reputation. Some are not fit to smoke. (Laughter.) Mr. Bodkin: Yes. Salmon and Gluckstein's amongst others. (Renewed Laughter.) Subsequently the witness objected to the expression "palm off" used by Mr. Bodkin in relation to Messrs. Salmon and Gluckstein's treatment of the public. Mr. John Henry Custance, a director of Tobacconists Supply Syndicate, and proprietor of three retail shops in Putney and Wimbledon, gave evidence. He had been in the trade for more than thirty years. The Syndicate dealt in all manufacturers' goods and his experience was consequently a fairly general one. By an "Egyptian Cigarette" he understood a cigarette made of Turkish tobacco, irrespective of its place of manufacture, the term being a common trade one. He considered that if an imported cigarette were required, it would be asked for as such. He certainly disagreed with the prosecution that an Egyptian cigarette could only be made by Greeks in Egypt. The English made cigarettes which he sold by weight as Egyptian and Egyptian blend were as good if not better than the important articles. He sold them because of their good quality, and being made in England they could be produced cheaper. He did not deny that Egyptian cigarettes had a certain reputation—a fair reputation, but his were not made in imitation of anything. (Re-examined.) No fraud was committed on a customer who asked for an Egyptian cigarette and was given one made in England; on an imported cigarette there was a heavy duty and a fancy profit, in an English made cigarette the purchaser received better value for his money. Mr. M. H. Hersey, who had been prosecuted the previous day for an alleged imitation of Messrs. Gourdouli's label and whose case was dismissed by Mr. Alderman Truscott, then gave evidence. He had been connected with the trade for sixteen years and had been a cigarette maker for a considerable period. An Egyptian cigarette meant a cigarette made of Turkish tobacco of light shades and different blend from a Turkish or a Russian cigarette. Aya Selvuk tobacco was used in the blend but not in the others. The use of Oriental coloured labels were quite common. Mr. Joseph Lavender (Messrs. G. Kusckke & Co.), Mr. F. E. Thompson (Messrs. Muratti), and Mr. Isidore Frankel (the defendant's manager of cigarette department), having given evidence, Mr. Haden Corsier said that the question was an important one to the trade. No doubt Egyptian cigarettes, rightly or wrongly, had acquired a certain reputation in this country, and without saying anything about fraud he decided that the label was a false trade description. The defendants would be fined £10 and 20 guineas costs on the first summons, and 20 costs on each of the other five summonses.

From the "London Gazette."

RECEIVING ORDERS.

SEDDON, FRANK, tobacconist's manager, 8, Montpelier Road, Twickenham, Middlesex, June 9, 1900; on creditors' petition.

Increase your sales and profits by stocking "PICK-ME-UP" Cigarettes.

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TRADE NEWS AND NOTES—*continued.*

SCHOTEL, GERARD ADRIANUS JACOB, cigar importer, 93, Aldersgate Street, E.C., lately residing at 23, Linacre Road, Willesden Green, now temporarily residing at 724, Harrow Road. Date of petition and receiving order, June 27, 1900; on debtor's own petition.

WHALLEY, EMMA JANE, formerly tobacconist, of 153, and afterwards of 93, East Parade, Keighley, Yorkshire. Date of petition and receiving order, July 3, 1900; on debtor's own petition.

PARRY, WILLIAM JOHN, tobacconist and fancy goods dealer, residing and carrying on business at 24, Duke Street, Liverpool. Date of petition and receiving order, July 4, 1900; on debtor's own petition.

FIRST MEETINGS AND PUBLIC EXAMINATIONS.

SEDDON, FRANK, tobacconist's manager, 8, Montpelier Road, Twickenham, on June 30, 1900, at the Official Receiver's Office, 95, Temple Chambers, Temple Avenue, E.C. Date of examination, July 6, 1900, at the Town Hall, Brentford, 2.15 p.m.

NIXON, JAMES, lately tobacconist and confectioner, 14, Milton Street, Middlesbrough, formerly residing and carrying on business at 6, Middlesbrough Road, South Bank. Meeting at the Official Receiver's Office, 8, Albert Road, Middlesbrough, and examination at the Court House, Middlesbrough, on July 6, 1900, at 10.30 a.m.

SCHOTEL, GERARD ADRIANUS JACOB, cigar importer, 93, Aldersgate Street, E.C. Date of first meeting, July 18, 1900, at 12 noon, Bankruptcy Buildings, Carey Street, W.C. Examination, August 21, 1900, at 12 noon, Bankruptcy Buildings, Carey Street, W.C.

PARRY, WILLIAM JOHN, tobacconist and fancy goods dealer, 24, Duke Street, Liverpool. Date of first meeting, July 18, 1900, at 3 p.m., at the offices of the Official Receiver, 35, Victoria Street, Liverpool. Examination, August 2, 1900, at 11 a.m., Court House, Victoria Street, Liverpool.

ADJUDICATIONS.

SCHOTEL, GERARD ADRIANUS JACOB, cigar importer, 93, Aldersgate Street, E.C. Date of order, June 25, 1900.

WHALLEY, EMMA JANE, formerly tobacconist, etc., at 153, and afterwards at 93, East Parade, Keighley, Yorkshire. Date of order, July 3, 1900.

SEDDON, FRANK, tobacconist's manager, 8, Montpelier Road, Twickenham, Middlesex. Date of order, July 3, 1900.

NOTICES OF INTENDED DIVIDENDS.

NEWSOME, CHARLES HENRY, tobacconist and hair-dresser, residing at Temperance Terrace, Wyke, near Bradford, Yorkshire, and carrying on business there and at 226, Thornton Road, Bradford, and lately carrying on business in co-partnership with Robert Lee, under the style of Newsome & Lee, at Church Street, Rastrick, Brighouse, Yorkshire. Last day for receiving proofs, June 30. Trustee: J. A. Binns, Official Receiver, 31, Manor Row, Bradford.

FOTHERGILL, RICHARD, tobacco manufacturer, residing at 22, Linthorpe Road, Middlesbrough, in the county of York, and carrying on business there and at 134A, High Street, Stockton. Last day for receiving proofs, July 7, 1900. Trustee: J. R. Stubbs, Official Receiver, 8, Albert Road, Middlesbrough.

HOCHSCHILD, LOUIS (trading as the Foreign Cigar Company and as L. H. Child & Co.), cigar merchant, residing in apartments at 344, Bury New Road, Higher Broughton, near Manchester, and carrying on business

under the style of the Foreign Cigar Company, at 88, High Street, Manchester, and 5c, Bradshawgate, Bolton, and lately carrying on business under the style of L. H. Child & Co., at 1, Nicholas Croft, Manchester. Last day for receiving proofs, July 18, 1900. Trustee: Harry L. Price, 79, Mosley Street, Manchester.

PRIESTLEY, DAVID, tobacconist, &c., 3A, Park Road, St. Anne's-on-Sea, Lancashire. Last day for receiving proofs, July 20, 1900. Trustee, Charles H. Plant, Official Receiver, 14, Chapel Street, Preston.

NOTICES OF DIVIDENDS

MURPHY, DENNIS, tobacconist, 75, Wharf Street, Leicester. First and final of 1s. 14d. in the £, payable June 20, 1900, at the Official Receiver's Office, 1, Berridge Street, Leicester.

SMITH, WILLIAM FREDERICK (trading as George Thompson & Smith), High Street, Strood, Kent, tobacconist, &c. First and final of 3s. 10d. in the £, payable on June 18, 1900, at 12, King Edward Road, Rochester.

STAFFORD, EDWARD (lately trading as E. Stafford & Co.), tobacconist, 21, Railway Street, Chatham, lately carrying on business at 25, High Street, Chatham. First and final of 3s. 5d. in the £, payable on July 3, 1900, at the Official Receiver's Office, 9, King Street, Maidstone.

APPLICATION FOR DEBTOR'S DISCHARGE.

ERB, ALFRED, tobacconist and cigar merchant, and also a dealer in cycles and pianos, residing at 30, Marlborough Road, Hightown, Manchester, and carrying on business at 6, Withy Grove, and formerly at 2, Macdonald's Lane and 11, Whittle Street, all in Manchester. At the Court House, Quay Street, Manchester, on July 13, at 10 a.m.

ORDER MADE ON APPLICATION FOR DISCHARGE.

ZAKHEIM, MARTIN, no occupation, lately tobacconist's foreman, 10, Downs Road, Clapton, London. Date of order, May 1, 1900. Discharge suspended for ten years. Bankrupt to be discharged as from May 1, 1910. Bankrupt's assets are not of a value equal to 10s. in the £ on the amount of his unsecured liabilities; he had failed to account satisfactorily for loss of assets and for deficiency of assets to meet his liabilities; had brought on his bankruptcy by rash and hazardous speculations; had within three months preceding the date of the Receiving Order, when unable to pay his debts as they became due, given an undue preference to certain of his creditors; and had been found guilty of fraud, viz., by transferring, or causing to be transferred, on or about September 21, 1899, to one Henry Harris, part of his property, to wit, 901 shares in the Prince of Wales' Theatre (Grimsby), Ltd., with intent to defraud his creditors.

APPOINTMENT OF TRUSTEES.

FISHER, BERNARD (trading as B. Fisher & Co.), wholesale and retail tobacconist, 92, High Street, formerly of 24, Hill Street, 87, Worcester Street, and 28, Broad Street, all in Birmingham. Trustee, James William Bray Brown, Prudential Buildings, Corporation Street, Birmingham. June 9, 1900.

NOTICES OF RELEASE OF TRUSTEES.

WYATT, CHARLES, wine, spirit and cigar merchant, 8 and 10, Albany Street, Regent's Park, and 94, High Road, Balham. Trustee: A. C. Harper, 10, Trinity Square, Tower Hill, E.C. June 8, 1900.

BUNBURY, THOMAS CHARLES (carrying on business under the style of T. C. Bunbury & Co.), tobacco and cigar dealer, 6, Central Chambers, South Castle Street, Liverpool. Trustee, George Mahon, 26, North John Street, Liverpool. June 27, 1900.

[For late Trade News and Notes, see p. 276.]

"PICK-ME-UP" Cigarettes are now sold by the Largest Tobacconists.

LA SAGERA CHOICE CIGARS.

GOODMAN & HARRIS.

GOODMAN & HARRIS.

GOODMAN & HARRIS.



GOODMAN & HARRIS.

WHOLESALE FROM

Goodman & Harris, LEICESTER.

Tel. Address : VALERIO, LEICESTER.

Nat. Tel. : 539.

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The "Newcastle Programme."

Mr. St. John further explains:—

A conference of delegates and representatives of tobacconists' associations was held at the Stork Hotel, Liverpool, last month, for the purpose of considering a scheme prepared by Mr. M. St. John (Newcastle), hon. secretary of the North of England Association, for the formation of a United Kingdom Alliance of Tobacconists. Mr. John Ashton (Stoke-on-Trent), president of the Tobacconists' Federation, occupied the chair, and the meeting was attended by representatives from Newcastle-on-Tyne, Leeds, Huddersfield, Glasgow, Edinburgh, Manchester, Lancaster, Morecambe, Birmingham, Rotherham, Halifax, Bradford, Preston, Liverpool, and Wakefield.

Mr. St. John, in explaining the scope of the scheme, said the retail tobacco trade had its evils, which they were now endeavouring to remove. All they desired was fair trading. For many years there had existed tobacconists' associations throughout the country for the purpose of preventing the "cutting" of prices. Those societies were, however, purely local, and had failed in their primary object. The scheme he had drafted did not suggest in any way the raising of prices; the extinction of the "price cutter" was the sole and primary object (hear, hear). They did not, in this movement, seek to injure the public or grasp a monopoly. Most of the tobacco and cigarettes sold were "proprietary" articles. The manufacturers sold to the retailers at a reasonable profit, and in most cases fixed the retail selling price of the articles. The retail price left the retailers a profit much smaller than the public expected, and less than in almost any other trade. Those articles and the price became established with the public. The "price cutter" they objected to was not the man who simply sold at a less profit than his neighbour. The profit was too small to begin with to admit of underselling, pure and simple. That form of cutting they could smile at. Bankruptcy was the rapid end of the tobacconist who simply reduced the price of "proprietary" goods. The "cutting" which hurt was not of that kind. The "cutter" to whom they objected was the man who, taking up a tobacco, cigarette, or cigar which was the property of a manufacturer, and had become established with the public in quality and price, ostentatiously displayed and pushed the particular articles for a time at cost, or less than cost price. Having thereby attracted customers, the "cutter" quietly and persistently pushed out the proprietary brand that had served his purpose, and pushed in his own inferior stuff on the public at enormous profit. Shops were started by selling proprietary goods at a loss to draw the public, and, when custom was secured, the proprietary goods were worked out, and the "retail manufacturer" worked in his own stuff at a larger profit. In the meantime, the legitimate retailer and manufacturer both suffered from loss of custom and of profit. Further, there were instances of a wine merchant, a publican, a grocer, a hairdresser, or a newsagent, at whose shop or tavern a standard proprietary cigar, tobacco, or cigarette could be bought retail at a price not beyond what he (Mr. St. John) and his hearers paid to the manufacturers for the same article. The tobacconists' trade was exploited in this way simply to advertise others, and they who confined themselves to the one line of business were made to suffer. Such in brief were the forms of "cutting" they desired to stop. The margin of profit was such that no legitimate tobacconist could reduce the standard price of proprietary articles and continue to trade, unless he were simply using those articles for establishing a trade in his own manufactured and inferior goods at an exorbitant price; and no general dealer could sell proprietary brands of tobacco at less than standard price unless he were simply doing it as an advertisement of his wines, his "choice tea," or for keeping customers for his hair-dressing saloon or his newspapers, and so forth. They had a right to term such conduct unfair trading (hear, hear). To exterminate that form of cutting and not to destroy the man who legitimately tried to undersell his neighbour, was his sole object in formulating the scheme to be considered.

He was loyal to the law of competition, but abhorred unfair dealing. Mr. St. John then explained some of the details of his scheme (full particulars of which appeared in THE CIGARETTE WORLD), according to which the executive of the Alliance would fix prices, the members would sell at not less than those prices, the manufacturers, either through their association or individually, would agree in working with the Alliance to charge higher rates to non-members than to members; and members must report to the Alliance any member breaking his pledge, or any manufacturer breaking his agreement. In closing, Mr. St. John moved a resolution approving of the formation of the Alliance, and the appointment of a provisional committee to complete the organisation.

Mr. F. Hopkinson (Bradford) seconded, and, after a discussion, the resolution was unanimously carried. The committee was appointed, and the proceedings terminated with votes of thanks to Mr. St. John for the great amount of work he had done in preparing the scheme, and to the Chairman for presiding.

The committee, which is composed of representatives of various associations, met together on the 29th ult. at Leeds, when the majority of the drastic rules were practically adopted.

Canadian Tobacco Growing.

THE results of the experiments in growing Canadian tobacco at the Central Experimental Farm, Ottawa, last year, are contained in the Annual Report of the Department of Agriculture just issued. Tabulated statistics of each variety are given, and the report says:—

"This year forty-eight varieties of tobacco were grown for comparison as to time of ripening and productiveness; notes were also taken on other characteristics regarding them. The seed was sown in a hot bed on April 4, the young plants transplanted into a cold frame on May 20, and planted in the field on June 15. The soil where the tobacco was grown was a light sandy loam, which received a dressing of well-rotted barnyard manure at the rate of 20 tons per acre before it was ploughed in the spring of 1899. The soil was ploughed on June 7, disc harrowed once, and harrowed twice with the smoothing harrow before planting. The plants were set 3 by 3½ feet apart, the land being previously marked with a corn marker, and the plants set at the intersections of the marks. Fifteen plants of each variety were used. The soil was cultivated frequently, four times in all, until the plants were too large to admit of the passage of a horse between the rows without injury to the leaves. The plantation was hoed twice in order to kill the weeds not destroyed by the cultivator, and to loosen the soil close to the plants. The tobacco was cut on September 13, and taken to the curing house, where, after it was cured, the plants were stripped and the weights of the leaves taken.

"The season was not very favourable to tobacco, the weather being cool or wet at the times when it should have been hot. The yields, however, from the different varieties were large. It must be pointed out, however, that it would be difficult to obtain such yields on large areas.

"In addition to the varieties grown in small plots, three kinds, White Burley, Havana Seed Leaf, and Little Oronoka, were grown on a larger scale, 1½ acres in all being devoted to these varieties. Part of the land was manured, at the rate of 20 tons per acre, with well rotted barnyard manure, and otherwise received the same treatment as described for the smaller plots.

"As the seed was not received until late, the plants were not set out until June 27, which was not as early as desirable, and on this account the Havana Seed Leaf and Little Oronoka were not as far advanced at the time of cutting as they should have been. The yield of White Burley was also much reduced on this account. The proportion of third grade is large, owing to sand blowing and injuring the leaves badly.

"The tobacco was cut on September 13 and 14, and taken to the new curing house, where the plants were hung on laths and cured."

The most profitable 3d. and 6d. packet, "PICK-ME-UP," in 12's and 25's.

Correspondence.

[The Editors do not hold themselves responsible for the opinions expressed by their Correspondents.]

THE NEWCASTLE PROGRAMME.

To the Editors of THE CIGARETTE WORLD AND TOBACCO NEWS.

SIRS,—I am sure the trade in general must be obliged to you for your outspokenness on the St. John Alliance. I consider that his scheme would entail more hardship than otherwise; for example, he says that it is not the man who sells cheaper than his neighbour he wants to get at; he considers that quite legitimate. Now, in the trade there are three grades—first class, second class, and third class, and although one buys an ounce of tobacco from a first class tobacconist, and pays a 1d. or ½d. per ounce more than the price charged by a second or third class tobacconist, one does not get a better quality of tobacco. Now, why is this difference in price required? Simply because the first class tobacconist has his shop done up in a very expensive way; in fact, has in one way or another invested perhaps several thousand pounds, in addition to being liable for a large rent, which means that he must sell his goods at an exorbitant profit, otherwise it will not pay him. Now, this is just where the “cutter” comes in. A person with a smaller sum invested, and a lower rent to pay, is able to sell his goods cheaper than the man with the “flash” shop. No doubt the aim of the Alliance is to get at the “cutter” who sells at cost price, but then what about the second and third class shops? According to the Alliance, all must sell at the price fixed, and if the second and third rate tobacconists sell at the same price as the first class shop, then they simply play into the hands of the first class shop. When one goes a journey on the railway, one finds the same thing. What I mean is this: You make up your mind to go to a certain place; you can either travel first, second, or third class. If you choose the first, you have got all the more to pay. You are taken to your destination by whatever class you travel, and that is the object. Now, would not the railway people think it rather strange if Mr. St. John informed them that he had devised a scheme whereby all should be charged at the same rate, whether travelling by first, second, or third class, and all the passengers that did not belong to the Alliance would be charged 10 to 12½ per cent. over the rates charged to members of the Alliance? The day of big profits is fast disappearing, and giving place to the day of small profits and quick returns, and I have no doubt the scheme has been devised by the proprietors of first class shops, as it is simply a protection for them, and an attempt to destroy those who refuse to recognise the Alliance. The scheme of charging 10 to 12½ per cent. more for goods to those who do not belong to the Alliance is simply putting the man who sells cheaper than his neighbour in the same position as Mr. St. John says the “cutter” occupies—namely, selling goods at a very small profit. The tobacco that gives the smallest profit just now is Twist, which costs 3s. 6d. per pound, less 5 per cent. If the Alliance gets its way, I shall be charged about 4s. per pound if I do not join the Alliance. What strikes me most is that, though Mr. St. John thinks, and rightly too, that the “cutter” should not sell at cost price, that is just about what he would compel me to do. Moreover, there are many paltry ways in which members of the Alliance could be taken advantage of by another member; for example, if one member had a spite against another, it would be easy for him to trump up a case against him, such as giving too much weight, or some other trifling matter. Then, with little ado, the Alliance might disqualify the trader so charged, and what redress would he have, since apparently there is no appeal? I am glad to think that no such selfish scheme would be recognised by any manufacturer. Like you, Mr. Editor, I say, Beware!

Yours truly,

PLAIN DEALER.

To the Editors of THE CIGARETTE WORLD AND TOBACCO NEWS.

SIRS,—Having watched the tobacco trade for many years past with great interest as a journalist, and being, for the moment, an outsider without any axe to grind, permit me to fill some of your valuable space with a few independent reflections on the new Alliance scheme.

I cannot agree with you that it bears any resemblance to an American trust. It is not combination for the purpose of a monopoly, but resembles, rather, a trades union, the members of which seek only to protect themselves against the blackleg who have a fancy for harikari, or are likely to involve their neighbours in their own suicide. The proposal of the Alliance is quite legitimate business, legitimate co-operation, and it deserves to be judged from a strictly commercial point of view. Is it feasible, is it wise?

In this connection, it is interesting to observe how the scheme was received by Mr. Badman and the Birmingham Association, which is by far the strongest Association in the kingdom, and the only one which has carried through any constructive work, or work which required organising ability, the great results achieved by Bradford having been more of a diplomatic character. Well, nobody, according to the reports, turned up from the Midland centre at all except Mr. Badman, and he maintained a discreet silence. When asked to join the committee, he seems to have hesitated, but finally consented.

The difficulty of carrying out the plan will be enormous. Although Mr. St. John thinks it can be carried through by local committees, one cannot help reflecting how very little local committees have impressed themselves on their respective communities up to date. There are, says Mr. Hopkinson, 300,000 people retailing tobacco. But the retail tobacconists are more like 15,000. If the task of bringing in a large majority of the latter is successful, which will be a fearfully difficult one seeing that they are scattered through every town and village in the kingdom, and that vast numbers of them will ignore the circulars sent to them through sheer apathy, even then, what about the 285,000 publicans, grocers, &c., who form the rest? At present, the publicans are not cutters as a rule; they don't bother their heads about it, and they need not therefore be counted with. But when it comes to an Alliance, and no manufacturer is to supply non-members, then all the publicans must come into the union or not buy tobacco, except at a prohibitive price. You will, I believe, never get the bulk of these people to join a tobacconists' alliance and pay 10s. a year. If they stand out as a body, they will, in course of time (supposing that the manufacturers are not bound by the same restrictions in dealing with them as they are with the tobacconists), become recognised by the public as the places where you can buy your baccy cheap. If, however, manufacturers are prohibited from dealing with non-alliance publicans, then publicans will cease from buying the regular proprietary articles, and many valuable accounts will be lost to the manufacturers, a result which the latter are not likely to rejoice in.

In this alliance scheme the retailers are going to bell the cat instead of leaving it to the manufacturers to hang the bell on. The retailers, therefore, will bring all the odium on themselves; yet they, and not the manufacturers, are face to face with the consumer. As matters stand now, when the retailer has to put up the price of “Three Castles” or not get his goods, he can put the blame on Wills'; but, in future, the trades union system will be flaunted in the eyes of smokers by their tobacconists. Most assuredly non-union men will start in every direction, and cutting be as rife as ever. There will always be manufacturers to supply them.

It is one thing for a manufacturer to close a retailer's account if he does not play the game; it is a very different matter to have two different price lists—one for union men, and one for non-union men.

The system at present adopted by Wills', Players', F. & J. Smith, and several other manufacturers, works very well so far as it goes; and as the experiment has proved to be successful, it is quite probable that most of our leading manufacturers will adopt it. If so, this will be a far better way of attaining the desired result than by starting an aggressive

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A Tobacconist without “PICK-ME-UP” Cigarettes is like a Cigarette without Tobacco.

No Tobacconis

retailers' trades union, or, at any rate, one which, however innocent it may be in intention, will be read by the smoking public as aggressive. Let Mr. St. John's mild coercion be applied in that direction.

One word in conclusion as to the education of the public. This idea usually emanates from Yorkshire, of all places. Does Mr. Cartles, of that county (the name is a playful amalgamation of two hopeful friends), really think the public will ever, in the long run, refrain from buying in the cheapest market? I always buy things as cheap as possible, except, of course, my tobacco. I should so much like to know whether the Yorkshire tobacconists and their wives always consider it their duty, in supplying their households, whether the articles they buy are supplied at a fair price, with no sweating of anybody. Human nature is weak.

Yours faithfully,

E. LEIGH BENNETT.

"THE TEMPTING OFFER OF MR. HENRY MYERS."

To the Editors of THE CIGARETTE WORLD AND TOBACCO NEWS.

DEAR SIRS.—In your issue of this month you published an article under the above heading, in which my name is mentioned twice. Permit me, through the medium of your up-to-date journal, to disclaim any connection with Mr. Henry Myers and the proposed limited company further than that, in 1898, I valued his stock and fixtures in the ordinary course of my professional work as between party and party, said parties being Mr. Henry Myers, as proposed vendor, and Mr. G. Howard Hyde, as proposed purchaser. The latter now poses as vendor of the wished-for limited company, with which I have and will have nothing whatever to do.

It is an error to describe me as "formerly" one of the valuers to the Official Receiver in Bankruptcy, for I have no reason to suppose other than that I am, as I have been since 1892, on the list of valuers to all the London Official Receivers. *The Financial Times*, from which you quoted, rightly wonders whether the estates I have valued were those of "tobacconists commencing." Certainly not, except where there have been transfers of "going" concerns, in which connection I have generally pleased both parties, I am happy to say.

I have written both to Mr. Myers and Mr. Hyde, threatening to apply for an injunction unless I received undertakings to withdraw my name from their prospectus, and not to use it in future in connection with the proposed company. I have not received reply from Mr. Myers, whom, I understand, is ill and away from business. Mr. Hyde has replied, and I quote his letter as follows:—

"I may say that no prospectus has been issued to the public re The Tobacconists' Outfitting Co., and that a new valuation has been made, dated December 31, 1899, which I presume will be given when the prospectus is issued."

I leave you, sirs, and your readers to draw your own deductions! and close my letter with the query:—Whence arose the need to drag my name into the matter?

Yours faithfully,

E. B. ALEXANDER,

Author of the "Tobacconists' Handbook."

Clifton, Bristol, June 19, 1900.

Some Summer Points.

A window display should be changed at least once a week, says the *Cigar Store Magazine*, if for no other reason than to save the goods displayed from the sunlight and dust that will accumulate even in windows that are supposed to be dust proof. It is a well known fact that the sunlight will spoil a decent cigar in a very short time, and when left exposed for any length of time the dust and dirt will sift down into the goods and make them practically unsaleable. A good idea to protect open boxes of cigars when exposed in a dusty window is to use a thin pane of glass, cut to the proper size, over the cigars in place of the cover, which is supposed to be open.

The glass may be tied in place by using some narrow ribbon of a colour that will harmonize with the colour scheme of the window, and if the idea is properly carried out—fixing each box in the same style—it will look as though it is the regular style of package and will present a very neat and tasty appearance. Open boxes of cigars displayed in windows are always affected more or less by the atmosphere, and will dry out and lose their original aroma and flavour, which experienced cigarmen claim can never be regained by expert spraying or placing in a moistener. There is a very simple remedy, and one that will cost any wide-awake man practically nothing. The point is not to lose the aroma and flavour of the goods, and this can be accomplished in a very simple manner. Here is the secret in a nutshell. After having the glass cut to fit the top of the cigar boxes easily, take off the sharp edges and corners with an old file, and then secure some rubber bands about $\frac{3}{8}$ or possibly $\frac{1}{2}$ inch wide, and stretch them around the outside edge of the glass and then force the glass into the top of the box usually occupied by the cover, and you will find that you have an air-tight box—or as nearly air-tight as a cigar box can be made, which will protect the contents against dust and evaporation, and still display the goods. If the glass is cut the proper size the rubber band will keep it in the top of the box without tying with the ribbons—although the ribbons will prove an attraction and retain the glass should the band break or be cut by the glass. If you will remember and make use of this idea, you will find it to be worth many pounds sterling to you in the years to come. Try it. Almost every retailer has noticed how the pipes with curved rubber bits or mouth-pieces seem to straighten out when placed in the window in a strong sunlight, and sometimes they will act the same on the shelves in a warm store. The result is that they are usually sold at a greatly reduced price, and the dealer usually makes a few remarks that he considers appropriate and to the point, in which he mentions the pipe manufacturer's name in a touching manner. As heat was used to bend the bits originally, and as it was heat that straightened them out again, what's the reason you cannot employ the same agent to bring them back to the desired curve? Of course you can do it, and with little or no trouble. Hold the stem or bit over a lamp or gas jet—not too close, or you will scorch or burn it—and you will soon find that it is pliable and can be bent with the fingers to any curve. When you get it back into proper shape, hold it in that position until it gets cool or sets hard. Then the proper thing to do is to sell it before it straightens out again, because it is a cheap pipe anyway, and will keep you busy keeping it in shape. Talking of pipes, this is the time of year for wide-awake retailers to push their pipe trade, says an American contemporary, and this is equally true on our side of the ocean. Thousands of men are turning their thoughts toward the country, the mountains and the seashore, and many of them are also thinking of taking to a pipe during their annual outing. Some do it for economy, some because they think a pipe more picturesque and in better accord with their golf, boating or cycle clothes, and others because they have planned to rough it as much as possible during their respite from business cares. Then there are many who intend to seek the haunts of the trout and other fishes, and who know from past experience that the aroma of the finest Havana is lost upon the man whose mind is for the moment intent upon luring the finny denizens from lake, stream or pool. The real reason for the popularity of the pipe in vacation time is undoubtedly found in the fact that the average man desires the greatest possible change from the conditions that surround him in his every day life. He seeks new scenes and surroundings, unaccustomed food and unusual hours of sleep, and, to complete the change, something out of the ordinary to smoke. Then, too, he gets an added compensation when his outing is over and he turns back to his old ways again. Things take on a new zest, and cigars and cigarettes seem all the more satisfactory from being temporarily put aside. The wise dealer will recognise all these things at this season, and give his pipes the most conspicuous place in his stock. He should push them to the front in his window displays, have placards calling attention to them, and be ready to talk pipe with his customers on the slightest pretext.

No Tobacconist is Up-to-Date, and no Stock Complete, without "PICK-ME-UP" Cigarettes.

Our Smoking Mixture.

HER IMPERIAL MAJESTY, the Czarina of Russia, has, or rather, had, all of her good grandmother Victoria's antipathy to nicotinic pastimes, and banished smoking from her court some time after coming to the throne. Suddenly Her Majesty's pin-money shrunk and kept dwindling to still beautifully smaller proportions. After addressing the State Treasury on the subject by a confidential messenger, a silver-bearded, pleasant-voiced old nobleman from the department waited on Her Majesty and stated: "There must be a mistake, your Imperial Majesty. You have prohibited the use of tobacco in court, and so great is your influence among the people that sales of the weed have dropped to a fraction of their former volume, and the revenue receipts became less than the expenses. The government appreciated your high munificence, because under the law of the land your income is charged against tobacco tax of this district, and it was supposed that you had concluded to give up your revenue in order to carry out your views upon reform." The reform suddenly collapsed. Prince, alderman and proletarian are alike vulnerable in the pocket. The late D. L. Moody used to say religion had three stages of progress in a man or woman—in the order of head, heart and pocket-book, and that he never felt real sure of it having got saving hold of anybody until he had conclusive evidence of its having reached the third stage.—*New York "Tobacco."*

A TRAVELLER'S STORY.—A good story comes from America anent a certain traveller in tobacco, who held strong opinions regarding the taxation of land values. Sent by his principals to some mining districts to push the sale of the firm's manufacture, he conceived the idea of killing two birds with one stone, as it were. In each town he visited he applied to the Mayor for the free use of the public hall for the purpose of delivering an address on "Australian Federation: Its effect on labour." To each member of the audience he presented a plug of the tobacco he travelled in, with a request that they would smoke it during the discourse. Not infrequently, too, the Mayor himself was prevailed upon to preside. The lecture was in reality an argument in favour of the taxation of land values, with only the merest reference to Australian Federation. The halls were always crowded, and the result was that the particular brand of tobacco he sold went like wildfire, while at the same time, the traveller had the satisfaction of spreading his political views free of expense.

JANE MAY'S TOBACCO SHOP.—Mademoiselle Jane May, so inimitable in "L'Enfant Prodigieuse," has more than one occupation. She is the daughter of a French officer and, as such, used her influence to get a Government permit to keep a tobacco shop in Paris. She argues that she cannot always be as young and as much in demand as she is to-day, and that it is a very good thing to have a staff to lean upon in one's old age. Mlle. May, who has a husband and a daughter, is a very intelligent and charming woman, and is popular and much respected. The shop has proved a great success. From dukes to cabbies, all are glad to trade with the popular *artiste*. Sometimes Mlle. May gives cosy dinners in the little room behind the *boutique* to distinguished members of the artistic world or to famous literary people—all of whom seem to relish the situation immensely. So far from injuring her artistic position, Mlle. May's courageously prudent move only seems to have made her the more popular.

THE offer of the Portuguese Tobacco Company to advance the amount fixed as damages by the Berne Arbitral Tribunal on the guarantee of Portuguese railway debentures has been accepted by the Minister of Finance; so that the operation may now be considered as concluded. The interest to be paid on the loan, which is for one year, is to be 6 per cent., or 6½ per cent. if the Bank of France should raise its rate of discount over 4 per cent.

LATE TRADE NEWS AND NOTES.

(Continued from p. 271.)

Trade Note.

Mr. T. R. SEYMOUR, of Bristol, is adding an elaborately fitted up tonsorial saloon to his new premises in North Street. Electricity is to be the motive power for the machine brushes, while a collection of Japanese dwarf trees will form an interesting feature of the room.

Obituary.

MR. J. A. JAMES, tobacconist, &c., Aberystwyth, on the 7th inst., aged 66.

Law.

HOVENDEN & SONS v. MILLHOFF. On the 11th and 12th inst., in the Court of Appeal, before Lords Justices A. L. Smith, Vaughan Williams, and Romer, this appeal of the plaintiffs from a judgment entered for the defendant, with costs, by Mr. Justice Grantham, was heard. The action was brought to recover from the defendant certain sums paid by him to servants in the employment of the plaintiffs by way of bribe or secret commission under the following circumstances, as reported in the May issue of THE CIGARETTE WORLD: The plaintiffs, since 1886, been in the habit of purchasing large quantities of cigars and cigarettes from defendant, and employed buyers, who were entrusted to purchase these things for them at the lowest price. In 1899 it came to the knowledge of the plaintiffs that their buyers had for many years been receiving cheques from the defendant, representing a present to them of something like 2½ per cent. on the orders, and they at once stopped doing business with the defendant, and brought this action, claiming to be reimbursed the extra price that they alleged had been charged them on the goods supplied in order to cover the secret commission paid to their buyers. The action came on for trial before Mr. Justice Grantham and a special jury, and the jury found that the defendant had not conspired with the plaintiffs' buyers to charge excessive prices, and that the prices were not excessive, that the money had been paid by way of secret commission, and they gave the plaintiffs one farthing damages. Mr. Justice Grantham on this verdict decided that judgment ought to be entered for the defendant, since the question at issue, in his opinion, had been whether the plaintiffs had paid an enhanced price for the goods by reason of the commission that had been paid, and that allegation had been negatived by the answers the jury had given. The plaintiffs appealed. Mr. Jelf, Q.C., and Mr. Courthope Munro appeared for the plaintiffs; Mr. Marshall Hall, Q.C., and Mr. R. E. Moore, for the defendant. Lord Justice A. L. Smith, in giving judgment, said the plaintiffs had purchased cigars and cigarettes from the defendant during the last twelve or fourteen years to the value of something over £28,000, and it was shown that the defendant had given cheques to the plaintiffs' buyers in order to induce them to continue to do business with him. In his opinion the plaintiffs were entitled to get from the defendant whatever sum he had paid the buyers in this way, for there could be no doubt that the price which they had had to pay for the goods had been increased by that amount. By consent, in order to avoid a new trial, the parties had expressed their willingness for the Court to assess the damages, and the Court thought the plaintiffs were entitled to £400. Judgment, therefore, for that sum would be entered for the plaintiffs. The other Lords Justices concurred in the appeal being allowed.

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March 14, 1900.

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Bradford, Yorkshir

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the word "Taco
W. Klingenstein &
importers. April 1

There was a Tobacconist who wouldn't stock "PICK-ME-UP," and he is now in Carey Street.

No Tobac

NEW BRANDS

The following appeared in the *Trade Marks Journal* of June 13, 1900:—

La Contentina.—No claim is made to the exclusive use of the word "Content." 229,739. Manufactured and unmanufactured tobacco. Robinson & Uhlfelder, Exsize Chambers, Pelham Street, Nottingham; cigar manufacturers and importers. March 24, 1900.

Flor de Judetto.—229,792. Cigars, cigarettes and tobacco. Awiss Brothers, Ltd., 90, Gosford Street, Coventry; cigar manufacturers. March 27, 1900.

El Lexeto.—229,796. Cigars, cigarettes, and tobacco. Awiss Brothers, Ltd., 90, Gosford Street, Coventry; cigar manufacturers. March 27, 1900.

Battle Ax.—"The essential particulars of the Trade Mark are the following: The device and the words 'Battle Ax,' and the applicants disclaim any right to the exclusive use of the added matter, except in so far as it consists of their own name." 230,139. Cigarettes. The American Tobacco Company, Newark, New Jersey, U.S.A.; and of Baltimore, Maryland, U.S.A.; and 58, Holborn Viaduct, London; tobacco manufacturers. April 10, 1900.

230,259. Tobacco, whether manufactured or unmanufactured. Henry Jerrold Nathan, 4, Martin Street, Stratford, London, E.; cigar and cigarette merchant. April 20, 1900.

Ta-Ta.—230,705. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. May 9, 1900.

The following appeared in the *Trade Marks Journal* of June 20, 1900:—

Flor de Parni.—229,412. Tobaccos, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; and Mansion House Chambers, 11, Queen Victoria Street, London, E.C.; cigar manufacturers. March 8, 1900.

Flor de Rotee.—"The essential particulars of the Trade Mark are the words 'Flor de Rotee,' and the combination of devices, and we disclaim any right to the exclusive use of the added matter." 229,413. Tobaccos, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; and Mansion House Chambers, 11, Queen Victoria Street, London, E.C.; cigar manufacturers. March 8, 1900.

Carabinier.—229,534. Tobacco, whether manufactured or unmanufactured. The firm trading as Richard Benson, 59, Broad Street, Bristol; cigar and tobacco merchants. March 14, 1900.

La Cherita.—No claim is made to the exclusive use of the word "Cheri." 230,147. Cigars. Hammond's Bradford Brewery Co., Ltd., Fountain Brewery, Manchester Road, Bradford, Yorkshire; brewers. April 11, 1900.

La Taconia.—No claim is made to the exclusive use of the word "Tacon." 230,157. Manufactured tobacco. W. Klingenstein & Co., 30, St. Mary Axe, London; cigar importers. April 12, 1900.

The Hop Queen.—230,272. Tobacco, whether manufactured or unmanufactured. Alfred George Goodes, 31, High Street, Lewisham, London, S.E.; cigarette manufacturer. April 20, 1900.

Yorick.—230,346. Tobacco, whether manufactured or unmanufactured. The firm trading as Richard Benson, 59, Broad Street, Bristol; cigar and tobacco merchants. April 25, 1900.

La Trivia.—230,465. Cigars. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. April 30, 1900. *By consent.*

Hinco.—230,742. Tobacco, whether manufactured or unmanufactured. William Henry Hinde, 54, Dudley Street, Wolverhampton, Staffordshire; tobacconist. May 11, 1900.

La Bolero.—230,822. Tobacco, whether manufactured or unmanufactured. B. J. Robinson & Co., 23, Bradshaw Street, Shude Hill, Manchester; cigar manufacturers. May 15, 1900.

Composer.—230,865. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. May 16, 1900.

Recluse.—230,867. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. May 16, 1900.

The following appeared in the *Trade Marks Journal* of June 27, 1900:—

Nomination.—228,406. Tobacco, whether manufactured or unmanufactured. Fairweather & Sons, 108, Seagate, Dundee; tobacco manufacturers. January 19, 1900.

El Lantato.—229,793. Cigars, cigarettes, and tobacco. Awiss Brothers, Ltd., 90, Gosford Street, Coventry; cigar manufacturers. March 27, 1900.

Piplu.—230,332. Manufactured tobacco. J. & E. Kennedy, 88 and 89, Amiens Street, Dublin; tobacco manufacturers. April 24, 1900.

Strategy.—230,336. Manufactured tobacco. J. & E. Kennedy, 88 and 89, Amiens Street, Dublin; tobacco manufacturers. April 24, 1900.

Blackcock.—230,500. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. May 2, 1900.

Asqueforam.—230,680. Tobacco, whether manufactured or unmanufactured. W. H. & J. Woods, Ltd., Derby Street Factory, 1, Derby Street, Preston; tobacco manufacturers. May 9, 1900.

La Fostera.—230,812. Tobacco, whether manufactured or unmanufactured. Thomas Foster & Co., 45, Cheapside, London; wine merchants. May 15, 1900.

Calross.—230,823. Tobacco, whether manufactured or unmanufactured. Morris & Elkan, 106, Fenchurch Street, London, E.C.; cigar importers. May 15, 1900.

Varoga.—230,883. Tobacco, whether manufactured or unmanufactured. John Partridge, trading as Partridge & Sons, Post Office Yard, Leicester; cigar manufacturer. May 16, 1900.

The following appeared in the *Trade Marks Journal* of July 4, 1900:—

Robin Redbreast.—229,382. Tobacco, whether manufactured or unmanufactured. Ogden's, Ltd., 33, Wapping, Liverpool; tobacco and snuff manufacturers. March 6, 1900. *By consent.*

No Tobacconist is Up-to-Date, and no Stock Complete, without "PICK-ME-UP" Cigarettes.

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NEW BRANDS—continued.

Mustang.—230,417. Tobacco, whether manufactured or unmanufactured. Gallaher, Ltd., 132 to 142, York Street, Belfast; and 45, Clerkenwell Road, London, E.C.; tobacco manufacturers. April 28, 1900.

Olive Leaf.—230,418. Tobacco, whether manufactured or unmanufactured. Gallaher, Ltd., 132 to 142, York Street, Belfast; and 45, Clerkenwell Road, London, E.C.; tobacco manufacturers. April 28, 1900.

Kopje.—230,537. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. May 3, 1900.

Flor de Cazador Dandy.—230,648. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. May 7, 1900.

Filatelle.—No claim is made to the exclusive use of the word "Filate." 230,659. Tobacco, whether manufactured or unmanufactured. Maximilian Hauser Hersey, trading as M. H. Hersey & Co., 65, Leadenhall Street, London; cigarette manufacturer. May 7, 1900.

Danger from Foreign Cigars.

WE are indebted to the courtesy of our contemporary, *The Sanitary Record*, for the following interesting article on the above subject, to which we have great pleasure in giving prominence, though we think the dangers referred to are probably somewhat unduly magnified:—

One of the leading tobacco trade journals of the United States recently pointed out "a very interesting fact," which, while giving the reason for the success of fat employés in tobacco factories, incidentally exposes a very real danger to which habitual cigar smokers are exposed. Our technical contemporary, in discussing a trade secret, shows why it is that cigars made by men or women possessing a superabundance of avoirdupois tissue are superior in appearance to those produced by persons of spare habit. The fat man's cigars are glossy and smooth—characteristics which are not merely transitory, but practically permanent. On the other hand, cigars made by a thin man from identically similar materials, and under exactly the same conditions, have a dried, dead-looking appearance.

Why this difference? The explanation is both simple and disagreeable, not to say somewhat alarming. As a rule, thin men's hands are dry, and are consequently apt to absorb moisture. On the other hand, the hands of a fat person are invariably soft and moist. This natural exudation of the skin is of a decidedly oily character, and it is this peculiarity which assists in the neat rolling of the cigar wrapper, and gives it a characteristic glossiness. It is not pleasant to reflect on this; and, as a matter of fact, the explanation is correctly described as a "very interesting fact," because it exposes a possible source of serious harm. Of course, besides the water and grease, perspiration contains much effete matter thrown off by the skin. Now we know that the skin, if in a healthy condition, is one of the chief emunctories, playing a great part in getting rid of bodily impurities. Experiments have proved that sub-cutaneous injections of human sweat stupefy and kill animals. This is explained both by the microscope and analysis. We find particles of the epidermis, micro-organisms, and toxic bases. Of course, when the skin is diseased the case is even worse, for then it makes special efforts to rid itself of impurities, and if its normal functions, so far as the deeper-seated centres, are modified, on the other hand, we find an

Flor de Salmia.—230,868. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. May 16, 1900.

Houris.—230,979. Tobacco, whether manufactured or unmanufactured. Albert Baker & Co., Ltd., 65, Holloway Road, London, N.; tobacco manufacturers. May 21, 1900.

The Last Post.—231,049. Manufactured tobacco. Lambert & Butler, Ltd., 141-4, Drury Lane, London; tobacco manufacturers. May 25, 1900.

Biltong.—231,055. Tobacco, whether manufactured or unmanufactured. Gallaher, Ltd., 132 to 142, York Street, Belfast; and 45, Clerkenwell Road, London, E.C.; tobacco manufacturers. May 25, 1900.

Timonda.—231,094. Cigars, cigarettes, and manufactured tobacco. Samuel Maier, 2, Bradford Avenue, London, E.C.; merchant. May 26, 1900.

Imperial Federation.—231,211. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. June 1, 1900.

increase of epithelial cells and micro-organisms. We know from personal experience that in warm climates, where the employés work in an almost nude condition, there exists a disgusting habit of rubbing the hands on the thighs between each rolling of the wrapper. Now, it is clear that what the American tobacco paper regards as a valuable trade secret, an argument for the employment of fat workers, is a revelation which gives sanitarians cause for reflection.

Whatever may be the case in Great Britain, we know as a fact that, in many places abroad, employés in tobacco factories are not of the most moral class, syphilis being very prevalent in their ranks; but it is incontestable that cigar smokers are peculiarly liable to certain diseases of the lips, tongue, and throat. This has often been attributed to the effects of the heat and to the action of nicotine. May we not far more justly trace tumefactions and other disorders to the poisoned cigar wrapper, which, as above described, becomes the means of transmitting disease poisons from the hands of sufferers to the lips of smokers? It will be argued that nicotine is a germicide, and hence would destroy any virulent properties which might be transmitted in the sweat from the skin to the tobacco leaf; but we have no evidence to prove that the tobacco leaf would have any destructive effect on spores or chemical poisons. Against this we have the positive evidence that sweat is in itself poisonous, as well as a vehicle for poisons; that this sweat from the hands of the workers is regarded as useful in the manufacture of cigars; and, further, that disease of the mouth and throat are unduly prevalent among cigar smokers. The connecting link seems only too apparent and strong.

In our opinion, the facts of the case warrant a demand for exceptional measures to ensure cleanliness in cigar manufacturing. Not only should the surrounding sanitary conditions be as perfect as possible, but the workers should be under strict medical supervision, not as a mere perfunctory matter, but as a measure of effective control. Damp sponges, to be constantly cleansed and renewed, should also be provided for each worker, and their systematic use for cleaning the hands at frequent intervals during work should be enforced.

Cigars have been vulgarised, have been brought within the reach of the great mass of the population, and their consumption is greatly and rapidly on the increase. Therefore these health precautions become all the more imperative, as the larger productions may, here and there, mean less care in manufacture, and certainly the risks of infection become greater. Those who bemoan the rising incidence of mouth and throat disease among men should look seriously into this matter.

"PICK-ME-UP" Cigarettes are in everyone's mouth.

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QUITE SUFFICIENT.

A Boy was summoned to testify in a case of assault in which one man had hit another with a hoe. A host of witnesses had been called "who beat about the bush" in the most tedious and provoking manner. This annoyed the lawyer for the prosecution, who broke out as follows:—

"Here, boy, we've been going round and round this case all day, and yet have no evidence to convict the prisoner. Now, sir," he savagely continued, "do you hear me? I want you to come to the direct point. Did you see the blow struck?"

"Yes, sir,"
"Ah, ha!" chuckled the lawyer, rubbing his hands, "now we have something to work upon. Here, my good lad, take this cane (handing him his walking stick). If you saw the blow struck, you must know how it was given."

"Yes, sir, I—"
"Now, then, no words about it, I tell you," thundered his interrogator. "I am the complainant and you are the prisoner. Now just raise the stick and show the Court."

The bewildered lad did "raise the stick," and the next moment it came down upon the bald pate of the astonished lawyer, and sent him staggering to his seat.

"That's the way it was done, sir," said the boy, amid the shrieks of laughter of the court.

The discomfited counsel, with a ghastly attempt to smile, said that he had done with the witness, the evidence was direct.

EASIER.

MAGISTRATE: "How comes it, sergeant, that you say in your oral testimony that the prisoner stole an encyclopædia, and in the written report of the case you said he stole a cookery book?"

Sergeant of Police: "Well, you see, judge, it's easier to spell cookery book than encyclopædia."

LARGE Lady: "Could you see me across the street, officer?"

New Policeman: "Shure, ma'am, its tin toimes th' distance Oi could see yez!"

ADOLPH ELKIN

& CO.

Wholesale Tobacconists.

On all our Own Spécialités we have decided to meet our Customers half-way as regards the extra duty.

TOBACCOS.

"British Pluck" }
"Glossy Flake" } 2^d. per lb. advance.
"Navy Cut" =

CIGARETTES.

By weight, 3d. per lb. advance.

CIGARS, 1d., 2d., 3d.

Only 3d. per 100 advance on nearly
all Our Brands.

PROPRIETARY ARTICLES AT THE LOWEST POSSIBLE PRICES.

NEW LIST IN PREPARATION.

140 AND 140_A, HOUNDSDITCH, LONDON, E.C.

RESULT OF JUNE COMPETITION.

The Winner of last month's competition, in which the word "Tins" was mis-spelt on page 240, was—

Mrs. HARRIS, Retailer, 196, Walworth Road, S.E.,

to whom a parcel of Messrs. Godfrey Phillips & Sons' "Kahira" Cigarettes to the value of 20/- has been forwarded.

Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY AUGUST 6, 1900.

On one of the Advertisement pages in this issue can be found a word that is purposely mis-spelt. We offer a Prize of the particular goods referred to in the advertisement in which the word appears to the value of

TWENTY SHILLINGS

to the person whose letter pointing out the word is first opened on the 6th of August, 1900.

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

The Editors' decision is final.

CUT OUT AND FORWARD THIS COUPON.

SPELLING BEE:

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

Addressed as follows: {

Word Mis-spelt _____

In Advert. of Messrs. _____

Signature of Competitor _____

If a Retailer, state so _____

If a Retailer's employé, }
state who employed by { _____

Postal Address _____

Date _____

Support Home Industries by selling "PICK-ME-UP" Cigarettes.

STANDARD AND REGENT LINES.

SINGLE LINE ADVTS.

SINGLE LINE ADVTS.

A HANDY REFERENCE FOR RETAILERS.

- AHALI** (TURKISH MONOPOLY CIGARETTE CO., LTD., 5, Bevis Marks, E.C.). Virg. Cigts. To retail 3d. per pkt. of 12.
- BADMINTON** (R. & J. HILL, LTD., London, E.). A perfect Smoking Mixture. $\frac{1}{10}$, $\frac{1}{5}$, $\frac{1}{4}$ and $\frac{1}{2}$ -lbs.
- BANDMASTER CIGARETTES** (COHEN, WEENEN & CO., 25, Commercial Road, E.). A Leading 1d. line.
- B.D.V.**, "The King of Tobaccos" (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- BRIGHT FLAKED VIRGINIA CIGARETTES** (W. & F. FAULKNER, LTD., Blackfriars Road, S.E.). 2d. pkts. of 10.
- CAPILLA BLANCA** (J. & P. LEWEY, 40, Wellclose Square, E.). Cigars in Tins. To retail 5 for 1/-.
- CARAVOPOULO** (W. H. LOWRY & Co., 3, Bury Court, St. Mary Axe). Egyptian Cigarettes, in all sizes.
- FLOR DE CRACK** (THE T.S. SYNDICATE, 55, Farringdon Street). Havana Cigars. 8 sizes.
- GARCKO** (THE T.S. SYNDICATE, 55, Farringdon Street). British Cigars, Tobacco, and Cigarettes.
- GOLDEN BLOSSOM CIGARETTES** (SINGLETON & COLE, Birmingham). Tins of 25's and 50's, 13/6 per 1,000. Subject to usual discount.
- HAND-CUT VIRGINIA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco.
- HOFFMAN HOUSE CIGARS** (THE HILSON Co., of New York). Agents for the Provinces. Ind, Coope & Co., Ltd., Burton-on-Trent.
- KAHIRA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Turkish Cigarettes in Tins.
- MALCAJIK** (C. C. O. VAN LENNEP, 23, Budge Row, E.C.). Turkish Cigarettes, made by grower. Tins. Minimum retail, 6/6 per 100.
- MARIGOLD TOBACCO AND CIGARETTES** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- MONASTERY** (ADKIN & SONS, Aldgate High St., E.). High Grade Virg. Cigarettes. 2d. pkts. of 10, with mouthpieces.
- NAMONA** (JOHN MAYER & Co., 62, Leadenhall St.). An imported American Smoking Mixture, in $\frac{1}{2}$ and $\frac{1}{4}$ -lb.
- RED LION** (W. T. OSBORNE & Co., 37, Waterloo Road, S.E.). Virginia, in $\frac{1}{32}$ packets.
- RILEY'S No. 20 TOBACCO GEMS** (RILEY & SON, LTD., Convent Works, Nottingham). New Paperless Cigarette. 4/6 and 1-oz. boxes and 2-oz. tins. Send 2s. for sample of each.
- SWEET "CHERRY-TIPPED" CIGARETTES** (JACOBI BROS. & Co., LTD., 9 & 11, Wilson Street, E.C.). Prices on Application.
- SWEET GUINEA GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- VIRGIN GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- WALKING STICKS** (HENRY HOWELL & Co., 180, Old Street, London, E.C.).
- WALKING STICKS** (JACOBS, YOUNG & Co., 265, Boro' High St., S.E.). Wholesale & Export. Price List on application.
- WEST INDIAN PLANTERS AND PLANTORES** (A. SCHEUCH & Co., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

Of whom and what to Order.

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THE TIP TOP 2d. PACKET.

Monastery Cigarettes



Are not two 1^{d.} Packets in one,
but equal to most, and better
than many, 3^{d.}

Adkin & Sons,

LONDON, E.

FOR

ASTHORE HAVANA BLEND CIGARETTES

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

THE

FLOR DE MUNSHEE

(CIGARS and WHIFFS),

The Perfection of Mild Indian Cigars.

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LONDON, 1851.



ANTWERP, 1885.



GOLD MEDAL

PARIS, 1855.



LAMBERT & BUTLER'S

EDINBURGH, 1885.



LONDON, 1873.



Tobaccos.

Cigarettes.

- MAY BLOSSOM.
- FLAKED COLD LEAF.
- PRIZE MEDAL BIRDSEYE.
- SUNDRIED CUT HONEYDEW.
- GOLDEN VALLEY.
- WAVERLEY MIXTURE.
- KENTUCKY MIXTURE.
- NAVY CUT.
- BLENDED NAVY CUT.
- GARRICK.

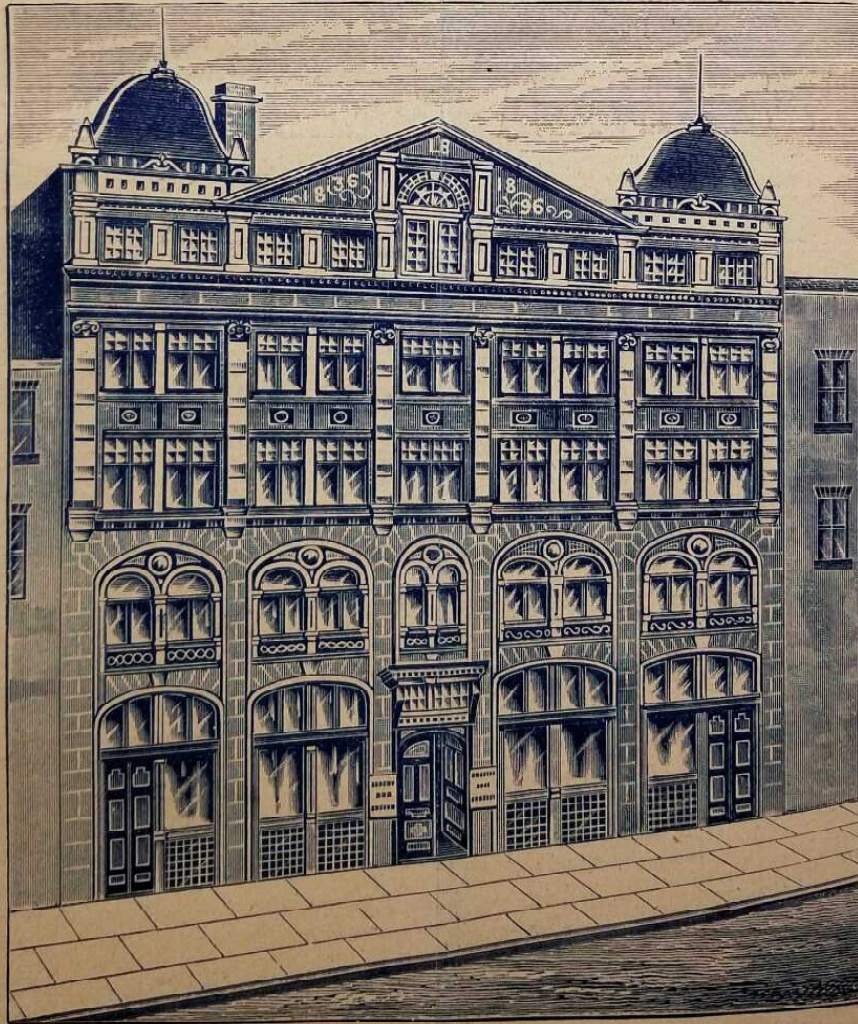
IN PACKETS AND TINS.

- MAY BLOSSOM, in 10's, 20's, 50's, and 100's.
- FLAKED COLD LEAF, in 10's, 20's, and 50's.
- PRIZE MEDAL BIRDSEYE, in 10's, 20's, and 50's.
- ROYAL SALUTE NAVY CUT, " " "
- REEFER NAVY CUT, in tins of 50. " "

BY WEIGHT.

- OLD HELMET, in ½ lb. and 1 lb. Boxes.
- WAVERLEY STRAIGHT CUT, in ½ lb. and 1 lb. Boxes.
- CACTUS (TURKISH), in ½ lb. and 1 lb. Boxes.
- GOLD TIPPED, in ½ lb. and 1 lb. Boxes.

PRICE LIST ON APPLICATION.



All the above are now supplied in Patent Air-tight Self-fixing Tins and in Packets bearing our Name and Trade Mark.

333
Sole Agents for ED. LAURENS' High-Class Egyptian Cigarettes, "LE KHEDIVE."

Special attention is directed to our "REEFER" Navy Cut Cigarettes, in tins of 50; also to our "TRUMPETER" Cigarettes, in packets of 5, to sell at 1d., and slide packets of 10 to sell at 2d.

Factory and Offices: DRURY LANE, LONDON.

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

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VOL. V. THE ORIGINAL

Published on the 15th of every Month.



CONFIDENTIAL "TWO ROSES." 5 EXTRA CIGARETTES, PRICE 3d.

To AND

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New Premises,