

VOL. X., NO. 7, JULY, 1905.

All Tobacconists should Stock the High-Class Tobaccos and Cigarettes made by

GALLAHER LTD., BELFAST & LONDON,

Who belong to no Ring or Combine. Write for their New Price List.

Published on the 15th of every Month.

The Cigarette World

Published on the 15th of every Month.



The Retailer's Journal:

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



STATE EXPRESS CIGARETTES.

No. 555, No. 999, ASTORIAS. By Weight, 111, 222, WINFRED, MARHABA.

New Descriptive Price List, No. 90, sent post free on application to Sole Manufacturers: ARDATH TOBACCO CO., STATE EXPRESS WORKS, LONDON, E.C.

A NEW LINE.

BISHOP'S MOVE.

In 1, 2, and 4 oz. Tins.

This Tobacco, although only recently introduced, is being eagerly taken up by Tobacconists, as it shows a full margin of **PROFIT** and **SELLS** quickly.

For Prices and Sample apply to

COHEN, WEENEN & CO.,

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ONE WORD

“Kingmaker”[®]

LUXURIOUS

For Particulars & Prices
Send Postcard to

Geo. Dobie & Son, TOBACCO MANUFACTURERS Paisley. 1809. ESTD

ENGLISH REPRESENTATIVE

Robt C. Bell, 12, Basinghall St E.C.

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THE NEW BRAND OF

INDIAN CIGARS

“ZEMINDAR”

CHOICE. MILD. FRAGRANT.

MANUFACTURED BY

SPENCER & CO. Ltd., DINDIGUL.

POPULAR PRICES. NO CUTTING.

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JARRETT BROTHERS

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

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TO DEAL WITH
THE TOBACCONISTS' SUPPLY SYNDICATE
 IS A PROOF OF
YOUR SOLVENCY,

IS A
GOOD TRADE RECOMMENDATION,
 IS AN
EVIDENCE OF DISCRIMINATION.

BECAUSE

YOU MUST PAY CASH.

YOU CAN DEAL WITH US ONLY IF YOU CAN PAY.

YOU HAVE NOT TO PAY FOR OTHERS WHO DON'T,
 AS CASH TRANSACTIONS SAVE BAD DEBTS.

IF YOU CAN PAY CASH
WE WANT YOU

TO COMPARE OUR NET CASH PRICES WITH THE
 DISCOUNT AND CREDIT QUOTATIONS OF OTHER
 HOUSES, AND ABOVE ALL

COMPARE QUALITY.

SEND FOR PRICE LIST CONTAINING TERMS
 OF **THE T.S.S. BONUS,** WHICH IS
 AN EXTRA PROFIT FOR YOU.

THE TOBACCONISTS' SUPPLY SYNDICATE,
55, FARRINGDON STREET, E.C.

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 1, 2, 3, 4, 5 & 6, Plum Tree Court. 115, Old Kent Road. Telegraph, "Crackers," London.

GAINSBOROUGH

CIGARETTES.

Cohen, Weenen & Co.,

LONDON.

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THE FREE

Start the New Year well.

STOCK,
PUSH,
and
DISPLAY

THE SMARTEST LINE EVER BROUGHT OUT.

"BLACK
... and ...
WHITE."

The
Popular Cigarettes.

Stocked by all Leading Wholesalers.

FINEST VIRGINIA.

SMARTEST PACKET.

SHOWS RETAILER 28%.

Sole Manufacturers:—

W. J. HARRIS & SON,

Black and White Tobacco Factory,

LONDON, E.

Established 1849.

THE FREE AND INDEPENDENT FIRM.

MAKE A GO

OF YOUR BUSINESS.

HANDLE OUR CIGARETTES.
They Leave You Good Profits.

We guarantee them!
You stock them!

THEY'LL DO THE REST.

WRITE DIRECT FOR PRICE LIST.

B. KRIEGSFELD & CO.,

The Anglo-Colonial Tobacco Co.,

HOME AND EXPORT CIGARETTE SPECIALISTS.

General Tobacco Factory - - MANCHESTER.

N.B.—We have representatives covering the United Kingdom.

The Cigarette World AND TOBACCO NEWS.

JULY 15th, 1905.

All Communications to be addressed to Offices of "Cigarette World," 32, The Broadway, Wimbledon, S.W.

Blocks should be sent direct to
Messrs. Chorley & Pickersgill, Ltd., The Electric Press, Leeds.

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

MORE ABOUT "IMPERIAL" METHODS.



WE have more than once been reproached for suggesting that The Imperial was being worked on American lines, and that the American directors on the board were in reality "the predominant partners." It has been said that the British firms in the big "combine" whose names are "household words" would never stoop to the methods by means of which the American Tobacco Company has acquired the control of trade in the United States. We have so often exposed the whole infamous history of this concern and pointed out the shameless way in which those who control it have ridden roughshod over everyone in order to secure their ends, that we need now say no more, but we confess that we view with the deepest disgust the extent to which The Imperial is going in their efforts to carry out the policy forced upon them by the smart Yankees upon their board. At the outset it

ESTABLISHED 150 YEARS.

TADDY & CO.,
Tobacco, Cigarette, and
Snuff Manufacturers,
and Cigar Importers.

PACKET SHAGS, PACKET BIRD'S EYE, &c.
ROLL, TWIST, and CAKE TOBACCOS.

Flaked and all Descriptions of Fancy Tobaccos in Embossed
 Foil Packets and Enamelled Tins.

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was hoped that the Yankees would have no more than a nominal part in the affairs of the concern, but it seems quite clear that they have the practical control. As an instance of this let us take their conduct towards that well-known firm of Foyle & Sons, of 37, Houndsditch. Messrs. Foyle had supplied Mr. Nelson, the plaintiff in the successful action against Ogdens, Limited, with goods. They were quite unaware of Mr. Nelson's identity, as he bought the goods under the assumed name of Mr. Cox, of Windsor; but The Imperial nevertheless stopped their supplies for over six weeks and now refuse to pay them their accrued bonus. In all, the loss to Messrs. Foyle will be over £400. These facts require no comment, neither will they excite surprise among those who know anything of the inner working of the Trust; but they show clearly that the American tail is wagging the British dog; for the action to force Ogdens, Limited, to disgorge some of their ill-gotten gains to pay their legal liabilities did not affect The Imperial at all, nor, to do them justice, were The Imperial directors to blame. The whole matter rested between Ogdens, Limited, and the trade; the former were trying to back out of their contract in a most dishonourable way, the latter were trying to insist upon the bargain being carried out. This being so, why should The Imperial seek to punish Mr. Nelson at all, unless to gratify the petty spite of their American directors, who are smarting at the loss of so much money.

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Turning from this unsavoury subject, we regret to be again obliged to refer to the much more serious question of The Imperial's tactics with reference to the "Irish Roll" trade. Now, the excellent quality of the roll tobacco made in Ireland and the great demand for it have caused "Irish Roll" to be a trade term. But a "trade term" is not legally equivalent to a trade mark, and therefore there is nothing to prevent similar tobacco being sent into Ireland and sold as "Irish Roll." The field was thus clear for The Imperial to open their campaign in Ireland, since the only restraint upon their action was that of honour, and honour never enters into the policy of "trusts." Moreover, the tobacco has been introduced into the market under cost price, needless to say with no desire to benefit the consumer, but simply to utterly ruin the Irish Tobacco manufacturers. Should they by means of their large capital succeed in doing this, the prices will go up and the consumer will eventually be a heavy loser. To appeal to the good feeling of The Imperial or to point out the serious effects upon an important Irish industry which their policy is bringing about is apparently quite useless. We have been alone among the trade journals in making this appeal, and it has produced no effect. Our appeal must be first of all to the Irish retailers, to be content for a while, to sacrifice a little profit for the ultimate good of the trade and to absolutely refuse to sell the roll manufactured by The Imperial, and further, so far as in them lies, to endeavour to restrict the sale of the "Trust" proprietary brands until they have ceased their attack upon Irish manufacturers. Our next appeal is to consumers, who, it must be remembered, pay

exactly the same price for the far inferior "roll" manufactured by The Imperial. They should insist upon having "Irish Roll" of genuine Irish manufacture, and if they will only do this they will succeed in defeating the present organised attack upon a national industry. The fact is that The Imperial cannot compete in quality, so they have to "cut" to gain a footing. There is not one of their factories which can turn out anything like such good roll tobacco as Messrs. Gallaher & Co., of Belfast, Messrs. P. & J. Carroll, of Dundalk, and many other Irish firms, have been selling for years, and they know this. If, then, they gain the victory it will be a disgrace to Irish smokers and retailers, and to the many old smokers of "Irish Roll" throughout the world.

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It may be remembered that during the tobacco war it was freely alleged that the Imperial Tobacco Company owned a number of shops, under the name of nominees. This allegation was indignantly denied, and it was further stated that there was no intention of entering the market to compete with the retailer. We never obtained definite proof of these allegations and at the time merely alluded to them as rumours, which is all we can say even now, but since the war Salmon & Gluckstein has been absorbed, also A. J. Jones & Co. It is now said that the next absorption will be Messrs. A. Baker & Co., who have recently started a number of shops on the District and Metropolitan lines. When we noticed this move and observed for ourselves the small amount of business which appeared to be done we came to the conclusion that there was some "move" on. The directors of this concern are capable business men, wise in their generation, and we hope they will not take it ill if we say that these new shops were started with the definite object of inducing the Imperial to buy the business. If the statement alluded to be true, then the Imperial will have a formidable total of shops for the distribution of their products, and all these must interfere with the business of the retailer. Is this his reward for supporting the Imperial during the tobacco war? The worst of it is that this may only be the beginning of a vast scheme to plant shops everywhere when business is brisk in order to secure higher profits. If, in the face of all these facts, tobacconists go on "pushing" the proprietary articles of the Imperial, then they will only have themselves to blame for the result.

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The Alliance has been inactive recently, and this has caused many to whom "the wish is father to the thought" to express the opinion that as a practical organisation it has ceased to exist. Possibly the enemies of this useful and much needed Association will have a rude awakening, for we are inclined to think that things can, and will, be put right, and that retailers will eventually decide to support the only body which can help them in their fight for living profits.

She (crank): "Is there anything worse than a man smoking a nasty cigar?"

He: "Yes; a woman minding someone else's business."

SMOKE**SALONICA****EGYPTIAN CIGARETTES***Purest, Mildest, and Healthiest***CAIRO'S BEST.****CAIRO-EGYPT**

KASR EL NIL.

SIOUFFI PASHA PALACE.

The SALONICA CIGARETTE CO., 45, St. Mary Axe, E.C.

The French Cigarette Paper Co., 120, CAMBERWELL
ROAD,
LONDON, S.E.

CIGARETTE PAPER MANUFACTURERS.

22 CARAT GUARANTEED GOLD TIPPED PAPERS, CORK TIPPED, AMBER TIPPED,
IMITATION GOLD TIPPED, ALUMINIUM TIPPED PAPERS,
MAIZE TIPS, STRAW TIPS, CORK TIPS, &c., &c. CIGARETTE BOXES AND LABELS.

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TOBACCONISTS' FANCY GOODS and SHOP FITTINGS.

MIXED PARCELS.

Every known brand at manufacturers' own list prices. Endless variety of
tobacconists' fancy goods and shop fittings, &c., &c. The trade only supplied.
Opening orders a speciality. No shop complete without them!

SINGLETON & COLE, Ltd., 11-16, Cannon Street, **BIRMINGHAM.**

Branch Distributing Depots—LIVERPOOL, LEEDS, WOLVERHAMPTON, WALSBALL.

Factorise—SHREWSBURY.



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THE temporary—at least, we hope temporary—quiescence of the Alliance seems to have encouraged the Imperial to fresh activity. I have been going about in all directions getting information, and as a result I would seriously warn independent manufacturers that they must be up and doing to maintain their interests. In the first place the Imperial are now offering to dress tobacconists' windows free of charge for twelve months. This is a very astute move indeed, and will do immense damage to independent manufacturers, whose goods will be condemned to obscurity. Retailers in the country are very poor hands at window-dressing, and many of them will be inclined to grasp at the chance of having this tedious and difficult work taken off their hands. I should advise them to fear the Imperial, even when it brings them gifts, for, as a matter of fact, they are in reality paying high for their privilege, since the big "combine" can well afford the expense out of the extra profits they make by giving the trade such a narrow margin of profit. The idea is merely to attach more and more of the trade to the triumphal car of the Trust, and when they have got them in the traces, and well in hand, believe me the whip will not be spared. What a tender interest the Imperial now take in the struggling retailers; but would it not be a much greater proof of affection to give them a fair profit, and to refrain from running shops to compete with them?

The move is really an exceedingly cheap and effective advertisement for the Imperial, and if it is successful will place in their hands a very formidable weapon, for when they are unable to get retailers in any district to sign these window agreements, they can and will bring pressure to bear on them by threatening to start a branch of Salmon and Gluckstein or some other of the companies they control.

I think, however, that what appears to be the danger to the independent manufacturers and retailers may be easily turned to their advantage. After all, the public don't like Trusts, and Englishmen have a very strong objection to be forced to buy the goods of any one particular firm. Those retailers who steadily refuse to turn themselves into mere slaves who can only exist upon the crumbs thrown to them by their masters, and stock their windows artistically with a well selected and varied stock are sure to find their reward in increased public patronage, and by judicious advertising they can enlist public sympathy as men of independent mind, who are determined to preserve their freedom, and to give all manufacturers who deal fairly with them an equal chance.

It follows from what I have said that the wise retailer will reject the advances of the Imperial, and determine at once to dress his own windows in much more efficient way than hitherto. He will find plenty of hints in the trade journals, and if he only takes a little trouble there is no reason why he should not soon succeed. I would particularly emphasise the importance of continually changing the window display, so as to attract different customers. To begin with, perhaps the cigarette smoker can be tempted, and the boxes now manufactured are so admirably designed that it is not difficult to arrange a highly artistic show. Other articles can be shown as occasion offers, and a little ingenuity will enable the pushing tobacconist to get the public to look out for fresh decorations, and what is more to the point to talk about them. A good advertisement in the local papers, and a little liberality in the shape of a few cigars, and, on occasion, a thirst quencher to the local reporters, will do much, while civility and attention to customers will do the rest. I believe, also, in spending a little money on direct appeals to customers. It is a good

idea to send out a number of good picture postcards, writing nothing on the back, so that they can be used by collectors, but use the space provided on the front to call attention to some of your specialities. When you have a really good window display, get some photos done and send them on postcards to carefully chosen addresses. This is, of course, to catch customers, but it is equally important to keep them, and you should in various ways remind them of your existence, especially when you miss them for a while from the shop. Write drawing attention to a new line you may have in stock, and try and get them to come and sample it. People like being thought worth troubling about; it flatters their pride, and you are sure to profit in the end.

The above remarks refer chiefly to England and Scotland. Our Editor has dealt in a leader with the tactics of the Imperial in Ireland, and I would therefore only add the advice that Irish retailers should have as little as possible to do with the Trust, because it is openly engaged in endeavouring to ruin Irish manufacturers in order to grab their trade. This object it seeks to attain by the most dishonourable means, and those who give it support are equally guilty. Recently Messrs. Gallaher & Co. and Messrs. Goodbody & Co. have done good service by exposing the methods of the Trust in the Irish Press, and I have no doubt that the wide publicity given to their letters will have a good effect, but I think the Irish firms can do more in this direction. They should not only ventilate the matter in the general Press, but should get the editors of local journals to take it up. In this way they can influence both smokers and tobacconists all over the country. I think victory will in the end rest with the Irish manufacturers, because the Irish really resent bitterly the attack upon one of their important national industries.

PERIPATETIC.

THE CHEMIST TO HIS CIGAR.

A winsome form you were not long ago
To lips and eyes alike. Your lazy fire
Made circling wreaths and whirling curls of snow,
And sketched phantasmagoria to the brain
That warmed the feelings into mild desire
And milder yearnings. Together now expire
Your life and loveliness. The visions wane
And only ashes and grey clouds remain
With mournful musings half akin to pain.

Yet in that pearly, curling smoke I find
Carbonic oxide which, with toxic force,
Envenoms both the body and the mind;
Crude nicotine, which splits each neural cell
In ways pathologists will not endorse;
Essential oils and creosote, of course;
Empyreumatic substances as well,
And divers things which, though I cannot spell,
The London *Lancet* and the Lord can tell.

And yet, as if in recompense, I note
A perfect azymotic in the weed
Against each germ, bacterium or mote
Which wages war upon the human race;
So that the happy smoker bears indeed
A charmed life. I therefore pay no heed
To gruesome grannies in the market-place,
Who greet Havanas with a fierce grimace,
But fill with cloudy wreaths the ambient space.

—PHIL McALLISTER, in the *Tobacco Leaf*.

Our Smoking Mixture.

THE MAN WHO KNEW.—The conversation at the boarding house was on smoking. The Literary Young Lady said that smoking was quite general among ladies in good society. The Landlady could not believe that ladies smoked. The Literary Young Lady said that Mrs. Carlyle was a smoker of cigarettes. "Oh," the Landlady replied, "she is a Southerner, and they are pretty free in their manners." Just here the Cheerful Young Commercial Traveller spoke up with an air of authority, "No, no, Mrs. Jones. Not that woman. It was the wife of Carlyle, the great novelist."

WILLS HER FATHER THE RIGHT TO SMOKE.—In the will of the late Charlotte D. Sage, of Philadelphia, the most curious clause ever contained in such a document was brought to light. It read as follows:—"I bequeath to my beloved sister (if she promises to allow my father, Benjamin E. Sage, of beloved memory, all the cigars he wants and also all the vests he likes to wear in winter) all my personal and real estate I die possessed of, and to which I shall be entitled at the time of my decease." It seems that the old man had an undue love for the weed, but his eldest daughter (referred to in the will) had cut down the number of cigars on account of his health, and he felt the loss keenly. His fondness, also, for fancy vests amounted to a hobby. But all is well with him at last. With plenty of fancy vests to sport and all the perfectos he can smoke, life will now, indeed, be worth living.

SMOKING RACES.—"Smoking races" are the latest development of student life in Germany. They are usually held at drinking bouts, and form a novel feature of these occasions. Huge pipes are made specially for this purpose, having a capacity of from one to three ounces of tobacco. All pipes must be identical in shape and construction, and are filled with the same quantity of tobacco to a grain. At a given signal the contestants apply lighted tapers to the bowls and begin to puff vigorously at the stem, while through the clouds of smoke the other students urge their favourites on to greater endeavour. The winner is he who first reduces the contents of the bowl to a white ash. Leaving in the bottom of the bowl a small unconsumed portion disqualifies the entrant. There is no attempt made to enjoy the smoke, the sole effort being to consume the quantity in the shortest possible time, and long before the goal is reached the pipes are so hot that the smoke almost blisters the lips of the contestants.

MOUTHPIECES.—A note of warning has been sounded by the medical faculty of Berlin against some of the new designs in mouthpieces of pipes and cigar and cigarette-holders. The objection is made to all types in which there are slits and perforations, where the saliva of the smoker and the oil of the tobacco can find permanent lodgment. This undergoes fermentation and produces compounds which, in some cases, are deleterious and at times poisonous. Where these slits and orifices can be easily and thoroughly cleaned, the danger is small. But in many instances the workmanship is careless and corners and rough surfaces are produced, which are cleaned with comparative difficulty. Dr. Henkel recommends the old-fashioned mouthpiece, which he says is a sensible imitation of the straw, through which the human race has sucked fluids from time immemorial, and declares that no new design has been an improvement upon it. He recommends a long stem, and says the ideal smoke is by the long chibouk and the narghile with its extended tube.

ITALY AND TOBACCO.—Duke Leopold of Torlonia has engaged himself in an interesting and important experiment. It is that of trying whether tobacco of a quality

sufficiently good to please Italian smokers, cannot be produced on a large scale on Italian soil. The sale of tobacco is, of course, a State monopoly in Italy, but for the supply of the article itself the Government has had to depend upon America for pipe and cigar tobacco, and on Turkey and Egypt for cigarette tobacco. Now, inasmuch as the consumption of the fragrant leaf in Italy amounts to about 11,440,000 pounds yearly, with a tendency to increase, it follows that a vast amount of money is paid to tobacco growers abroad for a plant which, with a little enterprise, and care, might be produced at home. There is no valid reason why excellent tobacco crops should not be raised in Italy; and, indeed, tobacco culture was at one time naturally have to look after its monopoly, but with proper safeguards the Duke of Torlonia's tobacco plantations might become a successful source of supply.—*Newcastle Daily Chronicle.*

LEADING TRADE JOURNAL IN CLEVELAND BARS AMERICAN TOBACCO CO.'S LIST.—The publisher of *The Inland Grocer*, issued in Cleveland, and widely circulated throughout the Middle West, has decided to eliminate from its market quotations in the future the various brands of the American Tobacco Co., substituting for them the quotations for the product of leading independent manufacturers. The decision to adopt this policy and the reasons which led to this decision are announced in the following editorial, which appeared in a recent issue:—"Tobacco Quotations.—After interviews and correspondence with our readers in various sections, the management of *The Inland Grocer* has determined to eliminate from its market quotations the goods of the American Tobacco Co. The attitude of the trust in opening retail cigar stores, selling at cut prices in direct competition with the retail grocers; its maintenance of mail order coupons and other prize systems, and its general piratical policy toward the distributing trade has, it appears, placed it out of sympathy with retailers. We therefore believe that our service to our subscribers will be improved by quoting prices of independent brands only."

MANILA CIGARETTES ARE DISAPPOINTING TO MOST PEOPLE.—The paper is either French rice, Spanish cotton, or Japanese. The filler is picadura or a well-made straight-cut, and the making is by hand or machine. They come usually in packages of thirty, which sell for five cents. The flavour is like that of the Porto Rico or Mexican cigarette, but inferior to either. The cigarette burns freely, makes a hot smoke, and bites the tongue. It is moderately popular in the Far East, but the popularity is based almost entirely upon its cheapness. In Hong Kong, which is a free port, and where, on account of there being no duties nor internal revenue, cigarettes are cheaper than in the lands where they are made, the Manila goods never compete with those of Egypt, England, and the United States. The most popular brands of these countries are sold two for a cent, and those of Manila at six for a cent; yet the former enjoy thrice the demand of the latter. Cultivation thus far does not seem to affect the aroma or burn of the Luzon tobacco. It makes the leaf larger and handsomer, and that is about all. Old Spaniards declare that the leaf is degenerating; that when first raised from Cuban seed it had a warm Havana flavour, but that every year it has changed toward the Sumatra or Java type. Whether this be exact or exaggerated, it is certain that there is a tendency in Luzon leaf to grow toward the Javan type. This means that the Manila cigarette will by degrees approximate the Java cigarette, which is flat and insipid.

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Trade News and Notes.

UNITED LANKAT PLANTATIONS.—The directors of the United Lankat Plantations Company, Ltd., have declared an interim dividend of 5 per cent. on the ordinary shares and a bonus of 5 per cent.

LAND AT £5,200,000 AN ACRE.—The site of a little cigar shop at the corner of Wall Street, New York, has just been sold for £140,000. This works out at more than 16s. the square inch, and £5,200,000 an acre.

JACOB POPP, tobacconist, of High Wycombe, has recently received his 185th summons for offending against the Lord's Day Observance Act of Charles II. His latest plea is the issuing of a set of picture post-cards illustrating the absurdity of the Act.

TOBACCONISTS' ASSOCIATION.—The tenth annual meeting of the shareholders in the United Tobacconists' Association, Ltd., was held on June 7th, at the offices, Colmore Row, Birmingham. Mr. R. A. Badman presided, and in moving the adoption of the report, which recommended the payment of a dividend of 20 per cent. on the ordinary shares, stated that the company had shown further progress throughout the year, and in spite of the keen competition they had done a larger business and distributed an increased amount of business to the trade. The earnings had increased by £60 over the previous year, and the assets of the company, against which they had practically no liabilities except capital, amounted to £870. The company had now paid 190 per cent. upon the amount of paid-up capital.

A TOBACCO DEAL.

An important tobacco trade development is that the directors of the British Deli and Langkat Tobacco Co. Ltd. have practically completed arrangements for the transfer of the company's business to a strong company to be formed in Amsterdam. Fuller details of the terms on which the purchase is to be made will be available shortly. The "deal," if on equitable terms, should prove welcome news to the shareholders, as the concern for years past has met with lamentable results. Formed late in 1889, it distributed the handsome rate of 15 per cent. (actual) on its ordinary shares for the period up to December 31st of that year, and in 1890 it paid 10 per cent. Since then, however, no dividends have been declared, and the preference shareholders have gone empty-handed since May, 1892; besides, there is a debit balance at profit and loss of £150,000. The company's capital is £250,000, divided into 150,000 ordinary and 100,000 preference shares of £1 each.

TOBACCO GROWING.—On June 28th, in reply to Mr. W. Abraham, Mr. Long said that the amount expended by the Board of Agriculture for the drying of tobacco leaf on the estate of Colonel Everard was £1,725. The building and equipment remained the property of the Department, and will be disposed of by them on the completion of the

experiments. Mr. Abraham asked the Chief Secretary whether he was aware that only one person was authorised by the Board of Inland Revenue to grow tobacco in Ireland last year, and obtain the rebate of 1s. in the pound on the produce, and that other persons who carried out experimental growing at their own cost had been refused a rebate; and if he would consider the desirability of recommending the Board of Inland Revenue to grant the rebate to these growers. Mr. Long: The rebate is only allowed to a limited number of growers selected by and working under the supervision of the Department of Agriculture and Technical Instruction. The Advisory Committee recommended that the experiment in 1904 should be confined to one centre, Navan, and that at least 20 acres should be grown there. Others in the district having declined to offer land for the purpose, Colonel Everard undertook to plant the entire 20 acres, and consequently he was the only grower entitled to the rebate. The answer to the concluding inquiry is in the negative.

AMERICAN TOBACCO CO. CHECKED AT CUBA.—The efforts of the American Tobacco Company to capture

the cigar industry of Cuba have not been entirely successful. Recently published statistics as to exports of Havana cigars have created, in fact, a good deal of surprise, showing as they do that the Trust has only about half the total trade.

ROLL TOBACCO.—Mr. J. Devlin on July 6th asked the Secretary to the Treasury whether he was aware that quantities of roll tobacco, manufactured in England and Scotland, had been sold to the public as Irish roll tobacco, with the result that a branch of Irish trade was threatened; whether any prosecutions had taken place in consequence; and what steps he proposed to take to prevent the perpetration of this fraud upon the public in future. Mr. Bonar Law: The Board of Trade have no recent information on the subject, but they are prepared to consider, with a view to prosecution, any specific case of infringement of the Merchandise Marks Act, 1887, which is submitted under the regulations which govern prosecutions. It is, of course, open to the Irish manufacturers to take proceedings themselves if they are so advised.

DIVIDENDS ANNOUNCED.—New Darvel Bay (Borneo) Tobacco Plantations, Ltd.: An interim dividend of 1s. per share to June 30th is payable on the 29th inst.

"SWEET KISSES" FOR TOMMY ATKINS.—Every soldier in His Majesty's Army received from Messrs. Carreras, Ltd., a packet of "Sweet Kiss" cigarettes in honour of His Majesty's birthday.

Would-be dude: "Have a cigar, cabbie?"

Cabman: "Thank you, sor! You gave me one last week, but I prefer my pipe!"

CONNOISSEURS SMOKE

TEOFANI'S

HIGH-CLASS
CIGARETTES.

PURVEYORS TO HIS HIGHNESS



THE KHEDIVÉ OF EGYPT.

HORS CONCOURS. MEMBRES DU JURY. GRANDS PRIX
GOLD MEDALS, CROIX BIJOUX, CROIX D'HONNEURS,
DIPLOMES D'HONNEURS, &c., &c.

FROM ALL WHOLESALE HOUSES, OR FROM

TEOFANI & CO., LONDON.

Tel. Address—TEOFANI, LONDON. Tel. No. 2783 AVENUE.

Fires.

A fire occurred on June 29th at the tobacco factory of Messrs. PATTREORX, Derby Street, Cheetham Hill Road, Manchester, where the flooring in the top storey had caught fire, owing, it is supposed, to the overheating of a gas stove.

Foreign.

The *Bollettino delle Finanze* of 25th June states that a conference has been summoned, on the joint initiative of the Italian Ministers of Finance and Agriculture, for the discussion of the best means for developing the cultivation of tobacco in Italy.

JAPAN'S TOBACCO LAW.—Viscount Hayashi, of Japan, has informed the Scottish Anti-Tobacco Society that the Japanese police confiscate the "smoking instruments" of any youth under 20 years, as well as his supply of the weed. Parents and guardians who knowingly permit the offence are liable to a fine of 50 cents, and dealers who furnish a minor with the wherewithal may be fined \$5. The law was passed in 1900.

Law.

T. P. & R. GOODBODY v. JANE DALWAY.—Mr. M'Gonigal (instructed by Mr. David M'Gonigal), for the defendant, applied last month, in the Dublin King's Bench Division, to set aside the writ of summons in an action brought against her by a firm of tobacco manufacturers to recover £635, the price of tobacco. The defendant was sued as administratrix of her late husband, a tobacconist, who carried on business in Divis Street, Belfast, and died in 1902, and also in her personal capacity for tobacco, &c., supplied since his death, as she continued to carry on the business. Counsel submitted that under the rules of Court the claims could not be joined in the same writ of summons.—The Court ordered the writ of summons to be set aside, without costs.

LOSS OF A SAMPLE CASE.—At Cardiff County Court last month, before His Honour Judge Owen, a traveller in cigars named Harris sued the Taff Vale Railway Company for damages for the loss of a sample case and its contents. Plaintiff, for whom Mr. G. F. Forsdike appeared, said he travelled from Aberdare to Pontypridd, and had his sample case labelled for the latter station. At Pontypridd, whilst he was looking after something, a porter put the case, with other luggage, in a Cardiff (G.W.R.) train, and they had not been able to trace the case since.—Mr. Sankey, for the Company, contended that the goods lost belonged to plaintiff's employer, who were suing, while the Company's contract was with plaintiff. He further pointed out that the Taff Vale Railways Act provided that persons could only recover clothing.—His Honour non-suited plaintiff on the latter ground.

A CHRISTMAS CARD TRANSACTION. THE IMPORTANCE OF RECEIPTED BILLS.—At the Wigan County Court, on June 28th, before Judge Bradbury, James Whalley, tobacconist and stationer, of Wallgate, Wigan, claimed 5s. 9d. from William Chadwick, of Abbey View, Upholland, for Christmas cards supplied. Mr. Whalley said that the defendant ordered some private Christmas cards, and, in calling for them, said he would call again and pay. If he had paid for them at the time, Mr. Whalley said, there would have been an entry on the books to that effect. The defendant said he paid for the cards at the time of receiving them. He never had bills for Christmas cards, always paying when he got them.—His Honour: Have you a receipted bill?—Witness: It was a case of paying as I got them.—Mr. Whalley said if it had been a cash order he would have kept it separate, as he had a separate book for cash orders for Christmas cards.—His Honour said that one of the parties was making a mistake. But the defendant admitted that he had had the goods, and the question was whether he paid for them. As the law stood he had to establish that, and if he had no receipt he had nothing to show that he had paid. Under those circumstances the plaintiff's word was as good as the defendant's, and, therefore, he must find against the defendant, and there would be a verdict for the plaintiff for 5s. 9d., the amount claimed.

New Companies.

EASTERN TRANSVAAL PLANTATIONS, LTD. (84,878).—Registered June 7th. Capital, £75,000 in £1 shares. Object, to acquire a block of five farms, known as Vygeboom, Buffelspruit, Lomatie Draai, Drie Koppies, and Langloop, East Transvaal, comprising over 33,000 acres; to develop the cultivation of tobacco, cotton, mealies, Kafir corn, lucerne, fruit, &c.; to adopt an agreement with the Development and Finance Company, Ltd., for the acquisition of the said farms, and to carry on the business

of farmers, graziers, cattle raisers, meat and fruit producers and preservers, planters, tobacco and cotton growers and dealers, owners of plantations, financiers, Concessionaires, timber merchants, &c. The signatories are:—

	SHARES.
E. T. D. Rouse, 55, St. Lawrence Road, Brixton ..	10
L. G. Brooks, 38, Gordon Road, Ilford ..	10
C. H. Lawson, 5, Angell Park Gardens, S.W. ...	100
J. W. Chisholm, 1, St. Michael's Place, Brighton ..	100
E. Runty, F.S.I., 10, Wallbrook, E.C. ...	100
J. Saliba, Nual, West Hill, Putney Heath, S.W. ...	100
F. A. Gillam, 18, Cromwell Road, S.W. ...	100
W. G. A. Edwards, 3, Coleman Street, E.C. ...	100

Minimum cash subscription, £15,000. The number of directors is to be not less than two nor more than seven. The first are J. W. Chisholm, E. Runty, F.S.I., J. Saliba, F. A. Gillam, and W. G. A. Edwards. The Development and Finance Company, Ltd., may nominate three directors. Qualification, £100. Remuneration, £150 each per annum (chairman, £50 extra) and 5 per cent. of the net profits, divisible. Registered office, 15, Cophall Avenue, E.C.

FOR —

Asthore Cigarettes

APPLY TO

J. H. Custance,

PUTNEY, S.W.,

Sole Agent for the United Kingdom.

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ALFRED GRUNDY, LTD. (84,793).—Registered June 1st, by Jordan & Sons, Ltd., 120, Chancery Lane, W.C. Capital, £15,000 in £1 shares. Object, to adopt an agreement with A. Grundy, and to carry on the business of tobacconists, cigar, cigarette, and snuff manufacturers and merchants, hairdressers, manufacturers of and dealers in tobacconists' and smokers' requisites, &c. No initial public issue. The first directors (to number not less than two nor more than five) are A. Grundy and W. Grundy (both permanent). Registered office, 51 and 53, Paradise Street, Liverpool.

The following new joint stock company has been registered in Scotland:—The Renfield Trading Company, Ltd.; capital, £1,000, in shares of £1 each, which are not offered to the public. To carry on the business of manufacturers of and dealers in tobacco, cigars, pipes, &c., hairdressers, chiropodists, manicurists. Signatories:—J. W. Paterson, warehouseman, 107, Hope Street; Jane Paterson, clerk, 107, Hope Street; D. McCracken, solicitor, and Isaiah Robertson, solicitor, 82, West Nile Street; E. Millar, merchant, 63, West Regent Street, Glasgow; J. V. Robertson and D. M. Robertson, students, Ardoch Lodge, Cambslang.

JACKSON, CATERRES, LTD.—This company has just been registered with a capital of £1,000 in £1 shares, to acquire (1) the business of a tobacconist carried on by G. Jackson, at 58, John William Street, Huddersfield; (2) the business of a chocolate dealer and café proprietor carried on by A. E. Jackson, at 12, John William Street, Huddersfield; (3) the business of a chocolate dealer and confectioner carried on at 37a, John William Street, Huddersfield; by the said A. E. Jackson; and (4) the business of a tobacconist carried on by R. E. Jackson at 10, John William Street, Huddersfield. The subscribers are A. E. Jackson, 41, Mitre Street, Marsh, Huddersfield, café proprietor; Miss A. Gill, Glen Side, Almondbury Bank, Huddersfield; J. Thorpe, Thomas Street, Yews, Lockwood, Huddersfield; assistant mill manager; Mrs. A. E. Thorpe, Thomas Street Yews, Lockwood, Huddersfield; E. Thomas, 80, Whitehead Lane, Huddersfield, manager; Mrs. C. Jackson, Osborne Street, Mold Green, Huddersfield; and R. E. Jackson, Osborne Street, Mold Green, Huddersfield, tobacconist, one share each. No initial public issue. The number of directors is not to be less than two nor more than five; the first are A. E. Jackson (chairman) and R. E. Jackson (life directors), and J. Thorpe. Qualification, £1. Remuneration as fixed by the company. Registered by Waterlow Bros. & Layton, Birchin Lane, E.C.

Obituary.

DEATH OF SIR JOHN WILLOX.—Sir John Willox died on June 16th after a somewhat prolonged illness. Sir John, who was 63 years of age, was, at the time of his death, a member of the Consultative Board of the Press Association, and had served two terms of five years on the Committee of Management, filling the office of Chairman in 1875, and again in 1900. Sir John, who had acted as President of the Institute of Journalists, was a trustee of the Institute of the Journalists' Orphan Fund, and a member of the Newspaper Society. In politics he was a Conservative. His death took place in Liverpool. Deceased represented the Everton Division of Liverpool in Parliament for many years, commencing in 1892, but recently retired because of ill-health. He was upwards of 25 years editor of the *Liverpool Courier*, of which he was proprietor. Sir John was also largely interested in the tobacco trade as a manufacturer in Liverpool and London, trading as Cope Bros. & Co. Sir John Willox commenced seriously to fail in health about two years ago, owing to a painful internal malady, which gradually wore him down. He continued, however, to visit his office almost to the last, and showed

keen attention to all details of business; indeed, the energy he displayed to the last excited the amazement of both doctors and relatives.

Police.

BARNSELY MAN "FOUND DROWNED."—Mr. P. P. Maitland, coroner, held an inquest at the Town Hall, Barnsley, on July 5th, touching the death of Edward Midgley (30), of Waltham Street, traveller, in the employ of Mr. Guest, tobacconist, whose dead body was drawn from the canal on Monday morning, July 3rd. Deceased had been missing since the previous Wednesday, and it appeared from the evidence that he was last seen alive at Mapplewell that night. He was stated to be somewhat under the influence of liquor, and the presumption is that he set off to walk home by the field path, and that when endeavouring to walk under the bridge beneath which his body was found he fell into the water. A verdict of "Found drowned" was returned.

SMOKING IN A TRAM-CAR.—Walter Manning (29), a bookmaker's clerk, of Grandson Avenue, London Fields, was charged at North London Police Court, on July 4th, with violently assaulting a tram-car conductor—James Wilson, of the Crescent, South Tottenham. At midnight the prisoner got on to an already overcrowded car at Shoreditch. The conductor told him to get off because there was no room. The prisoner not only refused to get off, but stood inside the car smoking a cigarette. The conductor insisted upon the prisoner getting off, and then the prisoner struck him a heavy blow in the face and knocked him down. For some time he was insensible, and was treated at the Metropolitan Hospital. The prisoner now said the conductor challenged him to fight; which Mr. Fordham said he did not believe. In reply to Mr. Fordham, as to whether anything was known of the prisoner, Detective-sergeant Pride said he had been convicted for picking pockets.—Mr. Fordham: Has he? That perhaps was his reason for getting on to a crowded tram-car.—The Prisoner: No, it was not. I was going home.—Mr. Fordham: Two months' hard labour.

STEALING CIGARS.—At the Bristol Police Court last month, Mary Ann Johnson (59) and Henrietta White (54) were charged, the former with stealing a quantity of cigars, valued at £1 1s., and the latter with receiving the goods knowing them to have been stolen. Detective-Sergeant Pollard said that he had been informed by Mr. Barnard that he had been lately missing cigars from his premises on St. Augustine's Bridge. Witness and Detective Slade watched the shop, and late one evening saw Johnson leave the building with a small parcel. She met White in Baldwin Street, and gave the parcel to her. Witness spoke to the prisoners, and opening the bundle found that it contained cigars. At the station Johnson took two packets of cigars from inside her stockings, and one from her dress. Detective Slade said that whilst White was being taken to the police station she dropped a pipe and case from her pocket, and when it was discovered remarked that she did not want that found upon her, as that would make the case all the worse. The manageress at Messrs. Barnard's said that the woman White was engaged as a charwoman. As they had missed several cigars lately she informed Mr. Barnard, who in turn informed the police, with the resultant proceedings. An errand boy named Davies said that he had taken several empty cigar boxes down into the cellar at the request of Johnson. The first he received about 14 months ago. He had about two or three boxes a month. The Bench sent Johnson to prison for a month with hard labour, and White to prison for 14 days.

BETTING PROSECUTIONS AT YORK. CURIOUS TECHNICAL OMISSION.—Charges against three shopkeepers for using their premises for the purpose of betting

with persons resorting thereto were investigated at the York City Police Court on June 28th. The names of the defendants were George Brand, tobacconist, 28, Shambles; Thomas Scott, 24, Skeldergate; and Elijah Cottam, tobacconist, 20, Blossom Street. There were also charges against Alfred Ambrose Gunn and Annie Scott for assisting Scott in the management of his business; against William White, 23, Barbican Road, miller, for resorting to Scott's shop for the purpose of betting; and against Francis Jerome Palmes, Mill Mount, and Henry Lund, 3, Oxford Street, fitter, for resorting to Cottam's premises for the purpose of betting. The case against Brand, for whom Mr. N. Crombie appeared, was taken first. At the conclusion of the case for the prosecution Mr. Crombie took a technical objection that his client had not been told, as was necessary under the Summary Jurisdiction Act, where an offence was punishable by more than three months' imprisonment, that he had a right to be tried by a jury if he so wished. It was essential that that caution should be given before the charge was gone into. He instanced cases in Leeds and London in which, under those circumstances, the magistrates had declined to adjudicate. The defendant was informed by the Chairman that the Bench refused to adjudicate, and that the case dropped, though subject to any course that the Chief Constable might be advised to pursue.—In the other cases Scott was fined £25 and costs, Gunn £15 and costs, and Cottam £15 and costs. The charges against the other defendants were dismissed, except in the case of Lund, who was bound over in the sum of £10 not to frequent gaming houses.

AFTER "MY LADY NICOTINE."—An unwelcome visit was on June 28th paid by some thieves to the business establishment of Messrs. Power Bros., tobacconists, 5, Brighton Road, Surbiton. Mr. Walter Power, who resides at the shop, was away holiday-making with his wife at Ilfracombe, and the place was left in charge of a housekeeper, one of the employés of the firm sleeping on the premises for the sake of protection. The shop was left securely locked up on the night in question at about half-past eleven o'clock, and no disturbing sounds were heard during the night. On the following morning, however, the shop was found to be in a state of disorder, and investigations showed that a burglary had been committed. An entrance had been effected at the rear of the premises through the kitchen window, the catch of which had been wrenched off. In the way of the intruders, standing on a table inside the room, was a paraffin lamp, which they removed and placed in the yard outside, together with a loose unframed piece of mirror. As it happened a dog is kept on the premises, but the animal on this particular night was kept upstairs, and the burglars' chance of being detected was thereby lessened. They confined their attention solely to the ground floor, and principally to the shop, from which they purloined about twenty boxes of cigars and some tins of tobacco, valued together at about £10. They also opened the self-registering till, from which they abstracted about £2 in money. After making a close examination of the shop, the thieves visited the adjoining office and turned out the drawers, but the only property missing is an old cheque or two. The only clues to the perpetrators of the burglary are a horseshoe tobacco box and a red silk pocket-handkerchief, which were left behind, but what may prove useful in tracing the thieves is a well-marked finger-print left on the mirror, which was lifted out of the kitchen into the yard. The mirror is now in the possession of the police, who have the matter in hand.

HAWKING TOBACCO AT CAMBRIDGE. HEAVY FINE.—At the Cambridge Borough Police Court last month, before the Mayor (Mr. A. S. Campkin) and other magistrates, Ernest Harris (53), cigar dealer, 9, St. Philip's Road, Dalston, London, was charged with hawking tobacco in several public-houses in the town on the 7th June. The defendant pleaded guilty, but his solicitor, Mr. G. S. Todd, asked for an adjournment on the ground that he had only just been instructed, and there were peculiar circumstances

in the case.—Mr. W. Ard, who represented the Inland Revenue, said he had objection to an adjournment, but as the defendant had pleaded guilty he did not see the necessity of it. The case was proceeded with, and Mr. Ard mentioned that several complaints had been received in the town of illegal hawking, and in consequence these proceedings were taken. The maximum penalty was £100.—John Archibald Hammond, publican, of Lensfield Road, said on the previous day he bought five boxes of 50 cigars each from defendant for £1.—Thomas Quinney, of the "Granville," East Road, said he purchased 100 cigars from the defendant.—Percy Joseph Masters, tobacconist, of Burleigh Street, said the defendant offered him some cigars, but he was not wanting any just then, and therefore did not purchase.—Mr. Spry, an officer of the Inland Revenue, said that in consequence of complaints he watched the defendant go into the "Baker's Arms," the "Wagon and Horses," the "Burleigh Arms," and also saw him call on Mr. Masters. Defendant was taken to the police station and charged.—Mr. Todd said that in the section under which proceedings were taken there was no mention of its being illegal to hawk cigars. Only tobacco and snuff were mentioned.—The Mayor: Do you suggest that the cigars were not made of tobacco, then?—Mr. Todd: Oh, no; but people might be misled by the omission. He added that the defendant had a licence for a tobacconist's business in London.—Defendant was fined £5, and a large quantity of cigars found in his possession were ordered to be forfeited.

STEALING CIGARETTES.—At the Dudley Police Court, on June 30th, Frederick Cartwright, Campbell Street, Dudley, was charged with stealing 10 packets of cigarettes, the property of the London and North Western Railway Company, on the 17th June. Mr. Smythe appeared to prosecute on behalf of the L. & N.W. Railway Company, and Mr. W. Waldron defended. Mr. Smythe said the defendant had been in the employ of the company as a brakeman at a wages of 22s. per week. On the date in question defendant had to unload some tobacco from a van, which was consigned to Messrs. Preedy & Sons. On the morning in question prisoner should have come on duty at 6 a.m., but did not arrive until 6.30. The doors of the van had already been opened by the foreman, and nothing wrong had been noticed. Ten packets of cigarettes were afterwards found in his possession, and it was discovered that they had been taken from a box consigned to Messrs. Preedy & Sons. He afterwards admitted having taken the cigarettes.—Frederick Bertram Grove, a clerk in the employ of the Imperial Tobacco Company, of Liverpool, said on the 16th June certain tobacco and cigarettes were consigned to Messrs. Preedy & Sons, of Dudley, and he produced the company's signature for the goods as received in good condition.—William Wood, a checker at Park Lane Station, Liverpool, also spoke to seeing the goods packed at Park Lane Station in good condition.—Cross-examined by Mr. Waldron, witness said he did not know for certain what the packages contained, but they were consigned as cigarettes. He did not see any fruit put into the van at Liverpool, and there was no fruit in when the van left Liverpool. He admitted that fruit might have been put in at another station.—Mr. John Hume, manager at Messrs. Preedy's shop, said he was at the shop when three boxes containing cigarettes were delivered. He signed for them, "Not examined; one case broken."—Joseph W. Richards, porter brakeman in the employ of the company, said he was unloading the wagon at the station. There were 10 boxes in all for Messrs. Preedy, but there was only three like the one produced in court. The boxes were in the end of the wagon. He saw that one of them had the strips knocked off, and one side of the lid was raised. He did not examine the contents, but called the checker's attention to it.—Cross-examined by Mr. Waldron, witness said he did not know what time the van was open or how many people went to the van. He did not go to work till seven o'clock. He did not see prisoner there at all.—William Sheldon, cartage foreman at Dudley Station, said the

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wagon arrived at Dudley at 5.30 a.m. on the 17th, and was labelled "perishable," and in consequence was put into the warehouse about 6.15. Witness moved some fruit out of the van, and saw some cases containing tobacco and cigarettes. Prisoner should have been there at six o'clock, but it was nearly 6.30 when he arrived. Witness made no report of finding anything out of order, although there was a report book kept on purpose.—Joseph Whitehouse, a temporary checker, deposed to checking the goods in the wagon. He also saw the box that was broken.—James Bates, a detective in the employ of the company, said he arrived at Dudley Station about 12 noon on Saturday, and saw prisoner on the platform. He took him to the station-master's office, and there asked him if he had anything in his possession which did not belong to him, and he replied, "Only these cigarettes," and put ten packets of cigarettes on the table. On being asked where he got them from prisoner replied, "When I came at 6.30 a.m. this morning I saw the van with the doors open. In there I saw the case of cigarettes, which was consigned to Mr. Preedy, with the lid broken off and open. I could see some of the boxes inside, and something tempted me to take the cigarettes." Witness told him there were 20 boxes missing, and asked what had become of the other ten boxes, to which prisoner replied, "I do not know." Witness accompanied a police-officer to prisoner's house, but although a search was made no cigarettes could be found.—Cross-examined by Mr. Waldron, witness said prisoner had been in the employ of the company for five years, and had hitherto borne a good character. He denied that prisoner told him he had found them and intended to return them.—Mr. James Ballard, station-master, corroborated the evidence of the last witness, but admitted that prisoner and the last witness were alone for about three hours. He could not say what was done in that time.—Mr. Waldron pleaded for leniency, as it was prisoner's first offence, and he had borne an excellent character. He asked that the case should be dismissed on payment of costs.—The magistrates, however, considered the case proved, and said they were sorry to see a young man in his position. He would be fined £3, or one month. The magistrates allowed him one month to pay.

Public Companies.

SOUTH WALES TOBACCO MANUFACTURING CO. LTD.—In their statement of accounts for the year ending May 31st, 1905, the directors of the South Wales Tobacco Manufacturing Co., Newport, report that after making ample allowance for bad and doubtful debts, depreciation of plant and machinery, auditors' and directors' fees, bonus, and commission, the balance available for distribution is £1,086 1s. 1d. The transfer books of the company will be closed from July 5th to July 12th inclusive.

NEW LONDON BORNEO TOBACCO.—The meeting of the New London Borneo Tobacco Company, Ltd., was held on June 30th. The Hon. C. H. Strutt, who presided, said the 1903 crop consisted of 6,905 bales, as compared with 5,285 bales in 1902, the average price obtained being about 10½d. per pound, as against about 11d. for 1902. The 1904 crop would produce about 7,750 bales; but the quality had been injured by the drought of last year. The cultivation of the Safong Estate, in conjunction with the Borneo Tobacco Estates, proved to be more costly than had been expected, and, as the expenditure was crippling the resources of the company, a new company had been formed. The company would have no further expense in connection with the estate, but would benefit by any profits made by the new company. The 1903 crop realised £41,793, and, after allowing for depreciation, the directors recommended a dividend for 1904 of 5 per cent., carrying forward £2,123. Mr. Addison seconded the adoption of

the report and accounts, which were agreed to after a long discussion.

E. GABARROT & CO.—The fifth ordinary general meeting of E. Gabarrot & Co. Ltd. was held on June 21st at Winchester House, E.C. Mr. James C. Williamson presided, and, in moving the adoption of the report and accounts, stated that on all sides they were hearing complaints of the desperately bad trading during 1904, and it was therefore with all the more pleasure that he had to report that the company had experienced the very best year's trading since the date of its incorporation, and there was every indication of a steady period of prosperity. Their Acayucam Estate remained on the same valuation as last year; but, in view of the recent discoveries of oil in that district, the directors anticipated that this asset might eventually prove a source of considerable profit to the company. They had made a profit of £1,959, and this in spite of the fiercest competition in the cigar trade, the increased cost of tobacco, and the general depression. Definite notice had been received from the Government that they must quit their present factory almost immediately, and they had given instructions to make the necessary alterations and repairs to their old building at San Jose, and to remove the factory to that place. So far as the future was concerned, he thought that in a comparatively short time the company would be in a position to pay a dividend. Mr. Thurston thought that, after what the Chairman had said about the competition caused by cigarettes, it would not be unwise to start a factory in the East End of London. With judicious management such a factory might be worked so that additional revenue might be obtained. A Shareholder inquired if the stock valued in London and Mexico, amounting to £9,478, was worth that figure, and whether the sundry debtors, amounting to £9,238, could be considered as good, because the two together represented practically a quarter of the whole capital of the company. Mr. Wilshire was glad to see that the directors were getting down the expenses. There was still £4,759 to be dealt with before any dividend could be declared. Mr. Gideon said that ever since the company was formed they had been in a bad way, and at the present time they had nearly lost £5,000. He did not see that any good could be obtained by carrying on the company. It seemed to him that it was only kept on for the benefit of the directors, the secretary, and the landlords. The best thing, he thought, was to wind up the company, and he accordingly moved that the company should go into liquidation, and let the shareholders be paid what assets there were to divide. The Chairman stated that the amendment was not in order; but even if it were, it would no doubt, he said, be defeated by a large majority. Mr. Pratt entirely dissented from the remarks of Mr. Gideon, and thought it was a matter of congratulation that the Board had managed so well, in spite of the depression in the trade. The directors themselves were large shareholders, and felt the want of a dividend equally as much as the shareholders. The company was in a bad way; but at present the outlook was very promising. If the company were wound up he thought there would be nothing for the shareholders. The Chairman said that the company was brought out under unfortunate auspices. A committee of shareholders was appointed, of which he was elected chairman, and it was because of the large interest he had in the company that he accepted the office. The directors had had great difficulties to contend with in managing the company. It was always their policy to write down the value of the stock to the lowest possible limit. With regard to the book debts in London, these were perfectly good, and they had practically no bad debts. Those in Mexico were also good, and had increased because the company were doing a much larger business. The goodwill they took over from the old company, and he would have liked to have seen it written down more. They should have reduced the shares to 5s. each, instead of issuing them at £1; this would have made the goodwill so much less. The report was adopted, with two dissentients.

From the "London Gazette."

Receiving Orders.

ELGIE, ARTHUR, tobacconist, &c., 1, Archery Place, Stockton-on-Tees. Date of order, July 4th, 1905.

FIPPARD, BENJAMIN, tobacconist, 7, Regent's Parade, North Finchley, London, N. Date of order, June 1st, 1905.

RUCK, WILLIAM CHARLES, tobacconist, &c., 425½, High Street, Cheltenham. Date of order, June 8th, 1905.

STONE, JACK, tobacconist, &c., 11 and 13, Swallow Street, Regent Street, W. Date of order, June 29th, 1905.

HAMMERSON, EDWARD, tobacconist, 11, Farleigh Villas, Pembury Road, Hackney Downs, late 57, Borough High Street, London, S.E. Date of order, June 9th, 1905.

HILLMAN, WINNIFRED (trading as Winnifred Thomas), tobacconist and newsagent (wife of George Hillman, trading separately and apart from her husband), 11, Morgan Street, Tredegar, Mon. Date of order, June 15th, 1905.

First Meetings and Public Examinations.

FIPPARD, BENJAMIN, tobacconist, 7, Regent's Parade, North Finchley, Middlesex. Public examination, Town Hall, Barnet, July 25th, 1905, at 11.

HAMMERSON, EDWARD, tobacconist, 11, Farleigh Villas, Pembury Road, Hackney Downs, N.E., late 57, Borough High Street, London, S.E. Public examination, Bankruptcy Buildings, Carey Street, London, W.C., July 27th, 1905, at 11.

PHILLIPS, SAMUEL WINSTON, tobacconist, &c., 1, High Street, Senghenydd, Glamorgan. First meeting, July 12th, 1905, at 12 noon, at 135, High Street, Merthyr Tydfil. Public examination, July 18th, 1905, at 11.15 a.m. Court House, Pontypridd.

STONE, JACK, tobacconist, &c., 11, Swallow Street, Regent Street, London. First meeting, July 17th, 1905, at 11 a.m., Bankruptcy Buildings, Carey Street, London. Public examination, August 8th, 1905, at 11 a.m., Bankruptcy Buildings, Carey Street, London.

HILLMAN, WINNIFRED (trading as Winnifred Thomas), tobacconist, &c. (wife of George Hillman, trading separately and apart from her husband), 11, Morgan Street, Tredegar, Mon. First meeting at 135, High Street, Merthyr Tydfil, July 3rd, 1905, at 3. Public examination, County Court, Town Hall, Tredegar, July 14th, at 10.45.

Adjudications.

DAVIS, ALFRED, tobacconist, 158, Upper North Street, Poplar, London. Date of order, July 5th, 1905.

FIPPARD, BENJAMIN, tobacconist, 7, Regent's Parade, North Finchley, Middlesex. Date of order, June 6th, 1905.

RUCK, WILLIAM CHARLES, tobacconist and jeweller, 425½, High Street, Cheltenham. Date of order, June 8th, 1905.

GOLDBERG, ISIDOR (trading as the London and Provincial Cigar Co.), cigar traveller, 10, Dorset Terrace, Leeds. Date of order, July 1st, 1905.

HILLMAN, WINNIFRED (trading as Winnifred Thomas), tobacconist and newsagent (wife of George Hillman, trading separately and apart from her husband), 11, Morgan Street, Tredegar, Mon. Date of order, June 15th, 1905.

Notices of Dividends.

PARKINSON, JOHN HERBERT, hairdresser and tobacconist, Mareham Road, Horncastle, and Bull Ring, Horncastle, Lincolnshire. First and final of 1s. 1½d., at Official Receiver's Offices, Lincoln.

SHAND, JAMES ARTHUR (trading as A. Shand & Co.), tobacconist, &c., 7, Princes Parade, Finchley, Middlesex. First and final of 1s. 10d., at Official Receiver's Office, 14, Bedford Row, W.C.

Application for Debtor's Discharge.

FISHER, BERNARD (trading as B. Fisher & Co.), wholesale and retail tobacconist, 92, High Street, formerly 24, Hill Street, 87, Worcester Street, and 28, Broad Street, Birmingham. On July 20th, 1905, at 10.30, at County Court, Birmingham.

Dissolution of Partnerships.

BURTON, HARRY CECIL, and FREDERICK BURNET WYATT, cigar, cigarette, and tobacco merchants, &c., 31, King's Road, Sloane Square, London, S.W., under the style of Kizil Kamah, Frederick Burnet Wyatt will carry on the business.

HULME, WILLIAM JAMES, ALFRED JOHN HULME, and CHARLOTTE BEATRICE RICHARDS, wholesale cigar merchants and importers, 100, Lightwoods Road, Bearwood, Smethwick, Staffs., under the style of the Nida Marica Cigar Company, so far as regards Charlotte Beatrice Richards, who retires from the firm. William

James Hulme and Alfred John Hulme will continue to carry on the business under the style of the Nida Marica Cigar Company.

SOUTHERDEN, HOLLAND, and GEORGE OWEN CROWHURST, under the firm of Southerden & Crowhurst, Hailsham, wine and spirit, ale, beer, porter, cigar, and tobacco merchants. George Owen Crowhurst will conduct the business in future.

PRICE LIST FREE ON APPLICATION.

Adolph Elkin & Co.,

Wholesale Tobacconists,

140 and 140a, Houndsditch,
LONDON, E.C.

SPECIALITIES.

- "La Nikle," 1d. Rothschild Cigar.
- "Zealandia," 2d. " "
- "British Pluck," Dark Flaked Virginia.
- "Sportsman," " " "
- "Glossy," Gold Flake Honey Dew.
- "My Sweet," Mixture.

ALL MANUFACTURERS' PROPRIETARY ARTICLES

At absolutely the Lowest Prices.

Telephone No. 6098 Avenue.

IN THE TURKISH SULTAN'S PALACE.

Sultan: "Bring me more cigarettes, slave!"

Slave: "Pardon me, Heaven-born, these are the last cigarettes in the palace."

Sultan: "Then tell the Grand Vizier to cable to New York and have a supply of the best Turkish cigarettes shipped at once."

Tobacco Trade Athletic Sports.



THE second annual sports of the Tobacco Manufacturing Trades' Athletic Sports Association took place at Stamford Bridge on July 17th. Unhappily, the weather was very unfavourable, and this naturally caused a poor attendance. Those who were present, however, saw excellent sport, and eventually the weather improved, and enabled visitors to enjoy the latter part of the programme.

The band of the London Irish Rifle Volunteers played a good selection of music in their usual fine style. The following were the officials:—President, Mr. Charles S. Lambert; Referees, Messrs. W. Huggan and A. G. Claridge; Judges, Messrs. E. J. Lambert, J. A. Cottrell, R. McGregor Jolly, G. H. Keeping, John Drucquer, and F. W. Parker. Cycling events—Messrs. W. H. Abercrombie and H. Brookman. Referees of Walking—Mr. H. Venn, A.A.A. and L.A.C. Starter—Mr. Matt Wells. Official Timekeepers—Messrs. Arthur Stanley and H. Kent. Marksmen—Messrs. D. W. Merritt, H. Knapp, I. R. Ozanne, J. A. Nicol, A. Darlington, and R. J. Roberts. Clerks of the Course—Messrs. A. W. M. Buscall, W. E. Wilton, J. Lamb, G. Armfield, A. G. Beverley, H. Shuter, T. C. Schreiber, J. R. Thomas, A. Relf, J. Graydon, R. Brown, R. G. Wright, W. Schreiber, F. E. Cross, S. Barlow, W. S. Read, C. Rogers, and — Gates. Handicappers—Flat events, Mr. F. W. Parker, A.A.A. and L.A.C.; Cycling—Mr. H. H. Griffin, N.C.U. The following was the programme:—

ONE MILE (4 LAPS) BICYCLE HANDICAP.—Heat 1.—1, W. H. T. Isaacs (I. T. Co., Fancy Goods); 2, F. G. Hemmings (B. Morris and Sons, Ltd.). Heat 2.—1, A. England (Lambert & Butler); 2, F. A. Goodship (W. D. & H. O. Wills, London). Heat 3.—1, F. C. Knife (R. & J. Hill, Ltd.); 2, F. J. Brown (Lambert & Butler). Final.—1, W. H. T. Isaacs; 2, F. J. Brown; 3, A. England.

ONE HUNDRED YARDS FLAT HANDICAP.—Winners of Heats.—Heat 1.—W. E. White (W. & F. Faulkner). Heat 2.—G. G. Rudland (Adkin & Son). Heat 3.—A. J. Hawkes (R. & J. Hill, Ltd.). Heat 4.—H. R. Bran (Imperial Tobacco Company, Ltd.). Heat 5.—G. T. Butcher (W. D. & H. O. Wills, London). Heat 6.—A. Roulston (R. I. Dexter & Sons). Heat 7.—A. H. Sandell (W. D. & H. O. Wills, Bristol). Heat 8.—G. Dorman (S. Pullinger, Ltd.). Heat 9.—W. A. White (W. & F. Faulkner). Heat 10.—R. G. Trump (J. Taddy & Co.). Second Round.—Heat 1.—1, A. J. Hawkes; 2, W. E. White; 3, G. G. Rudland. Heat 2.—1, A. Roulston; 2, W. A. White; 3, A. H. Sandell. Final.—1, A. J. Hawkes; 2, A. Roulston; 3, W. E. White.

ONE HUNDRED YARDS (BOYS') FLAT HANDICAP (UNDER 10 YEARS).—Heat 1.—E. H. Blake (I. Rutter & Co.); 2, J. E. Seaman (B. Morris & Sons, Ltd.). Heat 2.—1, W. J. Chippendale (I. Rutter and Co.); 2, J. H. Desmond (I. T. Co., St. Luke's). Heat 3.—1, A. Merritt (J. Taddy & Co.); 2, A. Aronin (Burnstein, Isaacs & Co.). Final.—1, E. H. Blake; 2, W. J. Chippendale.

TWO HUNDRED YARDS LADIES' RACE (GO-AS-YOU-PLEASE).—Heat 1.—1, Ida Greenfield (I. T. Co., Battersea); 2, Annie Cohen (B. Morris & Sons, Ltd.); 3, Ada King (I. Rutter & Co.). Heat 2.—1, Alice Farmer (J. Taddy & Co.); 2, Ada Hillier (I. Rutter & Co.); 3, Lydia Robinson (Imperial Tobacco Company). Heat 3.—1, Hannah Townsend (Imperial Tobacco Company); 2, Emily Turner (J. Taddy & Co.); 3, Caroline Smith (J. Taddy & Co.). Heat 4.—1, Lucy Kemp (J. Taddy & Co.); 2, Ada Wren (J. Taddy & Co.); 3, Emily Bunce (I. Rutter & Co.). Final.—1, Ida Greenfield; 2, H. Townsend; 3, E. Turner.

ONE HUNDRED YARDS VETERANS' FLAT HANDICAP (OVER 40 YEARS).—Heat 1.—1, R. J. Roberts (R. & J. Hill, Ltd.); 2, F. Chin (I. T. Co., St. Luke's). Heat 2.—1, T. Kirton (Robinson & Barnsdale); 2, J. Sterling (Lambert & Butler). Heat 3.—1, W. E. Dyer (I. T. Co., St. Luke's); 2, J. Wright (R. & J. Hill, Ltd.). Final.—1, T. Kirton; 2, J. Sterling; 3, R. J. Roberts.

TWO MILES WALKING HANDICAP.—1, E. J. Webb (W. & F. Faulkner); 2, G. W. Sims (W. D. & H. O. Wills, London); 3, W. R. Watts (Tobaccoists' Supply Syndicate).

ONE LAP NOVELTY OBSTACLE CIGARETTE RACE.—Heat 1.—1, B. Rensch (B. Morris & Sons, Ltd.); 2, W. B. Ibbotson (I. T. Co., York Road); 3, C. H. Healey (Tobaccoists' Supply Syndicate). Heat 2.—1, H. R. Bran (I. T. Co., York Road); 2, A. R. Boots

(B. Morris & Sons, Ltd.); 3, W. Travers (Tobaccoists' Supply Syndicate). Heat 3.—1, B. Fernandez (B. Morris & Sons, Ltd.); 2, H. J. Hodge (R. Lloyd & Sons); 3, L. Darlington (J. J. Carreras, Ltd.). Final.—1, H. R. Bran; 2, B. Rensch; 3, W. B. Ibbotson.

THREE MILES (12 LAPS) BICYCLE HANDICAP.—Heat 1.—1, A. England (Lambert & Butler); 2, F. A. Goodship (W. D. & H. O. Wills, London); 3, F. C. Knife (R. & J. Hill). Heat 2.—1, F. G. Hemmings (B. Morris & Sons, Ltd.); 2, W. H. T. Isaacs (I. T. Co., Fancy Goods); 3, F. J. Brown (Lambert & Butler). Final.—1, F. J. Brown; 2, W. H. T. Isaacs; 3, F. G. Hemmings.

QUARTER MILE FLAT HANDICAP.—Heat 1.—1, I. W. Sandell (W. D. & H. O. Wills, Bristol); 2, G. T. Butcher (W. D. & H. O. Wills, London); 3, F. Linton (J. Taddy & Co.). Heat 2.—1, H. Burrell (Lambert & Butler); 2, E. W. Kevis (Tobaccoists' Supply Syndicate); 3, A. H. Sandell (W. D. & H. O. Wills, Bristol). Heat 3.—1, A. J. Hawkes (R. & J. Hill, Ltd.); 2, W. E. White (W. & F. Faulkner); 3, C. Craig (Lambert & Butler). Final.—1, I. W. Sandell; 2, A. J. Hawkes; 3, G. T. Butcher.

TUG-OF-WAR.—Teams from the following houses entered:—R. & J. Hill, Ltd., I. Rutter & Co. (Mitcham), I. T. Co., Ltd. (York Road Factory); W. D. & H. O. Wills (Bristol), Salmon & Gluckstein, Ltd. Result.—Rutter team beat Salmon & Gluckstein team in the final.

TWO MILES RELAY RACE.—Teams representing the following houses contested this event:—J. J. Carreras, Ltd., R. & J. Hill, Ltd., I. T. Co., Ltd. (York Road Factory), Lambert & Butler, B. Morris and Sons, Ltd., J. Taddy & Co., W. D. & H. O. Wills (London), W. D. & H. O. Wills (Bristol). Won by the W. D. & H. O. Wills (Bristol) team (A. H. Sandell, H. Heaven, and I. W. Sandell). The Lambert & Butler team (H. Burrell, C. Craig and T. Harrison) were runners up.

THE SMOKE TEST.

[In Victoria it has been decided that the schoolboy with a lighted cigarette in his mouth must pay full fare, whatever his age. Smoking is to be regarded as a proof that the smoker is grown up.]

If you see a little fellow
Sitting quietly in a train,
Looking rather ill and yellow,
And apparently in pain,
If he has a cigarette on,
You may safely take a bet on
He's of age!

Here's one in a little jacket,
Looks as youthful as could be,
But that little coloured packet
Is suspicious, seems to me;
Yes, despite his Eton collar
I would stake my bottom dollar
HE'S of age!!

What about that little baby
Sitting on his mother's knee?
He's all right? Well, yes, he may be,
But I think you'd better see.
What was that? I saw him lick it,
Stop the train, let's see his ticket!
HE'S of age!!!

—Melbourne Argus.

NAMING A DOG IN DARKTOWN.

Julius: "What yo' call yo' dog, 'Rastus?"
'Rastus: "I done calls dat dog Chewin' Terbacker."
Julius: "Why yo' call dat dog dat yere name, chile?"
'Rastus: "I done call dat dog Chewin' Terbacker cos he's a Spitz. See?"

The Tobacco Industry in Rhodesia.

BRITANNIA has the following interesting article on this subject:—

The tobacco plant thrives in nearly every part of the world, yet the nations that consume it most largely have been strangely slow in adopting its culture or in learning the intricacies of its production.

And here it may at once be admitted that America fills the world's pipes. America is the birthplace of the tobacco industry. The rich soil, cheap lands, and people experienced in its cultivation still give that continent the lead in the industry, her shores witnessing the sail of fleets of ships carrying the precious cargo. Yet America cannot always light the world's pipes. New fields must be found. At the present time America sells to Great Britain nearly one hundred million pounds of tobacco leaf each year.

One of the fields likely to yield large returns for the labour and skill bestowed on it by the hand of man in this direction is Rhodesia. But before giving some account of the prospects for the industry in that country, it may be as well to accord a brief description to the plant and its cultivation.

The tobacco plant is a member of the very useful family Solanaceæ. Its near relations are the tomato, potato, pepper, egg plant, petunia, Cape gooseberry, datura, and many other common plants. In many instances the enemies of these plants are the enemies also of the tobacco plant. We shall not attempt here to give a list of the varieties of the plant, which is very susceptible to changes of locality. Differences of soil and climate produce endless modifications. Again, two different seasons on the same field and with the same variety of plant will produce a variety in the leaf. One variation may be best for cigarettes; another for plug wrappers, &c.

Many grades of leaf, belonging to more than one class, are produced by the same plant. Thus the lower leaves may be useful for pipe smoking, the next for cigarettes, the middle leaves for plug wrappers, and the tips for a low grade of pipe tobacco, or, if well ripened, for plug fillers. To properly arrange types, grades, groups, &c., requires an intimate knowledge and long experience. The work of the farmer ceases when he has arranged the leaves according to size, colour, and quality, and that of the buyer begins in the proper assortment of the leaf. It is of the utmost importance to farmers, if they would receive the best value for their crops, that they should classify and grade their tobacco with great care and skill.

The shrewd leaf dealers are quick to notice the ignorance or neglect of the grower, and to take advantage of it, thereby making their own fortunes.

There are certain characteristics of a good tobacco as to which all judges agree; there are also innumerable "shades and variations in these characteristics" as to which they differ.

Here are a few as to which they are agreed:—A good tobacco should be able to hold fire, burn evenly, smoothly, and thoroughly. It must not char, that is, there must be no black line between the ash and the unburned portion of the tobacco. If it be in the form of a cigar the ash should be white and solid, and not flake and fall over the clothing.

A sweet and pleasant flavour with an agreeable aroma and a good colour are desirable. The strength of a tobacco is not necessarily indicated by its colour.

We now pass on to consider the tobacco called for by different countries.

"The United States," says Mr. Odum, "annually exports about three hundred million pounds of leaf tobacco, at an average export price of fivepence a pound. This consists of nearly all the lower grade tobacco. Besides

this the United States manufactured about three hundred million pounds of pipe and chewing tobacco, fifteen million pounds of snuff, six billion cigars, and five billion cigarettes, as well as importing about twenty million pounds of foreign leaf, and quantities of cigars and manufactured tobacco."

The German is exceedingly particular as to the nature of the tobacco he uses. It must be of 18 to 26 inches in length, its stem in all ways commendable; its flavour sweet and strong, and its texture elastic, and the colour from cherry red to dark.

That used by the Germans in the manufacture of strand must be long, tough, oily, fat, elastic, clear, and heavy. Germany does not herself use all the tobacco she buys, but ships to Russia and Scandinavia. German dealers also buy the bulk of the Brazilian crop for leaf tobacco.

Similar grades to those bought by Germany are bought by Great Britain, which yearly buys more of the better grades, but she is as conservative in buying tobacco as she is in most other purchases, being slow to take up a new type.

In Italy the Regie system of purchase prevails, that is to say, the tobacco is purchased and manufactured by the Government. Italy likes a smooth silky leaf, fairly long, and slightly lighter in colour to that preferred by Germany.

France, unlike her German neighbour, buys the poorer grades of tobacco, other qualities being subordinate to length of leaf.

Switzerland buys the best leaf and pays willingly the highest prices. She uses the leaf for cigar wrappers. Spain is one of the least particular countries, nothing being too poor provided it is cheap.

Now it is in the production of the best grades of tobacco that fortunes are made. Men who purchase luxuries are willing to pay for them, and quality is of the first importance.

The successful cultivation of the plant necessitates a practical knowledge of what is needful in the selection of seed, and in the seed-bed, and the preparation of the land, and planting, cultivation, topping, priming, suckering, ripening, harvesting, and finally transportation from the field. The tobacco farmer must have an intimate knowledge of insect pests, of plant diseases, and the influence of winds and rains on his crops.

The cultivation of tobacco is specially adapted to a new country with fertile lands, always supposing that labour is plentiful. The labour supply should moreover be a constant factor, otherwise failure may be assuredly predicted. It is also very desirable that the same labourers should be employed year by year, as their efficiency and skill will grow and add to their value as culturists.

It goes without saying that the first step in the culture of tobacco is experimental, and it demands that the experimenter shall be well informed as to the nature of the plant and what is required to produce the best results. Careful planning, intelligent observation, and accurately recorded experiments are of the utmost value. More may be achieved by one year's efforts of this kind than by twenty or thirty years' conduct of careless haphazard work.

Attention has been invited to the cultivation of the plant in Rhodesia, and with very encouraging results.

The Agricultural Assistant to the Department for Agriculture, in giving some account of the results of the experiments carried out, tells that a hundred farmers are growing plots of from one to thirty acres. Previous planters selected the richest soils in order to produce quantities; the later experiments have taken into more careful consideration the immense importance of soil and seed, and the result has been a very much higher quality in the plant.

The seed supplied by the Department of Agriculture is responsible for a noticeable improvement in the class of leaf.

Writing on this subject with some fulness the Assistant says:—"Small plots on the granite formation have produced golden and mahogany coloured cigarette leaf equal to the average American leaf of the same type. The culture of this class of tobacco will be greatly extended during the coming season. Good pipe tobacco has been grown in nearly every district. . . . Some first-class cigar leaf has been grown in the Melssetter District, and when Cuban seed is used, and the crops properly cured and fermented, the best cigar leaf in Africa should be the result. Portions of the Umtali, Salisbury, Charter, and possibly Victoria Districts are also adapted to the production of cigar tobacco. Samples of leaf from the Zambesi Tobacco Syndicate are undoubtedly the best yet grown in Rhodesia, and the finest yet observed in South Africa. There is still room for improvement, but they show what the soil and climate can do when combined with a knowledge of the business. The conditions and season were unusually unfavourable, and the tobacco expert in charge of the plantation will be able to do still better during the coming season. The tobacco grown at the Government House Gardens and at the Experimental Station is all that could be expected, although in neither case were the conditions made as favourable for the production of good leaf as they should have been. Next year, ten acres of tobacco will be growing on the Experimental Station, and a large variety of experiments conducted. Wherever tobacco has been grown under approximately correct conditions, the product has always averaged better than 95 per cent. of the tobacco produced elsewhere in South Africa. Several growers have been receiving an average of £125 per acre for their crop, but this is much more than could be generally expected. A return of from £30 to £50 per acre would be fairer figures on which to base an estimate. The working expenses are approximately £12 per acre. Both the working expense and the selling price must eventually be reduced. At the present time there is no other agricultural crop yielding so large a monetary return as tobacco culture in South Africa, and this, considered with the quick return, the non-perishability of the cured crop, and the ease with which it may be shipped, shows how desirable a crop it is for general cultivation. No attempt, as yet, is being made to export tobacco out of South Africa, for the African markets are at present far more profitable than the European markets. The fact that the South African factories are searching in vain for sufficient good locally-grown leaf, and that we send about a million and a quarter pounds sterling to other countries for imported tobaccos, and also that the local consumption is rapidly increasing, indicates the extent to which the industry can be developed. In time, when the growers have become more familiar with the best methods of cultivation, and a cultural system is developed suited to our local conditions, we may expect to export our best types of tobacco at a fair margin of profit. The greatest drawback thus far has been the uncertain nature of the native labour. A large percentage of the growers have expressed themselves in favour of imported labour. No marketing system has as yet been developed, but the majority of the growers have expressed themselves in favour of central establishments under Government control, where the tobacco will be fermented, graded, packed, and sold to the factors, and all of the expense be borne by the tobacco. Such a system would ensure uniformity of grading and packing, and the development of the best qualities of each variety, thus enhancing the value, attracting buyers, and establishing a desirable reputation. There is a splendid field for the establishment of tobacco factories in Rhodesia. The profits of tobacco manufacturing in Africa are very large, and Rhodesia is as well adapted for such enterprises as other portions of the country."

In the Melssetter District a tobacco factory has now been established; the pipe and cigarette tobacco manufactured have already attained a local reputation. "Rhodesia," says Mr. Odium in his report to the British South Africa Company, "appears to have a climate and soil in certain sections favourable to the production of high grade tobacco.

It may be that certain localities are adapted to a superior leaf. If this be so settlers in those localities are to be congratulated, for the production of high class grade cigar leaf ensures prosperity. Nothing can be fully determined without experiments, which, properly conducted, will give us our answer and point our way to the future."

IRISH TOBACCO.

THE following letter has appeared in many Irish papers, and we think it will be of interest to our readers. We have referred to the matter in our editorial:—

17th June, 1905.

Dear Sir,—With your kind permission, through the medium of your valuable columns, we desire to call attention to an important subject referred to at a recent meeting of the Council of the Cork Industrial Development Association.

At this meeting attention was directed to the exceptional difficulties with which the Irish manufacturers of "Irish Roll" tobacco have to contend.

The excellence and superior quality of this article, as manufactured in Ireland, obtain for it a deservedly high reputation with the public.

"Irish Roll" is, however, most unfortunately not a trade mark, consequently there is no legal disability which prevents a similar tobacco being manufactured in England and Scotland, and being sent over to this country for sale as the genuine article.

Insidious and mischievous as is this form of objectionable competition, it is intensified by the circumstance that this foreign substance is being sold at a price below that of cost, with the ulterior object, not of thereby securing a portion of the Irish trade, not out of a benevolent desire to benefit the consumer, but rather with the express intention of destroying and ruining an important branch of Irish manufacture.

May we point out that the consumer who buys this so-called "Irish Roll" obtains no advantage whatever by doing so.

The cost to the consumer is exactly the same whether he purchases the genuine or the spurious article, as the competitive price in no way affects the price to the consumer and does not in any way affect his pocket.

We need scarcely point out the unfairness and unbusiness-like character of this competition, a form of competition to which, we feel assured, no Irishman will willingly and knowingly extend help and assistance.

To permanently sell an article below cost is a financial impossibility, and therefore it is but fair to assume that if this form of competition served the purpose and immediate end in view, a monopoly would have its own way, could dictate its own terms to the trade, and with ease and rapidity recoup itself at the cost of the consumer by an advance in the price for the loss sustained in the wiping out of existence those who originally established the fair reputation of "Irish Roll."

Irish manufacturers are indebted to the Cork Industrial Development Association for sounding a timely warning and for the really patriotic action in pointing out that with the good will and generous support of the consumer the Irish manufacturers may be placed in a position to resist and overcome the underhand tactics of would-be monopolists, and circumvent and defeat the design of ruining an Irish industry, on the prosperity of which large numbers of workers depend for their livelihood.

In conclusion, permit us to mention that Irish made tobacco bears the brand of the maker, and if the purchaser would take the trouble of insisting on seeing the brand he would at one and the same time obtain an advantage himself and confer a favour on the manufacturers.

Yours truly,

GALLAHER, LIMITED,
Belfast and Dublin.

JOHN HUNTER, WILTSHIRE & CO.

THE COMPANY HOLDS ITS GROUND, IN SPITE OF DEPRESSED TIMES.

THE annual general meeting of the shareholders of John Hunter, Wiltshire & Co. Ltd. was held last month at the Great Eastern Hotel, Liverpool Street, E.C., Mr. John Hunter (chairman of the company) presiding.

The Secretary (Mr. George A. Teyerson) read the notice convening the meeting and the auditors' report.

The Chairman, having referred to the retirement of Mr. Brand from the Board on account of pressure of business, said: Owing to the alteration in the date of the ending of our financial year, from December 31st to March 31st, we have brought you together about three months later than usual, and the report and accounts cover a period of fifteen months to March 31st last. You will be glad to learn that this alteration has worked very satisfactorily, and has had the effect of relieving the pressure of work, which weighed somewhat heavily upon the staff, more especially at the commencement of each year, at which time stock-taking, &c., followed the busiest period of the preceding year. The work is now more evenly distributed over the year, and the company's business is thereby facilitated. In future the accounts will be submitted annually as heretofore, the only difference being that the year will terminate on March 31st instead of December 31st. In comparing the items in the accounts with those of the previous year, it must be remembered that we are comparing this time fifteen months with twelve months. In making this remark I have in my mind more particularly the item on the credit side of the balance sheet, debtors' and sundry accounts—i.e., money owing to the company by its customers—which amounted on March 31st to £26,710, as compared with £35,730 on December 31st, 1903, being £9,020 less. This difference is accounted for by the alteration in the period at which the accounts are made up. For instance, the last three months of the year, being the busiest, naturally the indebtedness of the company's customers would be heavier on December 31st than on March 31st, as the latter date would follow three comparatively quiet months. The next item on the credit side is cash at bankers and in hand, £3,045, as against £6,034. This item, of course, varies considerably; but we endeavour to regulate our balance according to our commitments in the immediate future. The important item of stock, which amounts on this occasion to £54,539, is almost identical with that of December, 1903, which was £53,928. This item of stock has, as usual, been very carefully valued. The other items on the credit side remain the same as before, with the usual deductions for depreciation. On the debit side we have capital, £74,365, which remains unaltered. Reserve account now stands at £12,000, and, although the period under review has been by no means good, we think it prudent to recommend that a further sum of £500 be added, which will bring it up to £12,500—a very respectable amount. Our liabilities under bills payable and sundry accounts amount to £18,609, being £987 more than on the last occasion; but it will be observed, upon reference to the last balance sheet, that there was a liability of £12,925, advanced by bankers, which has since been repaid; so that our liabilities are really £11,937 less as compared with December, 1903. Marine insurance stands at £500, after having transferred £518 to profit and loss account, which is a similar amount to that transferred on December 31st, 1903. On the credit side of the profit and loss account we have gross profits £19,968 (after making ample provision for bad and doubtful debts), as compared with £16,186 for the year ended December 31st, 1903. This is comparing the fifteen months with the twelve months, which is not, of course, a fair comparison; but if you increase by one-fourth the gross profits of 1903, you will have an equitable

comparison, showing a small decrease of only £264 in the gross profits, which I venture to think we may consider satisfactory, having regard to the stagnation of trade—has been one of the most difficult and trying times in the company's experience.

There appears in these days a diminishing of the margin between the earnings of the public and the cost of their necessities, leaving little or nothing for luxuries such as cigars, and I fear that until there is some relief in taxation, or increased advantages in other directions, trade will not improve. It will be seen by the Board of Trade Returns that during the fifteen months to March 31st, 1905, there was a falling off in the weight of cigars paid duty upon in the United Kingdom of 149,245 lbs., which I estimate would represent about 12,500,000 cigars; so in face of that fact, although the past fifteen months have been by no means good, we appear to be holding our own, and you may rely upon every effort being put forth for the furtherance of the company's interests. I may here remark that our managing director recently paid a visit to Havana, and that the impression he gained during his stay there was that a number of manufacturers were desirous of making some effort to place the business in their brands on a more satisfactory footing, by endeavouring to curtail the unfair and deplorable competition existing in this country for a number of years past. We now come to the item of expenses, £13,894. This item may appear to you somewhat large, and it is undoubtedly heavy; but I need scarcely tell you that we do our best to keep expenses down without sacrificing efficiency, and it is satisfactory to note that although we have had to incur some additional expenses during the fifteen months, the total referred to is about £56 less than the corresponding fifteen months. The directors' and auditors' fees, £367, are the same as in December, 1903, plus the additional three months, and the income-tax, £323, is in accordance with the current rate. The net profits for the fifteen months amount to £5,901, as compared with £4,969 for the previous twelve months; but, bringing that twelve months up to the level of the fifteen months, by adding a quarter, there is only a small decrease of about £310. We have now to consider the amount available for distribution. The amount brought forward from 1903 was £1,143, to which we add the net profits for the fifteen months, £5,901, which gives a total of £7,045. From this sum has to be deducted the interim dividend of 5 per cent., already paid, which absorbed £2,788, leaving a balance of £4,256 to be dealt with to-day. The directors recommend the appropriation as follows:—To payment of the dividend of 3s. 6d. per share, free of income-tax, being at the rate of 7 per cent. per annum, for the six months ended March 31st, 1905, £2,602; to reserve account, £500; and to be carried forward to next account, £1,154. The Chairman then formally moved the adoption of the report and accounts and the dividend as recommended.

Mr. Hughes (a shareholder) seconded the resolution, remarking that this was a most satisfactory report, and they might all congratulate themselves on the manner in which the Board had conducted the affairs of the company. They all certainly deplored the loss of Mr. Brand as a member of the Board, but with three such worthy directors as now composed it the company was in safe hands.

The resolution was then put to the meeting, and unanimously adopted without discussion.

Mr. Palmer moved the re-election of Mr. William James Miller Burton as a director.

Mr. Hutchins seconded the motion, which was agreed to and seconded by Mr. F. W. Hunter, to the chairman, directors, secretary, and staff.

The Chairman returned thanks for the kind expression of confidence thus conveyed, and the Secretary assured to further the interests of the concern, and that in the future they would not slacken their efforts.

The proceedings then terminated.

CHANGE OF ADDRESS.

The Offices of the . . .

“CIGARETTE WORLD”

have been Removed from

2, ELLISON ROAD, BARNES, to . . .

**32, THE BROADWAY,
WIMBLEDON, S.W.,**

to which Address all communications should in future
be sent.

Blocks should be sent direct to

Messrs. CHORLEY & PICKERSGILL, LTD.,

The Electric Press, LEEDS.

Much Smoke—Little Hair.

Does man smoke the hair off his head and grow bald through thinking, while the woman keeps hers on by lack of mental exertion and a horror of tobacco? Or is it simply that man takes his hair off by keeping his hat on, and woman keeps hers on by taking her hat off?

The subject is really one of the most interesting among the many which present themselves to the observant in our streets. The facts are so plain. Woman, almost to the end of life, has a wealth of plaits and tresses, while man usually pursues his melancholy existence after middle-age bald-headed. Why is it?

The answer by unreflecting persons is, of course, that man is so sincere a creature and so afraid of the ridicule of his contemporaries, that, however much his locks may dwindle, he will bear the loss with equanimity rather than wear a wig, while woman, in similar circumstances, repairs to the hairdresser, calls his talents into requisition, and speedily walks the world as serenely as ever, secure in the advantage offered by a "switch."

No doubt there is some truth in the statement, but it by no means solves the question, for there are hundreds of women over forty who would scorn a "transformation" as much as the man his wig, and never, indeed, require to make use of one even if they did not.

The rapidity with which women are being turned out with degrees after their names in every university well-nigh but those of our own England, does away also with the notion that it is the emptiness of the inside of the head in woman that accounts for the luxuriance of the outside covering. In almost every walk of life women are panning after men, competing with and displacing them. Yet the Girton girl and the business woman are not visibly balder than the women of a former day. On the contrary, their heads are crowned with a wealth of structure unknown to the modest ringletted Victorian matron or spinster. So that the answer to the question is not to be found in the lack of female brain power, evidently, either.

To-day, women wear their headgear far more than used to be done. The hat is *en règle* at lunch in the West End, and the woman journalist or clerk often goes about the best part of the day with her hat on. The one afternoon stroll of early Victorian days is exchanged for all-day hockey, tennis, and golf among the leisured classes, and women spend at least twice as much time out of doors as formerly. True, some young girls have introduced the "no hat" brigade, and face the weather without any headcovering at all. But few middle-aged women attempt that innovation. Rheumatism is not merely a dream after thirty, neither does common sense recommend a practice which may be charming in Miss Twenty, but is only ridiculous in Mrs. Forty-five. There is far more wearing of the hat than doing without the hat, and yet, so far, the woman's hair does not fall off in anything like the proportion a man's does.

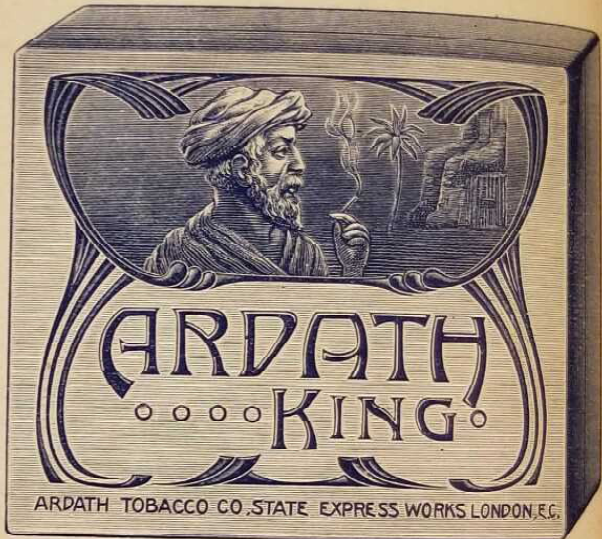
But women have taken to smoking—some women, certainly not all; and it is affirmed by the opponents of tobacco that the habit of smoking is most prejudicial to the growth of the hair. The number of bald-headed smokers in our streets would seem to lend, too, at least, some show of probability to this assertion. There is, therefore, now an unique opportunity of testing this theory presented to scientists. In the next five years or so a large increase of baldness is found among women who smoke, the facts will be put beyond the possibility of contradiction. If, on the other hand, the cigarette-loving woman presents as brave a front to the public as her non-smoking sisters, and can call her hairdresser to witness she is entirely independent of all his arts, smoking will no longer bear the blame of that painful saucer-like appearance which causes many men to be abhorred of their wives and sisters.

Consequently this is a serious matter for man as well as woman, and it will be worth his while to give some con-

sideration and observation to the study whether woman, by entering the arena of public life, bonneted and cigarette in mouth, is likely to sacrifice her hair to her ambition as he has done, or not. —Daily Chronicle.

NEW LINES.

"KING" AND "QUEEN" CIGARETTES.—The Ardath Tobacco Co., of Worship Street, E.C., have such an excellent reputation for the purity and quality of their products that any new brand they place upon the market is sure to receive a good "send off." They have recently favoured us with samples of two new lines of Egyptian



cigarettes called respectively "King" and "Queen." We have sampled them carefully and are pleased to report that they are delicious in flavour and have a most agreeable aroma. They are packed in highly artistic boxes, which cannot fail to arrest attention when suitably displayed. The "King" are rather larger in size than the "Queen,"



and retail at 9/6 per 100, 4/9 per 50, 2/- per 20, and 1/- per 10. The "Queen" are sold at 7/- per 100, 3/6 per 50, 1/6 per 20, and 9d. per 10. The prices to the trade allow a very liberal profit, and retailers should write for particulars and samples. Sample parcels are being supplied at very moderate rates.

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MEXICAN TOBACCO.

The Bureau of American Republics has compiled a sketch of the industries of Mexico, in which an interesting chapter is devoted to the cultivation and manufacture of tobacco, a product that is rapidly increasing in quantity and value, both of consumption and exports. Following is an abstract of this monograph:—

The tobacco plant (the yetl of the Aztecs) is indigenous to Mexico. Its cultivation and use soon became known among the Spaniards, and was not seriously restricted for nearly two centuries after the conquest. In 1764 the Crown appropriated the right to the sale and manufacture of the plant, its culture being confined to the districts of Orizaba, Cordoba, Huatusco, and Zongolica, severe penalties being imposed for its cultivation elsewhere. The product was purchased by the Government at a stipulated price, which in turn sold the leaf at a profit of about 200 per cent. The revenues derived from this monopoly in 1783 amounted to £55,530; in 1792, to £136,821; in 1794, to £154,688; and in 1801-2, about £800,000. Under the Spanish regime factories were established in several cities, the principal being situated in Mexico and Queretaro, each employing about 7,000 persons of both sexes, with an aggregate pay-roll of more than £140,000 a year. The annual product of these establishments amounted to nearly £1,500,000, about one-half of which belonged to the Crown.

In 1868 several foreign cultivators and manufacturers, principally Cuban, went to Mexico, where they began to cultivate the plant on an extensive scale. Not a little of the success attained in this industry is due to the Frenchmen, as a French writer, Louis Lejeune, in a pamphlet on the subject, first drew attention to the fact that the tobacco grown in the upper valley of the Papaloapan River produced leaves as fine and silky and even more aromatic than those of the Vuelta Abajo, in Cuba. In his pamphlet, Mr. Lejeune made an elaborate comparison of the relative cost of starting a tobacco plantation in Cuba and in Mexico, showing that with silver at par, as was the case at the time of his writing, the expenses in Mexico were only about one-half as great as in Cuba, not taking into account the price of land and the cost of transportation. At the Paris Exposition (1889) the Mexican product obtained gold, silver, and bronze medals, being considered equal to, if not the superior, of Havana tobacco. In 1894 and 1895, "La Regie," a department created in France to regulate the importation and traffic of tobacco, began to accept the Mexican product.

The Mexican tobacco has a flavour peculiarly its own, and it grows upon one; and where it has been used for any length of time, as upon the western coast of the United States, it is rapidly superseding the Cuban article.

Tobacco is raised along the mountain country lying between Victoria, State of Tamaulipas, and Campeche, capital of the State of the same name; also on the Pacific slope of the States of Chiapas, Oaxaca, Guerrero, Michoacan, Jalisco, Colima, Sonora, and the Territory of Tepic. It is likewise cultivated in the interior districts of Morelos, Michoacan, Oaxaca, Vera Cruz, Tamaulipas, Tabasco, Guerrero, Jalisco, Colima, and the Territory last above named. In addition to the parts named, the Government maps show 113 different cantons, or small districts, where the weed is now being cultivated. In the virgin valleys, along the rivers of the States on the Pacific slope, the plant may find the elements which best meet its requirements.

In order to produce an aromatic and mild, as well as large and fine leaf, it is necessary that the soil should be sandy, well charged with organic vegetable matter in decomposition, and contain oxides of iron and aluminium, and also lime, although this is not an indispensable requisite. This is the soil Mexico provides, and it is so deep that it is not necessary to plant a crop of corn after the tobacco crop, planters instead raising a second of seedling crop of tobacco,

which furnishes the small and mild leaf used in cigarette making. The extent of the tobacco region is immense, probably one hundred times that of the same region in Cuba.

As a material for "fillers" Mexican tobacco is unexcelled. Practically no wrapper tobacco is grown in Mexico. The finest Mexican cigars go to Havana, where they sell at 6s. 8d. per pound. All of the Central American and some of the South American countries buy these cigars, paying an average of 4s. 1d. a pound.

Statistics for the tobacco production of Mexico during the fiscal year 1902-3, selected as fair average years, show the following figures, the kilo being equal to 2·2 pounds:—

	1902. Kilos.	1903. Kilos.
Cigars	395,510	393,083
Cigarettes	6,203,966	7,305,079
Cheroots	425,165	458,021
Snuff	9	14
Fine cut, sifted	23,260	23,051
Fine cut	1,196	3,585

A steady increase is observable in all the various forms of manufactured tobacco, except the rape or snuff, which has almost ceased to be made, the demand being, in fact, almost nominal. The increase in the cigarettes is very considerable, having almost doubled in the five years under review; the home-made cigarettes have gradually driven the Havana article from the Mexican market, Mexico having formerly been one of the greatest consumers.

The total production of tobacco during 1902 is officially given at 3,907,311 kilos, valued at £151,640, the Territory of Tepic being the largest producer, with 1,188,700 kilos, at £33,974, all the States of the Republic having contributed with the exception of Morelos, Queretaro, and Tamaulipas. The total production of the country from 1898 to 1902 is officially quoted at 79,718,221 kilos, valued at £2,470,396.

Exports of manufactured tobacco during 1902 amounted to 236,448 kilos, with a valuation of £130,104, England being the largest importer—157,679 kilos, at £93,793; the United States being second, with 18,549 kilos, at £10,120. The next importing countries were Colombia, with 18,500 kilos, in round numbers, at £4,500; Guatemala, 17,800 kilos, £5,100; and Germany, 15,300 kilos, at £12,300.

Exports of leaf tobacco amounted in 1902 to 1,114,326 kilos, valued at £204,095, Germany, Belgium, and the United States being the largest consumers in the order given, as follows:—

Country.	Kilos.	Value.
Germany	495,391	£74,667
Belgium	432,262	£89,665
United States	130,276	£32,554

Mexican leaf tobacco imports for last year are officially given at 1,260,186 kilos, valued at £45,238, the United States being represented by 1,251,767 kilos, at £43,605.

IN NICOTINA.

Oh! she was a gay little cigarette,
And he was a fat cigar;
And side by side on a taboret
They stood in a ginger jar.
Though nary a word could I understand
(For they chatted in autobac),
Yet wonderful things I am sure they planned,
As lovers do—alack!

To-day she's a sad little cigarette,
For gone is her brave cigar;
And all alone on the taboret
She stands in the ginger jar.
Ah! love is a marvellous thing, 'tis true,
And many a fault 'twill cloak;
But oft it ends as the dreams of these two,
In nothing at all but smoke.

TOBACCO SEED.



THE following article on the tobacco seed, by A. D. Shamel, of the U.S. Department of Agriculture, who has been working in connection with the Connecticut Agriculture Station, will be found of special interest to all connected with the planting or raising of tobacco.

"It has been proved that the seed which is heaviest produces more vigorous and productive plants than lighter seed. This is partly because the heavy seed has the most perfect embryo in it, and the largest supply of available plant food to support the seedling until it has developed roots and leaves so as to feed itself.

"In a series of experiments the writer separated samples of seed into light, medium, and heavy grades. In all cases the small and light seed produced the earliest plants in the seed-bed, and these plants when set in the field developed a large percentage of undesirable plants, which are almost a total loss to the grower.

"In crops like oats or wheat, if some of the seed fails or produces poor plants, the rest of the plants stool out, and to some extent mitigate the effect of the use of the poor seed. In the tobacco crop, however, there is no compensation of this kind. The sound plants grow no better because others are inferior or unthrifty, and the inferior plants, mixed with the others, damage the market value of the whole.

"Dr. L. Trabut and other foreign experimenters have proved that the plants grown from light seed produce not only a very small yield, but the tobacco is of very inferior quality. The light and the small tobacco seed can be removed by the grower, now, before the seed is sowed in the seed-bed, without any extra cost. The increase in yield and improvement in quality of the crop secured by this attention to the seed is pure profit. It costs no more to cultivate and grow a uniform crop of tobacco than a crop with a large proportion of poor plant. Therefore it is extremely important that the tobacco growers separate out the light and small seed before sowing the seed-beds.

"Many of the light and inferior seeds are of the same size as the heavy and desirable seed, and the difference generally between large and small seed is slight, so that it is not possible to separate the desirable from the undesirable seed by screening with any kind of sieves.

"Some recommend water separation for lack of a better method. The seed is thrown into a vessel of water, and when the heaviest seed has sunk to the bottom the light seed is skimmed off. This plan is not a success, because the bubbles of air in the water prevent much of the heavy seed from sinking, and the separation is thoroughly unsatisfactory. Other methods have been recommended, but there are none so simple and practicable as the use of the current of air. A complete separation of the light and the small from the heavy seed can be made by constructing a machine similar to one designed and used by the writer.

"This seed separator consists of a glass tube one inch in diameter and five feet long, and a glass receptacle for holding the seed, having the diameter of the long glass tube, and so arranged with a finely woven wire screen in the bottom as to hold the seed in the receptacle and at the same time freely admit a current of air directly into the seed. The top of this receptacle is fitted with a coupling into which the long glass tube can be set and held in place. The current of air is generated by a common foot-bellows, and regulated with a valve.

"The seed to be separated is poured into the receptacle, usually about one or two ounces at a time, the glass tube set in place, and a current of air pumped into the seed. The lightest seed and the chaff are first blown out of the tube, and next the small seed. Small seeds of the same character as the larger seeds have proportionately more surface than the larger, consequently the small as well as the light seed is removed by this machine.

"Heavy seed produces large, healthy, uniform, and well-developed plants. The seed separated in the Connecticut Valley this season shows that the seed that will be used for sowing consists of about one-half of light, undesirable seed. If this seed is separated out, and only the heavy seed used for sowing, it will mean the addition of thousands of dollars to the value of the coming crop. There is no grower who can afford to grow weak, variable, freak plants from light seed, when a little time, with no other expense, will enable him to get rid of a large proportion of these undesirable plants. There are about 500,000 tobacco seeds in an ounce. The enormous quantities of seed used to sow the seed-beds is sufficient evidence that a large proportion of the seed used is poor in vitality and quality. This poor seed can easily and practically be got rid of by using a seed separator.

"A large number of growers have already separated their tobacco seed this season, and tested the vitality of the heavy seed. In every case reported so far the growers have found that the heavy seed has sprouted exceptionally well, and they are surprised and thoroughly satisfied with the results of the seed separation.

"A thin sowing of heavy seed in the bed will no doubt yield as many or more sound plants than the usual sowing of unseparated seed."—*Canadian Cigar and Tobacco Journal.*

MORALS IN TOBACCO SMOKE.

This Indian weed, now withered quite,
Tho' green at noon, cut down at night,
Shows thy decay,
All flesh is hay,
Thus think, and smoke tobacco.
The pipe, so lily-like and weak,
Does thus thy mortal state bespeak,
Thou art e'en such—
Gone with a touch :
Thus think, and smoke tobacco.
And when the smoke ascends on high,
Then thou behold'st the vanity
Of worldly stuff—
Gone with a puff :
Thus think, and smoke tobacco.
And when the pipe grows foul within,
Think on thy soul defiled with sin ;
For then the fire
It doth require :
Thus think, and smoke tobacco.
And seest the ashes cast away,
Then to thyself thou may'st say,
That to the dust
Return thou must :
Thus think, and smoke tobacco.

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Liverpool City Council and the Dock Strike.

ALLEGED PUBLIC DANGER.

On July 3rd Mr. Lynskey announced that he wished to ask the Chairman of the Watch Committee the following question:—"Are you aware that the imported men who are working in place of the dock labourers in the dispute with Messrs. T. & J. Harrison, at the Toxteth Dock, are smoking night and day in the sheds, with the permission of the Dock Board and police authorities, where cargoes of an inflammable nature are being handled? Is this not a distinct contravention of the regulations for the protection of property from fire? and if the Council have any jurisdiction will the necessary steps be taken at once, in the interests of public safety, to put a stop to the practice?" Mr. Lynskey added that, in the absence of the Chairman of the Watch Committee, he thought it his duty to move the adjournment of the Council with the view of bringing the Chairman to the Council Chamber to answer the question. He was justified in taking such action under the standing orders, and he asked that the Council Meeting should be adjourned for two hours. He believed that the Council should maintain an impartial attitude in regard to disputes between employers and employed, but if the employers liked to get in imported men, the Council should prevent them from infringing the regulations observed by shipowners or any other employers of labour.

Alderman Burgess asked whether they were in order to discuss the point raised by Mr. Lynskey. The Corporation did not watch the dock estate; this was done by the Dock Board themselves.

Alderman Salvidge remarked that if what Mr. Lynskey had said was correct it was a matter for the consideration of the Council, inasmuch as the Watch Committee, through their officers, the police, laid the summonses for any infringement of any of the local Acts on the dock estate. That being so, he thought the matter was under the jurisdiction of the Watch Committee.

The Town Clerk: My opinion is that the Council have nothing whatever to do with watching the Dock Board's estate at all. It is a question entirely for the Dock Board. The question of smoking in the dock sheds is a matter for the Dock Board, who pay the Corporation for the policing of the docks. The question was raised before—some months ago—on a similar occasion, and I was obliged to advise the Watch Committee that that was the case.

Mr. Lynskey: Does the Town Clerk hold the opinion that even the dock estate, where there is danger to health and property, is not within the desire of the public of Liverpool to see protection given? Also, is the Council not bound to see that anything that is likely to create damage to life or property is protected?

The Town Clerk: The Dock Board are solely responsible for the management of the dock estate.

Alderman Salvidge: Is it not a fact that all prosecutions for smoking in sheds on the dock estate are laid by the police?

The Town Clerk: Yes, under the instructions of the Dock Board, those policemen being the servants of the Dock Board for the time being.

Alderman Salvidge: Complaints are made by the police who have supervision of the dock estate.

The Town Clerk: The Dock Board are their masters.

Alderman Salvidge: Is it the Dock Board and not the Head Constable who determine whether there shall be a prosecution or not?

The Town Clerk: Yes.

Alderman Dr. Commins: Who lays the information against men smoking in the sheds? An information has to be laid before a summons is issued; who lays that information?

The Town Clerk: I think the police do that, but I would not like to say that offhand. The police, I believe, lay the information at the instruction of the Dock Board.

Mr. Lynskey: Supposing there is a fire in the docks, do we send our fire engines there? Supposing there was a riot there, would not we send our police there?

The Town Clerk: Yes, at the request of the Dock Board, who would be charged with the cost.

Mr. Lynskey: I have asked for your ruling; if it is not in order on the Watch Committee's proceedings, I give notice to the Health Committee, and also to the Hospitals Committee, that I shall raise the same question on their proceedings. I think the Chairman of the Committee on an important question like this ought not to be absent without giving me notice. I think it is a personal affront to myself, as well as lowering to the dignity of the Council.

Alderman Brownbill thought, under the circumstances, Messrs. Harrison would to a great extent have control of the sheds, and if so they might have to take responsibility in case of fire.

Sir Charles Petrie said the remarks of Mr. Lynskey with regard to the Chairman of the Committee were not quite justified. It was very hard for a Chairman of a Committee to know the exact time at which a particular matter would come before the Council. The Deputy Chairman was present.

Mr. Lynskey said he gave the Chairman of the Committee notice.

Alderman Bowring (Deputy Chairman) said the Chairman of the Committee had told him of the notice he had received of Mr. Lynskey's question. The Chairman also told him that it was the Dock Board that had jurisdiction over the police on the dock estate. It was a complicated question. It was improper, if the men did smoke, that they should be allowed to do so either by the police or the Dock Board. He was sorry that the matter was not more clear to him than it was. It was a very involved matter, and he did not know what answer to give except that it would be well to draw the attention of the Head Constable and Town Clerk to the matter to see whether a solution might not be arrived at. It was important if there was smoking that it should be put down by one authority or another. He was sure both authorities would be anxious that it should cease.

Mr. Lynskey asked if Alderman Bowring would undertake to call a special meeting of the Watch Committee within the next three days.

Alderman Bowring: I will undertake that the matter shall be brought before the Watch Committee on Monday when we meet in the ordinary course.

Mr. Byrne said that if he smoked on the quay that afternoon he would be summoned and fined. It was for the Head Constable to exercise his powers under the by-laws against the men in the Harrison shed.

The Town Clerk said he would have been very pleased to go into this question had he known it was coming on.

Mr. Lynskey: I am not making any complaint whatever against the Town Clerk, who had no notice of the question, but only against Mr. Maxwell, who left the Council.

CHAUNCEY OLCOTT AND THE CIGAR MAN.

Chauncey Olcott, the favourite Irish comedian, dropped into a cigar store for a dollar's worth of smokes the other day. As he was about to leave the man behind the counter offered him a bunch of coupons.

"What are these for?" asked Olcott.

"We give them with every purchase here," said the cigar man. "When you get 50,000 of them you can exchange them for a piano."

"If I smoked enough of your cigars to get 50,000 of those I wouldn't want any piano," said Olcott.

"Why not?" asked the cigar man.

"I'd be playing a harp," replied Olcott.

Secretary of American Tobacco Co. Committed for Contempt.

WILLIAM H. McALLISTER, Secretary of the American Tobacco Co., has been adjudged in contempt of court, because of his refusal to answer questions propounded by the Federal Grand Jury, in the investigations which it is pursuing under the Sherman Anti-Trust Law.

McAllister had been subpoenaed to appear before the Federal Grand Jury, and to produce a copy of an agreement executed in London, September 27th, 1902. He appeared, but on advice of counsel refused to produce the agreement or to answer questions as to whether the Government copy is a correct one or not.

Upon this refusal the Grand Jury appeared before Judge Lacombe in the United States Circuit Court, and handed in a presentment charging McAllister with contempt. Judge Lacombe ordered McAllister to return with the Grand Jury, and directed him to answer the questions and produce the American Tobacco Co.'s agreement with the Imperial Tobacco Co. and other foreign companies.

Secretary McAllister refused on the grounds that his rights were being invaded and that the proceeding was practically a seizure of documents which were in his possession by virtue of his office as secretary of the American Tobacco Co.

McAllister was thereupon adjudged guilty of contempt, ordered to pay a nominal fine, and committed to the custody of United States Marshal Henkel. His counsel applied for a writ of habeas corpus, but this was denied by Judge Lacombe, and McAllister was then taken before Commissioner Shields, where he was admitted to bail in the sum of \$1,000.

The agreement which Secretary McAllister was asked to produce, was that executed between James B. Duke, representing Ogdens Limited and the American Tobacco Co. on one side, and George Alfred Wills, representing the Imperial Tobacco Co. on the other.

This agreement was signed at the end of the fight which followed the efforts of the American Tobacco Co. to gain control of the tobacco trade of Great Britain, and it is alleged that it sets forth in specific terms that after September 30th, 1902, the American Tobacco Co. and its allied branches, including the Continental Tobacco Co., the Consolidated Tobacco Co., and the American Cigar Co., would not carry on, or be employed, engaged, or interested in the business in United Kingdom of Great Britain and Ireland, as a tobacco manufacturer, or a dealer in tobacco or its products, the Imperial Tobacco Co. in its turn stipulating in precisely similar terms that it would not be concerned or interested in business in the United States.

Tobacco and Health.

"THE PRACTITIONER" publishes a series of articles on tobacco in health and disease, which are too technical to be reproduced here. Our contemporary, however, sums up the position as follows, and we fancy most of our readers will be in agreement with the views expressed:—

All things given to man, or invented by him for his service or delectation, are liable to abuse. One consequence of this is that the faddist, who might otherwise be a mute, inglorious Milton, finds the opportunity of expressing himself. Whatever be the thing abused—whether it be flesh-meat, alcohol, tea, coffee, or tobacco—he denounces it as the root of all evil, with the temper, though without the power, of an angry prophet. If these worthy persons had their way, they would make of human life a wilderness and call it peace. They would set the machinery of Government in

motion to prevent a hot and dusty cyclist from having a glass of whisky and soda, or a schoolboy from having a cigarette. And in these days, when the engine of State has to adjust its movement to the throb of the great heart of the people, it is conceivable that they may succeed. There is the example of the United States to show the follies of which legislators, with the fear of the faddist before them, are capable.

In between thirty and forty States of the Union, it is said, the Legislatures have made enactments forbidding the sale of tobacco in any form to boys under sixteen; in some of them the prohibition extends to lads of 18, and, we believe, in one or two to young men of 20. By a law recently passed in the State of Indiana, all persons found with cigarettes, or even cigarette papers, in their possession, were made liable to heavy fines. The fury of the storm of fanaticism raised may, to some extent, be measured by the fact that business men, who find a sedative for worries in tobacco, have found it politic to conceal the habit as if it were a vice; and that a crusade is being preached to girls to induce them to have nothing to do with cigarette smokers. The "cranks," at any rate, give a fine example of the strenuous life enjoined by Mr. Roosevelt. And what is the result of this triumph? Exactly what was to be expected; that boys who formerly smoked cigarettes have replaced them by big, black cigars!

Among us, too, this new form of the "smoke abatement" problem has of late been the object of consideration by serious persons. Last year the Physical Deterioration Committee recommended that the juvenile smoker should be put down by Act of Parliament. The Government, wisely in our opinion, showed no inclination to take steps to give effect to any of the recommendations. Dr. Macnamara, therefore, has come forward with a Bill providing that no person shall sell, give, or supply tobacco in any form to, or for the use of, any person under the age of 16. Breach of the law is punishable by fine, and in the case of a third conviction, by forfeiture for a period of five years of the licence to sell tobacco. The purpose of the Bill is most praiseworthy, for the evils of habitual smoking by boys are unquestionable. Nevertheless we venture to think that the spirit of the maiden aunt is too manifest in the measure for it to find acceptance with a British House of Commons.

On the whole, when the worst that can be said against tobacco has been said, those of us who have not, to use the words of Dr. Taylor, "the part of the nervous system influenced by the poison still in the sensitive and susceptible condition in which it was in childhood" will be disposed to agree with Calverley:—

I have a liking old
For thee, though manifold
Stories, I know, are told,
Not to thy credit;

How one or two at most
Drops make a cat a ghost.
* * * *

How they who use fuseses
All grow by slow degrees
Brainless as chimpanzees,
Meagre as lizards.
* * * *

Cats may have had their goose
Cooked by tobacco juice;
Still, why deny its use,
Thoughtfully taken?

ONE DEFINITION OF DIPLOMACY.

"Diplomacy, my son," said the father, who was in the cigar business, as he raised his eyes from his book and looked over the top of his spectacles at his son, "is the art of advertising in such a way as to lead folk to think they are getting what they want, when in reality you are clearing out dead stock. That is diplomacy."

The Man Behind the Show Case.

EVERY man behind a counter, says the *Canadian Cigar and Tobacco Journal*, should do his utmost to make a favourable impression on every customer that comes before him and show him clearly by his manner that he is entirely at his service.

It is a very poor policy to have a certain manner for a well-dressed man and another for he whose trousers are in need of pressing, or who's hat is a bit frayed on the binding. A man may be careless enough to be willing to look cheap, but he isn't willing to be considered so, particularly at sight, by a clerk in a store.

Cultivate, too, the habit of remembering what a man buys, so that when he comes in again you can be ready for him. This may seem like a hard proposition, but it comes very easy after a while, and you will be able to do it unconsciously. When a man enters a store the second time and discovers that he and his tastes have been remembered, he will be tickled to death and will be sure to come back again.

When you are waiting on a customer who has an idea of what he wants but, perhaps, hesitates a little, let him exercise his own choice. Don't try to change it unless he asks directly for your advice and you feel that you are able to benefit him by your superior knowledge of the goods. Never under any circumstances switch on him because the jobber's price on the goods you want him to buy may be a little lower.

Always, if possible, give him what he wants. When he gets that, he has no chance to complain, provided the goods are up to standard. If he has bought at your suggestion, and afterwards imagines something is wrong with it, he will put you down on his black list at once.

If a customer enters the store and asks for an article which you don't handle, don't try to convey the idea that you haven't got it because you don't think it is good enough for you to have in your stock. Neither work the "just as good" racket. In the first case you are insulting the customer by accusing him of buying something that isn't worth selling, and in the second he will think you are stringing him to make a sale.

By insulting his judgment you may send him away mad, when left to himself he might have bought something. You can reply pleasantly that you are out of what he wants, or aren't handling it just now, and then mention a number of other brands which you have got, that are similar in quality to what he has asked for. Don't volunteer the statement that they are just as good or better but allow him to infer as much. If he asks you, then you have a right to express your opinion.

Never hesitate to take down boxes because of the bother of putting them back again. Your game is to be just as courteous and obliging to the man who looks at 5,000 cigars and buys one as to the customer who looks in the door and orders "a hundred more sent around." You can never tell when that courtesy will reap manifold results.

The clerk is a business man, and hopes to be more of a one someday so he had better regulate his life along business methods. Don't by any means be an automaton, but remember that your sole excuse is to sell goods or give the customer a reason for returning to the store. You are NOT behind the counter simply to occupy the hours until quitting time comes.

It doesn't make the slightest difference to the work of a good clerk what his wages may be, while he is working for them. He may know they are too small and may decide to quit, but until he has walked out of the store, he will pay just as careful attention to business as if he were getting the proprietor's salary. That is self-respect. The man's sense of pride in his own ability will not allow him to shirk under any conditions.

And when any clerk has reached that point he is on the right road, and on the road to prosperity.

If the window dressing is part of your duties, go at it with the same enthusiasm you would to sell a man a twenty-five dollar order. There is no excuse for poor window arrangement. Many dressers do not look around enough. They become self-satisfied and get in a rut and stay there, they have one little plan of their own and they continually stick to it, and although the window may be redressed every week, the passers-by are never struck by the fact that it is a freshly arranged display. Study what other stores are doing, not necessarily cigar stores only, but dry goods, groceries, and in fact every line. Borrow their ideas, work them over into your own wares, and you'll find the work much easier. It will be found a help, too, to clip out everything you can find in the trade journals or newspapers on the subject, paste them in a scrap book, and you will find in a short time you'll have a great deal of valuable information stored away for future use. This plan might be followed even if the window is not under your direction at the present moment. Without doubt it will be some day, and you will find when that day comes a little information in advance on the subject will be most acceptable.

CIGARETTE.

(To the Portrait of an Oriental Maid.)

Cigarette, there is a dreamland in your eyes,
Cigarette,
And an Oriental languor
Where your lash, low-drooping, lies;
And your cheek—who would not kiss it?
And your frown—ah! who would miss it?
For there's love e'en in your anger,
Cigarette!
You command—the world in low obeisance kneels,
Cigarette—
And the universe goes courting
When your smile the white reveals
Of your ivory teeth, just peeping
Where the laughter god is creeping,
And where Cupid sly is sporting,
Cigarette!
Ah, fair maid! full fair you've caught my trembling heart,
Cigarette!
Not by fulsome frills of fashion,
Nor by superficial art;
But your lovelorn presence near me
Hopeless binds me, I much fear me,
In the wreathed dreams of our passion,
Cigarette!

HENRY EDWARD WARNER.

In Praise of Bad Cigars.

W. L. ALDEN has contributed the following amusing article to the *Morning Leader* :—

Strictly speaking, there is no such thing as a bad or a good cigar. There are cigars that one man likes and another detests, but one is intrinsically as good or as bad as another. The taste for tobacco in any form being wholly an acquired taste, all tobacco, to the man who has neglected to acquire this taste, is equally nauseous. We learn, with much pains and expenditure of money, the taste for expensive cigars, and a dislike of all others, and we then assume that high-priced cigars are good and that all others are bad. Had we reversed this process, and acquired a taste for cheap cigars, we should call them good, and high-priced cigars bad.

Now, there are many reasons why we should all smoke the so-called bad cigars instead of the good ones. Of course, the most obvious reason is that the former are the cheaper. Why train yourself to smoke shilling cigars when, with an equal amount of training, you could smoke penny cigars with perfect satisfaction?

If every man in London who smokes good cigars were hereafter to confine himself to penny cigars, the amount of money thus annually saved would suffice to enable the County Council to give comfortable pensions to old and deserving smokers, and to provide instruction in the public schools in the art of smoking five Hamburg cigars for a penny.

THE FAMILY FRIEND.

But it is the holy and inestimable influence exerted by the bad cigar in promoting the love of home and family that constitutes its chief virtue.

Among those who are familiar only with good cigars, or those who, whether through misfortune or vicious propensities, have acquired the detestable habit of never using tobacco, the perfume of bad cigars is held to be objectionable, and the smoker thereof is an unwelcome guest.

Hence he refrains from going outside his own home to smoke. He reserves the penetrating odour of his cigars for those whom he loves best. It is the incense which he offers only in his own domestic temple.

It has also been commonly observed that bad cigars are invariably selected by women who wish to give welcome presents to the men whom they love. When the wife of the smoker of good cigars gives him a box for which she has paid five shillings, he must either make a hypocritical pretence of being pleased, or he must show his disappointment and wound his wife's affections.

No one can tell how many happy homes have been broken up because the husband was a smoker of good cigars, and his wife gave him bad ones. But to the experienced smoker of bad cigars all gifts of cigars are equally welcome, and whenever his wife, or his sweetheart, gives him a box of the cheapest cigars in the market, he is filled with gratitude, and both giver and receiver are happy.

THE CHARM OF VARIETY.

There is little variety to be found in smoking good cigars, but the bad cigar is full of incident. There are certain Italian cigars which are nearly jet black, and have the appearance of being excessively strong. In point of fact, they are really the mildest cigars that are made, and their colour is due to the liquorice and molasses in which they are soaked during the process of manufacture.

For the ambitious young man, who wishes the credit of smoking strong cigars without the internal remorse which too often results therefrom, these cigars are obviously just the thing. This particular "weed" is rolled more carelessly than any other Italian cigars, if we may judge by the curious substances which find their way into it. At one moment a bit of woollen yarn will blaze up in his cigar; at another the rich flavour of smouldering bits of leather will mingle with the original flavour of the tobacco.

Occasionally small pieces of india-rubber find their way into these cigars. The flavour of burning rubber is seldom relished by one who is accustomed to it. But one cannot deny that when it comes to the smoker unexpectedly, it adds greatly to the wealth of incident which characterises this remarkable Italian brand.

Smoking is sometimes said to be uneventful and monotonous, except, of course, when the smoker is practising on his first cigar, but there is nothing monotonous about an Italian cigar. It unites the joys of exploration and discovery with the charms of liquorice and molasses—and all for the absurd price of a halfpenny! Yet there are men who actually prefer to pay a shilling for a Havana cigar barren of everything except tobacco.

A GERMAN RIVAL.

There are other bad cigars which have their especial attractions. In particular, there is a cigar manufactured at Hamburg, and artificially perfumed, which is warranted to surprise the most hardened and experienced nose. Except by reckless men who care not for their lives, it can only be smoked at home. Even in that seclusion it is said to have a fatal effect upon the family cat, and it should therefore be shunned by all cat lovers.

But it is useless to attempt to mention the different brands of bad cigars that offer attractions to bold and enterprising men, lovers of adventure and research. The smoker of good cigars can never know the infinite variety which is to be found in every bad cigar. He treads only the straight and narrow pathway set around with Havanas, and knows not of the alluring by-paths that wind in and out amid the endless variety of bad cigars, and their strange and pungent perfumes.

SOME DON'TS FOR WIDE-AWAKE DEALERS.

Don't speak ill of a competitor.

Don't advertise in a perfunctory manner.

Don't fail to be explicit in ordering goods.

Don't bite on everything new that comes along.

Don't try to carry orders in your head.

Don't attempt to carry too many lines; select a good one and stick to it.

Don't urge a man to buy something he does not like the looks of; if he takes it, it will never be perfectly satisfactory.

Don't try to convince a prospective purchaser that he is prejudiced for or against any particular brand of goods.

Don't forget that as the seasons change, the wants of the public change, and arrange your show windows accordingly.

Don't snub the travelling man; you may want a favour at his hands some day.

Don't expect to do all the business done in your line, nor claim that you do it all.

Don't get the idea that dust and dirt will be overlooked in your place because it is a cigar store.

Don't leave your store in charge of one who has not a practical knowledge of the goods; a customer wants and expects intelligent attention.

Don't forget that the average man or woman is more stupid regarding the needs, uses, and general make-up of a cigar than upon almost any other subject.

Don't have too many prices; the adoption of this rule will save you considerable annoyance and promote confidence in the justness of your prices.—*Tobacco* (New York).

A REGULAR TIGHT WAD.

Jones: "Isn't Bones rather stingy?"

Smith: "Stingy? Say, he dries his cigar stumps and uses them for chewing tobacco!"

A Well-known Fact.


The value of a business is not so much the actual turn-over as the rate of profit on it.

MORRIS' ALUBIAN CHERROOTS, 2d. = for 5.

25/- per 1,000 less discount.

The Alubian Cheroots are acknowledged to be the best **PAYING, SALEABLE** goods on the Market.

PRICE LISTS ON APPLICATION TO **B. Morris & Sons, Ltd., London.**

FIXED MINIMUM PRICES	 <p>SMOKE FREEMANS DARVEL BAY F. D. B. SEGARS 1/2 A CENTURY'S REPUTATION CAN BE OBTAINED EVERYWHERE.</p>	WHOLESALE OF LONDON & J.R. FREEMAN & SON CARDIFF
GOOD PROFITS		BURY COURT J. CARIDI & Co LONDON E.C.
EXTENSIVELY ADVERTISED		70 & 71 BISHOPSGATE ST JARRETT BROS WITHIN E.C.

Tobacconists' Supply Syndicate.

ANNUAL OUTING.

THE Annual Summer Excursion of the Tobacconists' Supply Syndicate took place, in delightful weather, on Saturday, July 8th, when a merry party left Waterloo Station, at 6 a.m., *en route* for the Isle of Wight. Arriving safely at Ryde they were met by a coach and other vehicles which had been engaged for the day's drive, and a good start being made, Shanklin was reached about mid-day. Here a capital repast had been provided at the Chine Inn by host Clarke, and full justice having been done to it by the holiday makers the usual toasts were briefly but heartily honoured under the amiable chairmanship of Mr. George Ramsford, who was supported by Mr. J. H. Kevis and Mr. J. T. Haslam. A short stay in the "leafy village" and

soon the party was off again, making its way through Godshill to Carisbrooke, which latter place was reached in time for tea at the old "Eight Bells." The tables were prepared here under the mighty elms which dominate the hotel and lend their comforting shade to summer worn travellers—an ideal spot which was much appreciated, as were also the good things provided by the energetic and obliging host. Leaving the Castle and its romantic tragedies for some other occasion, the coaches were once more boarded to the music of the coach-horn, while the road through Newport, Wootton, and Binstead to Ryde was soon traversed and the return journey from the island commenced. Thanks to the liberal arrangements provided for the comfort of the party by the London and South Western Railway Company, this part of the day's journey was far from being the tedious affair that such journeys are wont to be, and when, a little after 10 p.m., the wayfarers stood once more on Waterloo platform, it was agreed that another record had been made in the enjoyment of a day's holiday.

GALLAHER LIMITED,
BELFAST AND LONDON,
Belong to NO RING
or COMBINE.

See Next Issue for Special Notice of their
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MURATTI'S WORLD-RENOWNED HIGH-CLASS CIGARETTES.

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

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OUR LEADING BRANDS CAN NOW BE OBTAINED FROM ANY FIRST-CLASS TOBACCONISTS THROUGHOUT FRANCE.

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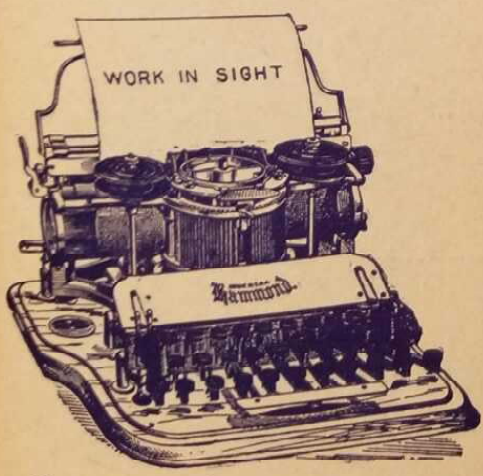
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