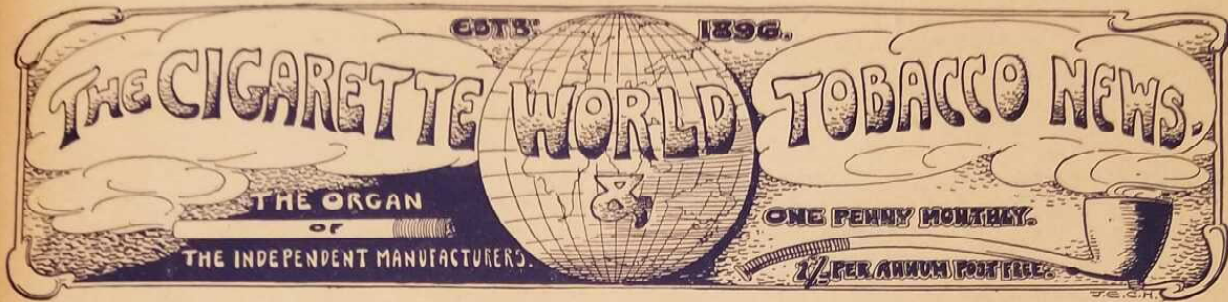


# Park Drive Cigarettes

*A Huge Success!*  
Splendid Value—10 for 2d.—Strong Advertising—Good Profits.  
GALLAGHER LTD.—THE INDEPENDENT FIRM—BELFAST AND LONDON



*Published on the 1st of every Month.*

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**112, Commercial Street, London, E.**  
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**GODFREY PHILLIPS LIMITED**  
**LATEST PRICES OF**  
**Tobaccos & Cigarettes,**  
**IN PACKETS AND BY WEIGHT.**

**Originators of the "Mixed Parcel" System.**

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We stock EVERY KNOWN BRAND in Tobaccos, Cigars, and Cigarettes, and Supply at Lowest Possible Prices.

**NOW IS THE TIME TO PUSH AND DISPLAY  
Tobacconists' Fancy Goods.**

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OUR PRICE LISTS ARE INVALUABLE TO THE TRADE.

ADDRESSES:—11/16, Cannon Street, BIRMINGHAM; 41/43, Paradise Street, LIVERPOOL; The Square, WALSALL; 7, Mill Hill, LEEDS; 36, Dudley Street, WOLVERHAMPTON.  
Manufactories:—Mardol and Hill's Lane, SHREWSBURY.

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**SINGLETON & COLE, LIMITED.**



# Muratti's Cigarettes and the Budget.

## What MURATTI'S have NOT done.

They have not reduced the quality of their Cigarettes.  
They have not reduced the size of their Cigarettes.  
They have not reduced the weight of their Cigarettes.

## What MURATTI'S HAVE done.

They have advanced the prices of their goods in accordance with the increased tobacco duty and the general rise in cost of raw material, and in so doing they have studied the Retailer, who now makes an even better profit than hitherto, whilst the consumer will continue to obtain the same sterling value as before.

## THE CIGARETTE WORLD AND TOBACCO NEWS.

# £250 FREE INSURANCE

UNDERTAKEN BY  
THE OCEAN ACCIDENT AND GUARANTEE CORPORATION, LTD.,

(Empowered by Special Act of Parliament.) Principal Office: 36 to 44, MOORGATE ST., LONDON, E.C.

THIS COUPON-INSURANCE-TICKET MUST NOT BE DETACHED.

**£250** WILL be paid by **The Ocean Accident and Guarantee Corporation, Limited**, Principal Office, Nos. 36 to 44, Moorgate Street, London, E.C., to the legal personal representative of the *bona fide* holder of this Coupon-Insurance-Ticket if the holder shall be killed or fatally injured by an accident within the United Kingdom to any passenger-train in which the holder is travelling as a ticket-bearing or fare-paying passenger; or to any public omnibus, tramcar, or cab, which is being driven by a licensed driver plying for public hire and in which the holder is travelling as a fare-paying passenger.

Provided that the above undertaking is subject to the following special conditions, which are of the essence of the contract, viz.:

- (a) That death result within thirty days after the accident;
- (b) that the holder shall, prior to the accident, have written his (or her) usual signature in ink in the space provided underneath;
- (c) that notice of the accident be given to the Corporation at its Principal Office in London within fourteen days after its occurrence;
- (d) that medical certificates and other information be furnished by the person claiming upon request for the same by the Corporation;
- (e) that this Insurance applies only to persons over twelve and under seventy years of age, is limited to one Coupon-Insurance-Ticket for any one holder, and holds good for the current month of issue only.

This Insurance entitles the holder to the benefit of, and is subject to, the conditions of the "Ocean Accident and Guarantee Company, Limited, Act, 1890," Risks Nos. 2 and 3, when they are not incompatible with the special conditions above stated.

The possession of this Coupon-Insurance-Ticket is admitted to be the payment of a premium under Sec. 33 of the Act. A Print of the Act can be seen at the Principal Office of the Corporation.

Month of Issue—

JUNE, 1909.

Signature of holder.....



**FOR** 

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*APPLY TO***J. H. CUSTANCE,**Sole Agent for the United Kingdom. . . **Putney, S.W.**

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# Tobacco Trade Athletic Association.

(Affiliated to the A.A.A., N.C.U., and L.F.A.)

*President—*

**CHAS. E. LAMBERT, Esq.**  
(Lambert & Butler, I.T.C., Ltd.)

*Chairman—*

**A. E. ORMEN SPERRING, Esq.**  
(Cigar and Tobacco World).

*Treasurer—* **WILLIAM DAW, Esq.** (R. & J. Hill, Ltd.)

THE SIXTH

# ANNUAL SPORTS

WILL BE HELD AT

**The Crystal Palace, on Saturday, 10th July, 1909.**

The Association is open to all amateurs engaged in a Tobacco Manufacturing or Wholesale House, and all Competitors for Club Events must be Members of the Association.

Amateurs in Wholesale Houses who have only this year become eligible as Members should pay particular attention to the aforementioned qualification.

The Annual Subscription, Sixpence, must be paid on or before May 1st, 1909.

The Membership will entitle Competitors to enter for any Open Sports under A.A.A. Laws and N.C.U. Rules.

The numerous events and valuable prizes at the 1909 Meeting should secure the membership of every sportsman in the Tobacco Trade who is eligible to compete.

Members are particularly requested to endeavour to procure New Members in either their own or other houses.

A Football League has been formed, and has had three highly successful seasons.

For further particulars application may be made to any Member of the Committee, or to the Hon. Secretary as below,

*Committee—*

**Matt Wells** (J. Taddy & Co.).  
**E. E. Hughes** (Taddy & Co.).  
**A. Darlington** (R. & J. Hill, Ltd.).  
**R. J. Roberts** (R. & J. Hill, Ltd.).  
**I. R. Ozanne** (Lambert & Butler).  
**A. Butchart** (Lambert & Butler).  
**J. C. Butler** (W. D. & H. O. Wills).  
**F. A. Goodship** (W. D. & H. O. Wills).  
**A. R. Boots** (B. Morris & Sons, Ltd.).  
**F. Hemmings** (B. Morris & Sons, Ltd.).  
**W. J. Blay** (Tobacco Supply Syndicate).  
**W. J. Osman** (Tobacco Supply Syndicate).  
**M. J. Gates** (Carreras, Ltd.).  
**J. Samuel** (I.T.C. Fancy Goods Dept.).  
**H. K. Elgy** (I.T.C. Fancy Goods Dept.).  
**H. Knapp** (Gore & Co.).  
**E. J. Webb** (W. & F. Faulkner).  
**S. Barlow** (W. & F. Faulkner).

**W. Martin** (Adkin & Sons).  
**J. T. Burnham** (Adkin & Sons).  
**H. Lane** (Imperial Tobacco Company).  
**H. Webb** (Imperial Tobacco Company).  
**G. Palmer** (Hy. Archer & Co.).  
**R. D. Anderson** (Hy. Archer & Co.).  
**F. J. Drew** (Albert Baker & Co.).  
**A. Hartog** (Cohen, Weenen & Co.).  
**R. C. Roberts** (R. Lloyd & Sons).  
**Louis Stean** (Pritchard & Burton).  
**W. Swann** (F. G. Stretton & Co.).  
**R. Gooderham** (Martins, Ltd.).  
**R. Wilson** (Martins, Ltd.).  
**G. Brocklehurst** (J. R. Freeman & Sons).  
**C. Johns** (Salmon & Gluckstein).  
**H. Cohen** (Salmon & Gluckstein).  
**W. Walden** (I. Rutter & Co.).  
**S. C. Garrett**.

*Hon. Secretary—*

**A. E. STANFORD** (Adkin & Sons), York Road Factory, S. Luke's, E.C.

N.B.—The surplus proceeds for this year will, as usual, be devoted to the Tobacco Trade Benevolent Association, which has already benefitted to the amount of £257 5s. 0d. through the Sports.



OUR LATEST SUCCESS.

SWEET  
GRAPES

5 a 1<sup>d</sup>.

With Coupon for Presents.

PRICE  
14s. per 1,000.

Less Discount according to  
Quantity.

STOCKED BY ALL  
WHOLESALEERS.

Manufactured by  
B. MORRIS & SONS, LTD.  
LONDON, E.

Readers should not fail to sign our Accident Insurance Coupon, which will be found on page 2 of Cover. . . .

## The Cigarette World AND TOBACCO NEWS.

JUNE 1st, 1909.

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

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

### A BOLT FROM THE BLUE.



WE have for some time been pointing out the absurdity, under the circumstances, of expecting the Chancellor of the Exchequer to make any reduction in the tobacco duty, when it was obvious that he would have a very serious deficit to meet, but we certainly had not the least idea that he would increase the duty; and that the tobacco trade were also of this opinion is evident from the fact that the clearances before the Budget were not particularly large. However, nothing is so certain as the unexpected, and the Chancellor has seen fit to impose a duty which will undoubtedly seriously cripple the retail trade, and we think that as he displayed a considerable amount of ingenuity in devising fresh schemes of taxation, he might well have exercised his ingenuity a little more in other directions, and thus avoid putting an undue strain upon a trade which is already—owing to a variety of circumstances—in a most depressed condition. With regard to the consumer, we must say at once that he is not entitled to sympathy, inasmuch as for some years past the retail trade have been paying the extra duty imposed by the late Government out of their own pockets. There is a great howl of indignation in certain quarters against the disappearance of the workman's 3d. shag, but the supply of that class of tobacco has given the retailers a vast amount



ESTABLISHED 150 YEARS.

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

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

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

WRITE FOR PRICE LISTS AND TERMS:

**45, MINORIES, LONDON, E.**

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of trouble without any profit whatever. It is no part of our duty, happily, to discuss the Budget generally, but at the same time we may point out that as the working classes benefit so largely by old age pensions it is quite reasonable that they should have to pay a trifle towards these pensions by the addition of a small amount to the price of their tobacco. No matter to what political party a man belongs he must—if he be reasonable—agree that it is impossible to place the burdens of taxation entirely upon the rich, because that would be to produce a class of voters who could easily be led by agitators to support the wildest of schemes because they knew that other people would have to pay for them.

Elsewhere will be found a full report of the meeting of the Wholesale Tobacconists' Protection Association, but we are free to confess that, as is usually the case, the retailers did not support those who called the meeting either by a large attendance or by any particularly intelligent contribution to the discussion. It seems unfortunately to be true, as Mr. Solomon well remarked, that retailers never have combined effectively and never will do so; it is this lack of cohesion that has greatly contributed to bring the trade to its present pass, and we are very much afraid that in the near future the same cause will produce even worse effects. There is unhappily not only a lack of public spirit amongst retailers, but also an irrepressible desire to get the better of trade rivals by "cutting," and that this is the case is evident by the extreme difficulty of obtaining a general agreement as to the increased prices to be charged under the new conditions. Not only is this the fact, but there is also a certain amount of jealousy of the wholesale trade, which is altogether unjustifiable, since whatever injures the retailer must also injure the wholesaler. The wholesale trade have a fine organisation, which, under the able presidency of Mr. Frank, is doing excellent work, and we have no hesitation in saying that if there were a similarly strong organisation amongst the retailers we should see a very different state of things existing.

At the time of writing we do not know what the effect of trade representations will be upon Mr. Lloyd George, but we are inclined to think that the only point on which he may be induced to modify his plans is the duty on cigars, because there can be no doubt that if he persists in his intentions a very serious blow will be struck at the British cigar trade, and struck at a time when its prosperity leaves much to be desired. Already hundreds of hands have been thrown out of employment, and we fear that hundreds more will be discharged unless some modification is granted. If you wish to conciliate a man it is hardly wise to begin by abusing him, and this is what was done at the London meeting. We are loth to severely criticise utterances on an occasion of great excitement, but a body of business men should be able to restrain themselves in order to attain a definite object. Abuse is no argument, and neither applying opprobrious epithets to the Chancellor nor suggesting for his ultimate destination a much warmer though probably not serener clime, is calculated either to conciliate

him or to impress the public. We do not, moreover, find ourselves in agreement with Mr. Solomon as to the diminished consumption which the increased duty is likely to bring about. Mr. Solomon appears to lose sight of the fact that the Chancellor has already estimated a decrease in consumption, but that it will reach the extraordinary figure suggested appears to us impossible. We should like to see a reduction in the duty rather than an increase, but we think it is really ridiculous to suggest that more money could be got by reducing the duty to 2s. 8d. than will be got by the present increase. This is just the sort of argument which has no chance of being accepted by so able a financier as Mr. Lloyd George, and may prejudice him against other and stronger arguments which may be used.

Oceans of ink have already been used up over the various points concerning the increased duty, and after all there are only two that need concern us here—one is that even should the retailer succeed in putting the whole of the increased duty upon the consumer, he will need close upon 25 per cent. more capital to work his business, and upon that increase of capital he will get no return; but as far as present indications go it seems clear to us that his position will be even worse, because in many cases he will be paying extra to the manufacturer and will not be able to get more from his customer. The obvious thing to do, and to do at once, is to arrange a conference with manufacturers with a view of securing uniformity and with a view of enabling the trade to fix prices as far as possible, so that they will be able to get increased prices from the consumer. It is quite true that in some cases prices can be, and have been, increased to an extent which more than pays the additional duty, but if we take it all round it will be found in every case that the balance is considerably against the retailer. The stars in their courses seem against the independent manufacturer. It was bad enough to be harassed by the persistent competition of the Imperial Tobacco Company, and be forced to pay a much higher price for the raw material without being able to get any more for it when manufactured, but the dislocation of business and the vast expense of altering price lists, advertising, and circularising the trade, are the last straws, and we fear that some of the camels' backs will be broken; in short, the difficulties which the independent manufacturer has to contend with at the present time are almost insuperable, and the only possible remedy would be combination, but that remedy—owing to trade jealousies—seems no more likely to be applied to-day than it ever was.

We would, in conclusion, appeal to all sections of the trade to approach the discussion of this matter in a conciliatory spirit, because upon its settlement the future undoubtedly depends. If a reasonable working agreement cannot be arrived at, there can be no doubt that before the end of the year hundreds will be reduced to ruin. We have, however, every confidence that those who have taken the matter up will carry it to a successful conclusion, and we hope that all will unite in helping them to complete their arduous task.

**BUY HIGH-CLASS WALKING STICKS FROM  
HENRY HOWELL & CO. LTD., MANUFACTURERS, 180, OLD STREET, E.C.**





## Trade News and Notes.

**ROUGH ON THE HANDY MAN.**—Naval seamen proceeding on leave are in future to pay 1s. 7d. duty (instead of 1s. 4d.) on quantities between 8 oz. and 14 oz. of "perique" (leaf) tobacco they may bring ashore.

**IRISH CIGARS.**—In reference to an exhibit of Irish tobacco at the Grocers and Allied Trades Exhibition, which was opened at Bristol on May 11th, the President of the Bristol Grocers' Association suggested that the large Bristol tobacco firms should at once institute a brand of Irish cigars. He was sure they would be purchased. Cigarettes made from Irish tobacco were sampled by the Sheriff, who opened the Exhibition, and pronounced excellent.

**THE TOBACCO TRADE. PROPOSED ASSOCIATION FOR MIDDLESBROUGH AND DISTRICT.**—A very representative meeting of local tobacconists was held on May 7th in the Albany Restaurant to consider the advisability of forming a Tobacconists' Association for Middlesbrough and district. The meeting was unanimously agreed upon the necessity for such an association, and a working committee was formed. It was agreed that the Association be under the title of "The Middlesbrough and District Wholesale and Retail Tobacconists' Association," and further developments may shortly be expected.

**IRISH GROWN TOBACCO. AN IMPORTANT ANNOUNCEMENT.**—Writing to Mr. W. Redmond, Mr. Hobhouse says he has looked into the question of Exchequer grants to encourage the experimental growth of tobacco in Ireland, and finds a difficulty in effecting a transition from the old to the new method of assisting the enterprise. A large part of the 1908 crop was still in hand on the 1st April, and as this had not yet paid duty it hadn't obtained the advantage of the rebate granted. As the new grant of £6,000 is much larger than the old rebate, growers would, under the Department's proposed method of distributing the grant, receive their share of it during the current year. It was quite arguable, he said, that the new grant of £6,000 a year, beginning from 1st April, had taken the place of the old rebate altogether. He thought that was the Chancellor's real intention; but after carefully considering the matter, he recognised that that intention might not have been quite clear. The Government had grounds for thinking themselves entitled to the full rebate in respect of the 1908 crop. He had therefore decided to allow payment of the rebate on all tobacco grown prior to 1909 over and above the annual grant of £6,000. It is believed (says a London correspondent) that this concession means an additional £1,000 for help to the industry.

## Fires.

**FIRE IN NEW STREET.**—Early on the morning of May 17th a fire was discovered upon the premises of Robert Bruce, tobacconist, 81, New Street, Birmingham. The brigade turned out with tender and steamer from the Central Station, and the escape from the Gas Office, and on arrival the shop and contents were found to be alight. A jet was attached to the main, and after working for a few minutes the fire was extinguished. The damage was somewhat severe.

## Foreign.

**THE GERMAN TOBACCO TAX.**—The Finance Committee of the Reichstag on May 11th rejected an increase in the duty on tobacco by weight, the Radicals and National Liberals being in the minority. The Committee afterwards adopted in principle an increase in duty ad valorem by 16 votes, the Conservatives, Imperial Party, Agricultural Union, and Centre forming the majority. At the same time the banderole tax is abolished.

**WOODEN MATCH INDUSTRY IN AUSTRALIA.**—Messrs. R. Bell & Co. Ltd. and Messrs. Bryant and May have acquired a large area of ground in Church Street, Richmond, Australia, near their present works, for

the purpose of erecting a large factory for the manufacture of wax vestas and wooden safety matches. With the opening of this plant Australia will acquire a new industry, as the manufacture of safety matches has not so far been carried on there.

**IMPORTATION OF MATCHES PROHIBITED IN BOLIVIA.**—The Board of Trade are in receipt, through the Foreign Office, of telegraphic information to the effect that the importation of matches into Bolivia is prohibited as from the 11th May.

**THE TOBACCO TRUST IN AMERICA.**—Mr. Beveridge, in the Senate on May 14th, made a hot attack on the Tobacco Trust, which, he declared, controlled 82 per cent. of the country's output of cigarettes and chewing tobacco, 71 per cent. of the smoking tobacco, and 96 per cent. of the snuff production. He explained that when the war tax was levied on tobacco the law pro-

CONNOISSEURS SMOKE

# TEOFANI'S

HIGH-CLASS CIGARETTES. LTD.

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. Ltd., LONDON.**

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

**GOLD AND SILVER MOUNTED WALKING STICKS.**

**HENRY HOWELL & CO. LTD., MANUFACTURERS, 180, OLD STREET, E.C.**

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vided that packets of 1½, 2½, and 3½ ounces might be sold in place of 2, 3, and 4 ounce packets, thus placing the tax on the consumer, and when the war tax was removed in 1902 the sale of short-weight packets was allowed to continue. Thus, said Mr. Beveridge, the manufacturer still collected the war tax, but instead of handing it to the Government kept it himself, since the consumer was now paying the same price for 1½ ounces as he paid for two ounces before the imposition of the war tax. The Government, he alleged, had thus lost £36,800,000 of revenue in the last eight years. He proposed an amendment increasing the tax so as to provide £4,200,000 additional revenue for the Treasury annually.

**TOBACCO CULTURE IN VICTORIA.**—According to a report by the Victorian tobacco expert, Mr. Temple Smith, a marked advance has been made in the tobacco industry of that State since his appointment in 1901. In that year there were 103 acres under tobacco, and the product amounted to 345 cwt. of dried leaf. By the season 1907-08 the area under cultivation had increased to 345 acres, and the product to 1,767 cwt. During the same period the number of growers rose from 17 to 49. This year there will be a further increase in the area cultivated. Mr. Smith points out that it has been proved that Victoria can produce a good quality of cigar leaf, in spite of the belief of a number of manufacturers that it would be impossible to do so in this State, owing to climatic conditions. There has also been an improvement in the quality of the leaf (says the *Age*), and consequently an increase in prices. Pipe tobacco now sells at from 7d. to 9d. per lb., while for cigar leaf from 1s. to 1s. 6d. has been obtained, and in one instance 2s. Crops of 1,000 to 1,500 lbs. of cured leaf per acre are not unknown, the value at present prices being from £30 to £40 per acre for pipe tobacco, and as high as £100 per acre for cigar leaf.

## Obituary.

**DEATH AT THE COUNTER.**—John Henry Heathcote, manager of a tobacconist's shop in High Street, Manchester, collapsed while attending to a customer on May 18th. He was removed to the Ancoats Hospital, but it was found on arrival there that he was dead. Heathcote was a married man, 41 years of age, and lived at 8, Corell Street, Miles Platting. He had been ailing for some time.

## Police.

**EX-ARMY MAN SENTENCED.**—Before Mr. Robert Wallace, James Cooper (43), labourer, pleaded guilty to having twice broken and entered the shop of David Phillips, tobacconist, of High Holborn. Mr. Dixon, for the prosecution, stated that the prisoner first smashed the prosecutor's window in March, and abstracted cigars, cigarettes, pipes, and tubes worth £40, while the damage done amounted to about £10. The prisoner disappeared with his booty, and about a month later again broke the window, doing on this occasion £13 worth of damage and stealing as before a miscellaneous collection of smokers' requisites, value £35. Two minor convictions of three and four months were proved against the prisoner. Detective-sergeant Crutchett said the man had served thirteen years in the army, and went through the South African war. Since being released in December last he had tramped to Wales in search of employment. He worked when he could get it, and explained that he committed these robberies in order to provide himself with food. Mr. Wallace, K.C., passed sentence of twelve months' imprisonment.

**FALSE SCALES; A HEAVY FINE.**—Thomas Collis, tobacconist and confectioner, of 115, King's Road, Caversham, was summoned for having in his possession for uses of trade a balance which was false and unjust, contrary to the Weights and Measures Act, 1878. Defendant admitted the charge, but said he had no intention of defrauding the public. Mr. R. D. Doubleday, Inspector of Weights and Measures, said he visited defendant's place of business and found the scales in question were 4½ drachms to the detriment of the purchaser. He found a screw fastened underneath so ingeniously that only an expert would detect it.—The Chairman said it was a very bad case, because the defendant had robbed the children. He would be fined the full penalty of £5 and costs.—Mr. Rose remarked that they were very much obliged to Mr. Doubleday for bringing the case forward.—Mr. Doubleday, in asking for the forfeiture of the scales, said he should keep them as a curiosity. It was the second similar case they had had recently, and he thought the defendants were trying to emulate the examples that had been given in a series of articles in a well-known magazine.

## Public Companies.

**JOSEPH SAMUEL & SON.**—May 11th; £20,000 (£1). General merchants, cigar, cigarette, and tobacco merchants and manufacturers, &c. Private. 41, Crutched Friars, E.C. (102,954.)

**MORTGAGES AND CHARGES.**—Robert Bruce, Ltd., Tobacconists, Birmingham, Mortgage debenture, dated May 10th, 1909, to secure £650, charged on the company's undertaking and property, present and future, including uncalled capital. Holder, J. P. St. John, Sutton Coldfield.

**C. E. SUGDEN & COMPANY, LTD.**—Registered 4th May. Capital £100, in £1 shares. Objects: To carry on the business of tobacco merchants and manufacturers, dealers in cigars, cigarettes, snuff, &c. Private company. Table A mainly applies. Registered office, 199, Westminster Bridge Road, S.E.

**BRYANT & MAY.**—The accounts are now made up to March 31st, and the report just met is only for nine months. The profits have fallen away £27,300, or equal to £104,300 per annum, as against £116,500 last year. £9,800 is placed to reserve, as compared with £25,000. The account carried forward remains the same, and the dividend upon the deferred shares is kept at 6 per cent. The profit on the sale of the company's interest in the Californian business to the Diamond Match Company is stated to be £30,300, and this sum has been placed to the reserve, which now stands at £125,000.

## BLACK CAT MEDIUM.

MESSRS. CARRERAS, LTD., have sent us samples of their new line of Black Cat Virginia Cigarettes, medium strength. The success of the Company's Black Cat mild Virginia, which it will be remembered are manufactured from fine matured Virginia of the 1904 crop, has been simply phenomenal, and it has been found very difficult to keep up with the continually increasing demand. The new line is just a little stronger, but the cigarettes are of the same exceptionally fine quality, notwithstanding which they retail at 2½d. for the packet of 10, and unquestionably compare favourably with most 3d. packets in the market. Retailers who already stock Black Cat mild should not fail to give a trial order for the new line.

**GENUINE NATURAL WALKING STICKS FROM  
HENRY HOWELL & CO. LTD., MANUFACTURERS, 180, OLD STREET, E.C.**



# THE TRADE AND THE BUDGET.

## PROTESTS ALL OVER THE COUNTRY.

### GLASGOW INCREASES PRICES.

A LARGELY attended meeting of the tobacco trade in Glasgow was held in the Masonic Hall, when representatives from every part of the city were present. The increase of duty under the Budget was primarily responsible for the meeting being summoned, and the question of prices was thoroughly gone into. Mr. J. F. Duncan was appointed chairman of the meeting, and, after considerable discussion, all the findings of the meeting were arrived at unanimously. Generally it may be taken that the increase on weight cigarettes, loose tobaccos, roll tobaccos, and such like will be  $\frac{1}{2}$ d. per ounce, and on the smaller packets of cigarettes  $\frac{1}{4}$ d. per packet was the advance settled upon, with the popular smoke, "Woodbines," to remain as it is at 1d.; but on some of the larger packets hitherto retailed at 9d. the prices of some were increased to 10d., in other cases 9 $\frac{1}{2}$ d. Imported Egyptian and Turkish cigarettes also have commanded a substantial rise in retail prices. The meeting afterwards appointed a committee to carry out the objects for which the meeting was called, viz., to circularise the whole of the trade with a list of the minimum selling prices, and it is anticipated that a full detailed list of the new prices settled upon will be in the hands of the retailer shortly. In the meantime Mr. Gale, Dundas Street, who was appointed convener, will be glad to afford further information to those interested. The executive hope that the prices settled upon will be strictly adhered to and maintained by all retailers.

### THE IMPERIAL DENIES A RUMOUR.

The Imperial Tobacco Company's officials at Bristol contradict the rumour that they contemplate reducing the number of hands owing to new taxation. The denial of the rumour applies also to the men engaged at the headquarters at Bristol of the British-American Tobacco Company, which does export trade only, and is not affected by the new duties.

### IRISH TOBACCO GROWERS' GRIEVANCES.

The following resolution has been passed by the Irish Tobacco Growers' Association, and forwarded to the Chancellor of the Exchequer:—"In view of the fact that before acquiring the skill and experience necessary in the successful cultivation and curing of tobacco, the Irish grower cannot avoid considerable preliminary losses, and considering that Parliament by prohibiting the industry in Ireland has granted to foreign countries a monopoly thereof for almost a century, we, the Irish Tobacco Growers' Association, submit that the allowance of 2d. per pound in the Customs duty is wholly inadequate to compensate Irish tobacco growers for the disadvantages consequent upon the want of experience and acquired skill for which Parliament is directly responsible, and also that the existing Excise restrictions from which our foreign competitors are free seriously hamper the development of the tobacco industry in Ireland; and we claim that in order to give this new industry a fair chance of becoming established in Ireland an allowance of at least one-third of the duty levied on foreign tobacco should be made on Irish tobacco, the same to be continued until growers have been educated up to the level of those with whom the processes are familiar. No other rural industry provides the same amount of em-

ployment, and for that reason alone it is fostered and encouraged by every country in which tobacco can be grown."

### DUBLIN RETAILERS' DECISION.

At a largely attended meeting of the members of the retail tobacco trade of Dublin, held on April 30th, in the rooms of the Dublin Tobacconists' Association, it was decided that the price of all classes of tobaccos be increased by a halfpenny per ounce, and the price of cigarettes be increased by the same amount per packet of ten. A telegram was received at the meeting from Liverpool from the Secretary of the Manufacturers' Association stating that the price of tobacco had been increased at the rate of ninepence per pound. Messrs. Taylor Brothers, wholesale tobacconists, Francis Street, Dublin, state that they consider the increase of eightpence in the pound beneficial to the manufacturers, as the raw material had for some time past, so far as the making of the cheaper tobacco was concerned, gone up to such an extent that the tobacco was being made at a loss. The extra duty would enable them to cover expenses on that class of tobacco. The firm add that in order to make a fair profit they would have to charge the working man even more than threepence-halfpenny an ounce for tobacco.

### SHEFFIELD TOBACCONISTS SAY THREEPENNY TOBACCO IS DOOMED.

The heavy tax on tobacco imposed by the Chancellor of the Exchequer is a political blunder which it is surprising so astute a man as Mr. Lloyd George should have allowed himself to commit. It is going to hit every working man smoker in the country very hard. The very people who perpetrated the parrot-like cry, "Your food will cost you more," having apparently forgotten that most working men would as soon be deprived of their bread as lose their comforting pipe of baccy, are showing their practical sympathy with the industrial classes by taxing an article that everybody is agreed now comes within the category of important common necessities.

A *Telegraph* representative recently entered several tobacconists' shops in Sheffield, and it was made abundantly clear to him that the working man will have something very disagreeable to say to the Government on the subject of the new tax.

I shall not easily forget (writes our reporter) the look of disgust that overspread the face of a man who came into a shop and put down three coppers for his ounce of tobacco and was informed by the assistant that then and in future he would have to pay 3 $\frac{1}{2}$ d. Nor shall I easily forget the flow of language that followed. He picked up his money, consigned the Liberal Government to a high-temperature eternity, and walked out without buying his 'baccy.

"He'll come in again later," said the young man behind the counter sadly, "and pay the 3 $\frac{1}{2}$ d., but he isn't the only one who has been a bit angry." He wasn't, and he won't be. A man who has been paying 3d. an ounce for his tobacco for years, and suddenly is informed that he must pay another  $\frac{1}{2}$ d. until further orders, will not take it philosophically—whether he is a Tory, a Liberal, or a Socialist.

An experienced retailer with whom I had a long conversation assured me that the 3d. tobacco—the working man's

FOR EVERY VARIETY OF WALKING STICKS WRITE TO THE LARGEST MANUFACTURERS IN THE WORLD—HENRY HOWELL & CO. LTD., 180, OLD STREET, E.C.

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tobacco, of which enormous quantities are consumed—is doomed. It will be impossible, he stated emphatically, to sell it at that price at a profit in future.

Mr. Austen Chamberlain's differentiating duties upset the trade, but they didn't affect the public ultimately to any appreciable extent. But this will come like a thunder-bolt.

The retailers have not lost much time in raising the price of tobacco of all sorts by  $\frac{1}{4}$ d. ounce. That appears to be the general advance. The result will not probably be that less tobacco will be bought, but people who have been accustomed to purchasing a certain blend will go for inferior mixtures. But the man who buys his threepenny tobacco will be most affected. Many men get half-an-ounce at a time, and they will in future have to buy an ounce at once, or pay the extra halfpenny on the half-ounce.

Cigars at present will, as far as could be ascertained, remain at their present price. The cigar trade is a shrinking trade, and what small loss there is likely to be sustained by those in the trade and not by the consumers.

But what of cigarettes? "This raising of the duty," said a seller of cigarettes in a large way of business, "is equal to 1s. 3d. advance per pound on the ordinary 1d. packet of, say, Woodbines, for which, of course, there is a large sale. On the ordinary 3d. packet of cigarettes it is equal to from 1s. 8d. to 2s."

What will happen it is difficult yet to suggest. So far you may buy your 3d. packets and your Woodbines at same price—though you will already have to pay a halfpenny an ounce more for cigarettes sold by weight—but it was pointed out to our representative that a great proprietary firm which produces millions of Woodbines a day is not likely to take an advance of 1s. 3d. "lying down," and that there is every probability, if the price is not raised, that the number of cigarettes in a packet will be reduced. Imagine the commotion that will be caused when the Woodbine smoker is presented with a packet of four instead of five of his favourite weed!—*Sheffield Daily Telegraph*.

#### NOTTINGHAM TOBACCO PRICES.

##### WOODBINES FOUR A PENNY.

##### TOBACCO AND CIGARETTES RAISED.

A meeting of the retail tobacconists of Nottingham was held at the Albert Hotel on May 3rd, under the auspices of the Nottingham Retail Tobacconists' Association, to consider the question of the altering of prices of retail tobacco and cigarettes. At a meeting held previously prices were provisionally arranged, tobacco being raised a halfpenny per ounce and cigarettes a halfpenny per packet.

Mr. Beaverstock presided over a crowded meeting, and pointed out that the retailers could do nothing definite yet, but had to follow the leader, the Imperial Tobacco Company, and gauge their prices according to the company's decisions. They had already been losing on some of the lower-priced tobaccos.

The first matter for discussion was the fate of Woodbines. Several members pointed out that the wholesale price had already been raised, and it was unfair to call on the retailers to bear the brunt.

Mr. Pickerill proposed a resolution that in future Woodbines be sold two packets for  $\frac{1}{4}$ d., or four cigarettes a penny.

Mr. Goodliffe seconded.

Mr. Clayson suggested that the meeting send up a resolution by telegram to Messrs. Wills, asking what they proposed to do with regard to Woodbines, and this was despatched.

Mr. Flint supplied the meeting with some interesting statistics with regard to the price of Woodbines. The present price of 32 cigarettes to the ounce was 8s. 6 2-5d.

per pound, or  $\frac{1}{4}$ d. per ounce, and the increase due to the duty was 7-82 per cent. The proposed price of two packets for  $\frac{1}{4}$ d. made the price per pound 10s. 6d., or 8d. per ounce. The increase over the present price was thus 25-23 per cent., an increase over the amount of duty of 16-15 per cent. The proposed wholesale increase was a penny per 1,000, or 7-6 per cent. The present price gave a profit of 21 per cent. on the selling price, and the price as affected by the duty gave 19 per cent. The present prices gave a profit of 26-5 per cent. on the buying price, and the new price with the duty gave a profit of 23-4 per cent.

Mr. Pell moved an amendment proposing that the price of Woodbines remain at a penny, arguing that the raising of the price by a halfpenny on two packets was not just to the purchaser.

Another member suggested that they should not alter Woodbines, and be content with the advance on the other cigarettes, but this remark was greeted with loud cries of disapproval.

The point was raised as to whether it was legal to take a cigarette out of a packet.

The resolution was carried in an amended form so as to include all penny packets of cigarettes.

The Chairman moved that the price of all tobaccos be raised  $\frac{1}{4}$ d. per ounce or half-ounce.

Mr. Hitchin seconded, and the resolution was carried.

It was also decided to raise cigarettes  $\frac{1}{4}$ d. on all packets selling at 2d. to  $\frac{1}{4}$ d., and  $\frac{1}{4}$ d. per ten cigarettes on the better class goods.

Cigar prices remain unaltered.

The whole of the advances come into force immediately.

#### NOTTINGHAM TOBACCO TRADE PARALYSED.

##### THREATENED DISCHARGE OF 1,200 HANDS.

Any attempt to describe the utter chaos caused by the new duties on tobacco in all the branches of that industry would be wholly inadequate. In Nottingham the trade is temporarily paralysed, and in the cigar making industry the most serious consequences are threatened.

Of course the trouble is chiefly due to the uncertainty which prevails as to the line of action both wholesalers and retailers will take. Naturally neither of these two want to bear the whole brunt of the Chancellor's demand, and both agree that it would be serious to mulct the public with the full increase. Moreover, the revision and rearrangement of prices will undoubtedly be expensive, seeing that it will involve a considerable amount of extra labour, and that the printing of fresh price lists by the manufacturers will cost a huge sum, as all the present printing stock will be rendered useless.

As to how far the public will eventually have to provide the increase no one can with certainty say. They will either have to pay more or receive inferior tobacco for the same money. Some firms who manufacture packet tobaccos are selling the same packets minus a pipeful (?) to partly cover the increased duties and also increase the price to the retailers. This creates a pretty kettle of fish when present stock has to be disposed of. Then again with regard to cigars, it is hardly likely that the retailers will be content to suffer the whole loss of the increase as they have temporarily decided to do, and the goods must inevitably become debased or a smaller cigar substituted. This will involve the making of an entirely fresh size of moulds in many of the factories, and demand an outlay that cigar manufacturers, considering the low condition of the trade, will experience great difficulty in providing.

##### A TEMPORARY STANDSTILL.

It will be remembered that the English cigar manufacturers met in Nottingham, and decided to increase the price of cigars by the amount of the duty, and, owing to the fact that the cigars are not sold by weight, but by



count, the retailers are unable to raise their prices. For some years past the cigar trade has been a declining one, and now the retailers, in view of the manufacturer's action, refuse to order fresh stock.

The natural consequence of this is that the manufacturers have no work, excepting old orders, and practically all the Nottingham manufacturers, it is rumoured, are seriously contemplating closing down until the dislocation of trade has in some measure abated.

There are at the present time about 1,200 or 1,400 hands employed in the cigar trade in Nottingham and district, and such a step would be a great calamity to the city.

Messrs. Dexter, of Queen's Walk, have already suspended 22 hands, and state that if they do not get fresh orders in as each batch of the workpeople finish the work they are now on, they will have to go.

Messrs. Fletcher, of King Street, are contemplating suspending work.

Messrs. Riley, of Convent Street, are putting their hands on short time.

On inquiry we learn that Messrs. John Player & Sons are not contemplating any reduction of their hands in consequence of the new duties.

It is reported that factories all over the country are being similarly affected, and that several Leicester firms are being driven to temporary reductions.

It is suggested in some quarters that a demonstration of cigar hands shall be held in the near future to protest against the Budget increases.

#### BIRMINGHAM AND THE BUDGET.

The Budget proposals as regards tobacco came up for discussion at a meeting of the Birmingham Tobacconists' Association held on May 4th, at the White Horse Hotel, under the presidency of Mr. A. E. Mann.

At the outset there was a heated argument upon a recommendation of the committee that twist tobacco should be raised from 1½d. to 2d. per half ounce. It was stated that whilst some members had acted loyally to what they looked upon as an agreement, and lost trade in consequence, others had been selling at 1½d., or, if demanding twopence, had made a present to the customer of a box of matches. Several members pointed out that twopence was more than the extra duty warranted, and that it was unfair to make the working man pay more in proportion than the users of dearer tobaccos. Eventually the recommendation was rejected, and it was left to the members to use their discretion.

The Chairman introduced a discussion on the subject of profits, and suggested that manufacturers should be asked to allow the retailers not less than twenty per cent. on tobacco and twenty-five per cent. on cigarettes. It was pointed out that by raising the price of cigarettes to the retailers, instead of diminishing the size of the packet, the manufacturers were placing the burden on the wrong shoulders. It was obviously the intention of the Chancellor of the Exchequer that the artisans should contribute a little towards the national defence. But the manufacturers had made this impossible by continuing to pack at five a penny and charging the increased cost to the retailer.

Attention was called to the action of a firm of manufacturers who were continuing to sell at the old price but had substituted a lighter packet for the customary ounce. Practically every speaker who took part in the discussion expressed strong disapproval of the plan.

A motion was submitted in favour of boycotting the goods of any firm which did not pack at definite weights. This was eventually withdrawn, and it was agreed to invite tobacconists' associations throughout the kingdom to appoint delegates to discuss this matter with the manufacturers as well as the question of the retailers' profit generally. It was further recommended that the delegates should take into consideration the desirability of forming

a Federation of Tobacconists' Associations with a view of strengthening the hands of the retailers. Messrs. E. H. Mann and A. P. Eld were appointed to represent Birmingham at the proposed conference.

#### BELFAST TOBACCONISTS RAISE THEIR PRICES.

A specially convened meeting of the tobacconists of the city was held on May 18th in the Albert Hotel, High Street, Belfast, for the purpose of considering "important matters relative to the trade"—the effect of the Budget proposals of the Chancellor of the Exchequer forming the chief topic before the meeting. There was a large attendance, including many ladies interested in the retail tobacco trade. Mr. W. H. Kay acted as secretary *pro tem*.

Mr. J. Tiernan, J.P. (Messrs. Leahy, Kelly & Leahy, Ltd.), who was called to the chair, informed those present that the meeting had been called to consider the situation produced by the recent Budget of Mr. Lloyd-George. There had been a preliminary meeting, at which there was a very fair attendance, and the question was considered as to how the trade should act as regarded prices. At that meeting certain prices were arranged, but it was thought advisable to adjourn the meeting until that day, in order that the price lists of the manufacturers might be seen in the meantime. The business that day was to decide whether they should continue the prices arranged at the preliminary meeting or otherwise.

The proposed schedule of prices for tobaccos, cigarettes, and snuffs was discussed at length, and certain revisions made, involving generally an all-round increase.

Mr. Webster asked if the meeting was one of an association or just a meeting for the day.

The Chairman said that it was a meeting of the trade called for a special purpose. They had made several attempts to form an association in the city, but these had failed. In Dublin there was an organisation that was an ornament. A meeting was held there the other day at which the decision regarding prices was unanimous. The difficulty was, of course, that certain persons with "tit-bit" customers would sell an article at lower prices to keep the custom for other things.

Mr. M'Larnon said that a special difficulty in Belfast, which did not prevail in Dublin, was that grocers sold tobacco here for the accommodation of customers, and charged a lower price, putting on the cost to other goods. This did not apply in Dublin.

The effect of the resolution with regard to prices, which was unanimously adopted, will be that all threepenny packets of cigarettes will be charged 3½d., while there will be an increase in tobacco and weight cigarettes of ½d. per ounce. It was decided to form an association in the city for the protection of the trade, and the committee which has been acting in the matter of prices was constituted a committee to make the preliminary arrangements.

#### CIGAR MAKERS' DEPUTATION TO MR. LLOYD GEORGE.

The Chancellor of the Exchequer received on May 6th, at the House of Commons, a deputation from the Cigar Makers' Union, who desired to lay before him their objections to the increased tobacco duty. It was urged by the deputation that the new duty on tobacco, if persisted in, would throw out of work half the persons employed in the cigar making industry, and that already a large number of hands had been discharged. Mr. Lloyd George, in his reply, said that before coming to a final decision he intended to hear every deputation which desired to come before him on the matter. He wished to obtain all the information possible on the subject, and he would then consider what modifications he could make, if any, in his proposals with regard to tobacco.

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## The United Kingdom Cigar Manufacturers' Federation Meets at Leicester.

THE following report and balance sheet of the Committee were presented to the Tenth Annual General Meeting, held at the Grand Hotel, Leicester, on Monday, May 10th, 1909:—

Your Committee beg to present their Tenth Annual Report.

Following up their Memorial of last year, they have again petitioned the Chancellor of the Exchequer, reiterating their suggestion that the duties charged upon imported tobacco should be based upon the quantity of actual tobacco, after deducting the moisture and sand.

The efforts of your Committee, however, have not been successful. In lieu of relief being obtained, the Chancellor has caused considerable surprise and dislocation to the trade by the increase of 8d. per lb. on unmanufactured tobacco. Prompt steps were taken by this Federation, and a general meeting was held in the afternoon following the introduction of the Budget, when it was unanimously resolved that the price of cigars be advanced all round, proportionate to the increased duty.

During the year the Federation has been materially strengthened by the addition of all the members of the London Association, which has now passed out of existence. In order that London might be represented on our Committee, the rules have been amended to increase the number of Vice-presidents to four, and the Committee to twenty-four, which said increase gives us two London Vice-presidents and six Committeemen.

The Havana prosecutions which have taken place during the year with the object of stopping the sale of British-made cigars so boxed that the Havana manufacturers considered them imitations of the goods imported from Cuba, have affected a large number of the members of this Federation. Meetings have been held from time to time to consider the question, and correspondence has taken place between this Federation and the Havana Cigar Protection Association, Ltd. All labels open to question have been withdrawn from use by members, and the Federation has adopted a guarantee label, to be conspicuously placed on the cigar box. By this means it is hoped that further trouble will be avoided.

It is recommended that the following rule be added, viz.:—

Associate members. Any gentleman properly nominated, having done meritorious service to the Federation, and proved himself worthy of the honour, may be elected as an associate member. The method for the election of an associate member shall be as follows:—

He must be proposed at a Committee meeting of the Federation, and his nomination must be agreed upon by a majority of at least two-thirds of the members present at the Committee meeting. His name thus approved must be proposed at a General Meeting of the Federation, and if elected it is necessary that two-thirds of those present shall vote in his favour.

An associate member may attend any Committee meeting, or other meeting of the Federation, but will not be allowed to vote.

The necessary formal notice has been given to the Secretary.

Your Committee much regret to report the loss by death of their colleague, Mr. C. A. Goodman, of Leicester, who had been a member of this Federation since its formation in

1899, having occupied the offices of President and Vice-president. His place on the Committee has been filled by his partner, Mr. C. T. Harris, of Leicester.

Numerous other matters of importance to the cigar trade have also occupied the attention of your Committee.

### CASH ACCOUNT FOR THE YEAR ENDED DECEMBER 31ST, 1908.

INCOME.		£	s.	d.	£	s.	d.
To Balance brought forward from last year...					42	4	9
.. MEMBERS' SUBSCRIPTIONS—							
47 at £1 1s. ... ..	49	7	0				
2 at 10s. 6d. ... ..		1	1	0			
.. London Association Donation ... ..					50	8	0
.. BANK INTEREST, less Commission ... ..					5	5	0
					0	19	0
					<u>£98 16 9</u>		
EXPENDITURE.		£	s.	d.	£	s.	d.
By SUNDRY PAYMENTS—							
Postages, Stationery, &c. ... ..	6	6	11				
Printing ... ..	4	5	6				
.. Hire of Rooms for Meetings ... ..					10	12	5
.. Counsel's Fee and Expenses <i>re</i> Spanish Wording ... ..					2	12	6
.. Expenses in connection with Tobacco Duty					28	12	6
.. Secretary's Salary ... ..					9	2	0
.. Cash in Bank ... ..					15	15	0
					32	2	4
					<u>£98 16 9</u>		

I have examined the above accounts, and compared same with vouchers which have been duly produced to me, and I certify the above accounts to be correct.

March 11th, 1909.

JAMES NEVIN, Auditor.

The proceedings were private, but it was intimated at the close that a deputation, consisting of Messrs. A. H. Dexter, J. Nevin, P. E. Stafford, A. Gledhill, F. D. Partridge, and F. van den Arend, had been appointed to wait on the Chancellor of the Exchequer, in respect to the proposed duty on cigars. It is understood that if the proposed duty is adhered to, not only will the trade be seriously injured in Leicester, but in other centres also. It was stated at the meeting that already a number of employees had been discharged, and that one firm in Leicester on Saturday gave notice to the whole of its adult employees.

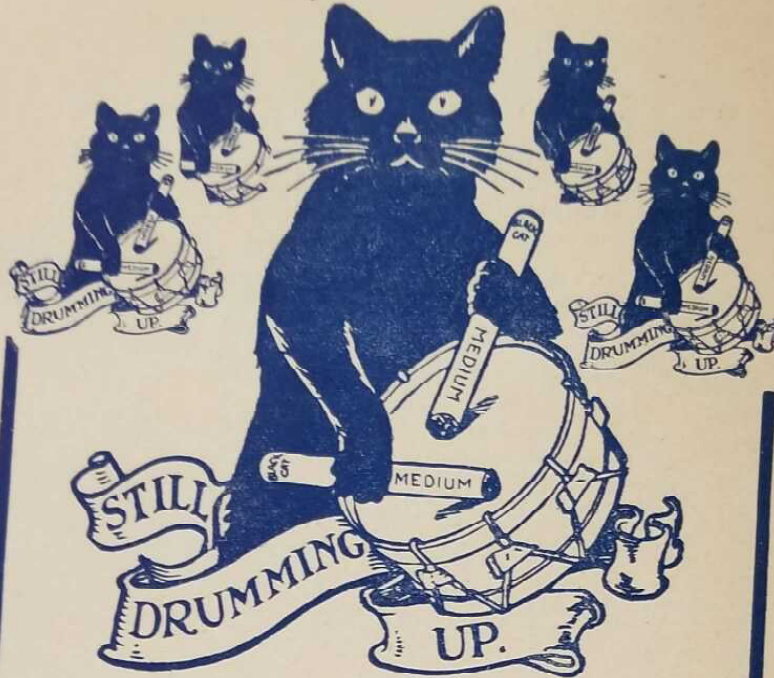
The following were elected officers of the Federation for the ensuing year:—*President*, Mr. Sidney Pullinger (Birmingham); *Vice-presidents*, Mr. T. J. May (London), Mr. A. H. Dexter (Nottingham), Mr. A. F. Catlow (Leicester), and Mr. A. Gledhill (Huddersfield). Mr. T. J. Fletcher was re-elected Treasurer, and Mr. J. Nevin, Auditor, while the Committee were elected as follows:—Messrs. T. Riley, T. Tyler, P. E. Stafford, E. Alton, A. L. Wilson, R. W. Coppock, F. Johnson, and C. C. Hodges.

### THE SCENT OF THE CHILD LABOUR CIGAR.

Mrs. Jiblets: "I suppose you can tell by the odour every time your neighbours have cabbage for dinner?"

Mrs. Joblets: "No, we never can tell. Somebody over there is always smoking cheap cigars."





**10 for 2½d.**

A Cigarette manufactured under ideal conditions from selected fuller flavoured and heavier leaves of the same famous choice 1904 crop of finest Virginia Tobacco as the Black Cat Mild Cigarettes.

# BLACK CAT MEDIUM CIGARETTES

These Cigarettes, whilst actually being longer than the ordinary 10 for 2½d. cigarettes now being sold at 3d., are just as thick. Whilst they are smaller than the renowned Black Cat Mild Cigarettes, the same delightful aroma is retained, with a fuller flavour.

Try a packet to-day and convince yourself.

All Quantities Supplied by Wholesalers Everywhere.

**10 for 2½d.**

Black Cat Mild Cigarettes (a milder, larger, and heavier weight Cigarette than the Medium) 10 for 3d.

**NONE BETTER AT ANY PRICE.**

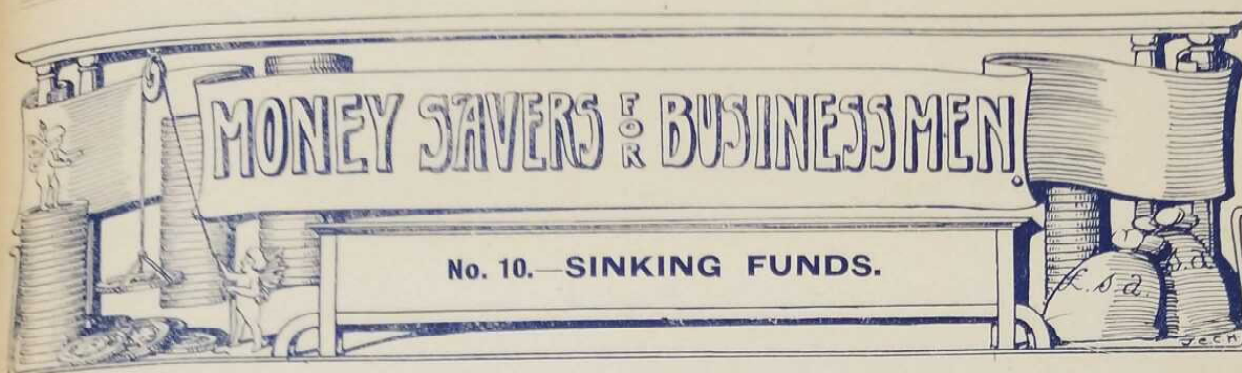
CARRERAS & MARCIANUS CIGARETTES, Ltd., 4-8, St. James' Place, LONDON, E.C.

Telephone—563 Avenue.

Telegrams—"Craveneras, London."

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**I**t is often desirable for owners of leaseholds to take out what is called a sinking fund policy in order to secure the return of their capital at the end of a given number of years. This class of business is done by many offices, and simple though the policy is, there are many pitfalls for the unwary in the conditions attached by different companies, and it is therefore difficult to make a satisfactory comparison between their rates. For instance, there are some companies which give apparently better terms, but have the corresponding disadvantage of allowing a very small surrender value in the event of the insurer having to cease his payments; in one case which I have before me, a sinking fund of £1,000 payable at the end of 30 years, costs just over £20 per annum, but if the policy is surrendered at the end of the third year, by which time £61 would have been paid, the company will only return £30; at the end of five years only £81, though £102 would have been paid; and at the end of ten years only £107, whereas £204 would have been paid; while at the end of 15 years only £332, whereas £306 would have been paid. It is obvious therefore that in the event of surrender within 15 years, the insurer will make a considerable loss. Compare this with a company which charges £23 4s. as against just over £20 for the return of £1,000 at the end of 30 years; in this case the total sum paid for the £1,000 would amount to £666, as against just over £600, and this is a return of 2½ per cent. compound interest; but the company guarantees a fixed surrender value which after five years is always equal to a return of the premiums paid, together with 2½ per cent. compound interest. It is clear therefore that though apparently not so favourable as the first policy, the latter is much to be preferred, because it very often happens that when the insurer dies and his estate has to be wound up, it is found necessary to surrender the policy instead of continuing it, and moreover it may happen that through financial difficulties the insurer during his lifetime may find himself unable to continue the payment of the premiums. In the case, however, of a single premium, the matter is quite different, and it is possible by paying a single premium of £413 to secure £1,000 at the end of 30 years, and this course has the further advantage that the insurer can borrow if required a large and continually increasing proportion of the money he has invested should he require to do so, and should he wish to surrender the policy, will always be able to do so on advantageous terms. The course we have indicated above is what is usually adopted, especially in the case of smaller sums, owing to the difficulty of arranging investments of small amounts at compound interest, but this is not, in our opinion, by any means the best way of securing the desired end. In any case, whereas the premium payable is not less than £10, it would be much better to invest the amount annually in the £10 shares of a sound building society, in which case 4 per cent. compound interest can be obtained with absolute security. If, for instance, £20 a year were invested in this way at 4 per cent., in 30 years it would amount to £1,120, thus showing a difference of £120. Investing in a building

society has also this advantage, that the dividend is paid free of income tax, whereas other investments would at the present rate, in the ordinary course, be chargeable with 1s. 2d. in the £, which would make of course a considerable difference. I intend, however, to point out a still better way of providing a sinking fund at the present moment; the course to be pursued is to look out for the debentures of a sound company which are under par, and which have to be paid off at par at the end of a given number of years, and to invest in that security until repaid at par, and then subsequently take out a policy for the remainder of the term of years desired. Take for instance the debenture stock of the Dunlop Co.; this stock is undoubtedly absolutely secured and is to be repaid at par in 1917. The company every year invests a considerable sum of money in purchasing their debentures while under par, and therefore the debenture debt is gradually being reduced; these debentures pay 4 per cent. per annum, and the present price is 92. A purchaser would accordingly get over 4 per cent. for his money for eight years, at the end of which time he would receive a bonus of £8 on each hundred invested, and he could invest the interest as it was received in the shares of a building society. It would take too long to give the full details of the result, but it is sufficiently obvious that it would be very much more profitable than an ordinary sinking fund.

An even better bargain would be the purchase of Tanganyika debentures; the *Financial News* has worked out the results of an investment, and I give them for the benefit of my readers:—The debentures are issued in bonds of £8, the cost of which at the present price of £6 would be about £5,500 for the £8,000 nominal; for 2½ years from now payment of interest will be made by the issue of fresh bonds in lieu of cash, and after that period cash will be paid. By the annual payment of interest at the rate of 5 per cent. in bonds at their face value, the holding of £8,000 would become £9,260 by the date at which the option expires. In less than three years therefore the total thing will have reached a nominal valuation of £9,260, after which 5 per cent. in cash will be paid upon £8,000 nominal for a further five years, or a total sum of £400, bringing up the total at the end of eight years from the present date of £9,660, without allowing for the compound interest which can be secured by the investment of the cash interest during the last five years. As to the security for these debentures, there can be no question; they constitute a first specific charge of 90 per cent. of the issued capital of the Benguella Railway Co., and on 45 per cent. of that of the Union Miniere du Haut-Katanga, and they also have a first floating charge on the whole of the Tanganyika Company's assets other than those situated in Rhodesia. Seeing that the current market valuation of the Tanganyika share capital exceeds 2½ millions, it is obvious that a first charge upon those assets is absolutely secured. These debentures were purchasable a couple of years ago at about £4 per £8 bond, and they have now steadily appreciated to £6, at which price they are being steadily absorbed, and readers should therefore lose no time in investing.



## Tobacconists Protest against the Budget.



UNDER the auspices of the Wholesale Tobacconists' Protection Association, a meeting of the tobacco trade was held in the Memorial Hall, Farringdon Street, on Wednesday afternoon, May 5th, to consider the proposed taxation of tobacco. Owing to the necessarily short notice which was given, there were very few present at three o'clock, the hour at which the proceedings were supposed to begin, but an hour afterwards there was a very fair attendance, and altogether it may be said that the meeting was a thoroughly representative one.

Mr. H. Frank (Messrs. Welfare & Co.) presided, and was supported on the platform by Mr. H. C. Archer (President of the Tobacco Section of the London Chamber of Commerce) and Messrs. Sadler, Daniel, T. May (Morris and Sons), W. P. Solomon, James Kevis, McConnell, H. L. Gross, A. Elkin, Wade Stiles, and others. Mr. Frank, in the course of his opening remarks, said that they met in a crisis unprecedented in the annals of the trade, and that they must set aside all selfish thoughts and feelings, and consider what was best in the interests of all sections. The question was not a little more or a little less margin, but the fact was that tobacconists must either find 25 per cent. more capital to finance their business or be content to do with 25 per cent. less profit. This was a scandalous state of things, and it was impossible to say what the ultimate effect would be. They must, however, enter a strong protest against this scandalous interference with their trade. Three months ago they had informed the Chancellor that the trade was already suffering from over-taxation, because they had been unable to pass on to the consumer the increased taxation of recent years. The question they had to ask themselves was whether they were going to put the tax on the consumer. (Cries of "Certainly.") The speaker made humorous allusion to Mr. Lloyd George feeding the ducks with his little daughter the day after his Budget speech, and observed that he treated the tobacconists in a very different manner—they had asked for bread and he had flung them a stone. It seemed to him incredible and monstrous that all the efforts of the trade should be rendered useless, and surely the trade did not intend to bear in silence such a slight and insult. The future was fraught with danger, and he feared they would have to submit to hardship and injustice owing to this infamous and iniquitous Budget. (Cheers.)

Mr. J. Sadler then moved the first resolution, as follows:— "That this meeting of the tobacco trade desires to enter an emphatic protest against the imposition of increased tobacco duties which since the Chancellor's declaration have not only paralysed the trade but threaten to crush an already overtaxed industry." The new taxation, said the speaker, would have a paralysing effect upon the trade, and at the present moment it was upset from top to bottom. Shakespeare, that wonderful genius, could always be relied on to provide an apt description of anything, and if they would turn up *Macbeth* when they went home they would find the conditions of the tobacco trade exactly in the words, "This is a bloody business." (Laughter.) There was unfortunately no unity amongst the retail trade, and when meetings were called very few attended, neither was there any unity amongst manufacturers, but happily they possessed in the Wholesale Tobacconists' Protection Association one of the strongest and most united bodies in the kingdom. He appealed to all present to bring political influence to bear upon Mr. Lloyd George, and urged them to threaten to become

strong electioneering agents against him; that was the only way in which they could enforce their protest.

Mr. T. J. May (Morris & Sons), in seconding the resolution, said that the 8d. tax meant that some one must lose money, and he ventured to prophesy that in six months there would be fewer manufacturers, retailers, and wholesalers; in short, it was quite clear that the trade was going to suffer very badly, because expenses were at the highest and profits at the lowest. He never heard of retailers leaving large fortunes behind them, and he considered that the tax was hitting below the belt.

Mr. H. C. Archer (Chairman of the Tobacco Section of the London Chamber of Commerce) said that the section of the London Chamber of Commerce over which he had the honour to preside had already asked the Chancellor to receive a deputation, and they intended to point out to him that the increased tax meant that retailers would, even assuming that they put the whole of the 8d. on to the consumer, have to increase the capital used in their business by 2½ per cent., which for a small concern was a very serious matter, inasmuch as the 8d. left no margin in return for the increased capital invested; he thought the Chancellor should be asked to make the duty 6d. a pound. The main policy of the Budget was to place the burden of taxation on the shoulders of those best able to bear it, but in the tobacco trade the new tax placed the burden on those least able to bear it. (Cheers.)

The resolution was unanimously carried.

Mr. W. R. Daniel moved a resolution asking the Chancellor to receive a deputation, and said that there was no doubt that the very existence of the retailer was at stake, and if the tax were persisted in more than half of them would go to the wall, and also a number of manufacturers, in which case the Government will have to step in. No man was more anxiously wished into hell than Mr. Lloyd George was, not only by the smoker but by the retailer. (Laughter and cheers.)

Mr. W. P. Solomon then moved "That this meeting is of opinion that the additional tobacco tax will lead to considerably diminished consumption, and regrets that the trade should be subjected to annoyance and loss without any increase of revenue." Mr. Solomon ridiculed the estimate made by the Chancellor of the amount to be derived from the tax, and argued that every increase of taxation in the tobacco trade meant loss of revenue. If Mr. Lloyd George wanted more money, if he had consulted the leading men in the trade (including the speaker) they would have told him that the way to get it was to reduce the tax to, say, 2s. 8d. (Cheers.)

Mr. McConnell seconded this resolution, which was unanimously carried.

Some amusement was caused by an amendment, moved from the body of the hall, heartily supporting Mr. Lloyd George's Budget. This was ruled out of order on the ground that they were not discussing the Budget but only that part of it which referred to tobacco, upon which the mover said he was quite willing to move his amendment in the form suggested, and asked the meeting whether it was not better if money had to be found that a tax should be put on tobacco rather than upon tea, which poor women consumed; this was met with indignant shouts and laughter and failed to find a seconder.

In the course of one of the speeches a strong attack was made upon a manufacturer whose name was not mentioned, but inasmuch as the meeting was called to discuss general principles, we considered that personalities should not have

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been introduced, and we therefore decline to report the statements made, because we are unable to verify, and because the firm attacked had no opportunity to defend themselves.

The concluding resolution pledged the meeting to see that if the duty was upheld it should fall on the consumer.

We deal with the increased duty in our leading article, and though we are of opinion that it was unjust to impose this duty on the trade in its present harassed condition, we feel bound to say that we were not altogether impressed by the proceedings at the meeting, and are of opinion that the use of intemperate language is not only unbusinesslike but is also very unlikely to secure the end which the meeting had in view. We are further of opinion that the trade would do well to devote themselves to the task of devising a reasonable scheme for throwing the duty upon the consumer, instead of wasting time abusing the Chancellor.

## MR. TEOFANI ON THE BUDGET.

MR. P. TEOFANI has favoured us with the following notes on the Budget:—  
May 24th, 1909.

In view of the large sums of revenue sacrificed by the abolition of the coal tax and reduction of the sugar tax to a nominal amount—4d. per lb.—I am of opinion that the increased tax on tobacco is unjustifiable. Coming as it does on the top of high prices for leaf, the increased duty is a most serious matter to the smaller manufacturer. Owing to the difficulty, if not impossibility, of distributing the increased tax on the packets of cheaper cigarettes, mostly consumed by the working man in this country, retailers are bearing the brunt of the tax, and this reduction of their already narrowed profits has caused great discontent and resentment to thousands of shopkeepers throughout the country. The experience of the past has taught former Chancellors of the Exchequer the inadvisability of ever increasing the price of tobacco beyond 3s. per lb., and this tax is so excessive and uncalled for that it can never stand. Working men are already smoking less, and as far as I can judge this oppressive tobacco taxation is keenly resented by them. The present Budget demonstrates the need for a more equitable system of taxation, and in my opinion marks the doom of free trade methods of taxation as interpreted by its present exponents.

## MARSUMA COMPANY DROP 650 EMPLOYEES.

The Marsuma Company, of Congleton, have discharged 650 hands, whom they had employed in their cigar and cigarette factories, on account of the increased duty on tobacco imposed by the Budget. This firm's cigarettes are hand made, and they have trained a large number of hands in the trade. They state that the Budget proposals have crippled and dislocated their business.

## PROPOSED TOBACCO "RING."

DUTCH GROWERS SUGGEST RESTRICTION OF OUTPUT TO HELP PRICES.

A VERY important scheme concerning the Sumatra tobacco trade is on foot at present. In the last few years the crop of Sumatra tobacco has steadily increased from 233,957 bales in 1904 to 278,115 bales in 1908, an increase of 20 per cent. in four years, during which period there has been no corresponding increase in the demand. This steady expansion on the production has had a bad effect on prices, and, after the record average of 159 cents. per ½ kilo. for the very high grade crop in 1907, the price dropped to 91 cents. in 1908. At the same time the cost of producing Sumatra tobacco has greatly increased in the last few years on account of higher wages and of the rise in the value of Mexican dollars. Whereas about ten years ago the tobacco could be produced at from 60 to 75 cents., at present the cost runs as high as 110 cents. in some cases, which means that in years of moderate, but not altogether bad, prices many companies which used to do very well can no longer earn dividends. Moreover, the new measure adopted by the Austrian State régie, which at present entrusts its purchases to one or two special agents, thus eliminating competition, threatens still further to complicate matters.

To effect a remedy to this state of affairs negotiations have been going on for some time past among the principal interests, and it is now proposed to reduce the number of fields planted by each of the companies by 20 per cent. Of course, this need not mean a corresponding decrease in the crop, as the yield depends on the weather and other natural forces; but in any case a material reduction in the acreage must have a very decided influence on prices. At first a reduction seems to have been designed by some of the big companies only, but the plans have now assumed a much wider scope. The most important dealers and tobacco brokers have joined hands and formally requested the president of the big Nederlandsche Handel Maatschappij, who is on the board of various tobacco companies, to appoint a commission which will have to make binding proposals as to the supervision of the estates.

It is proposed to exclude new tobacco companies, which may be established during the life of the agreement, from the benefit of the Amsterdam market, by arranging so that brokers will not operate for them, whilst the existing companies would have to bind themselves neither to plant more fields than may be allotted by the joint committee nor to take any interest in new ventures. If this plan materialises, a very important step will have been taken towards unification of the interests of all Sumatra tobacco companies, which will enable them to get prices their own way round. For the time being the market is still in a waiting mood, and prices of tobacco shares have scarcely moved at all.—*Financial News.*

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