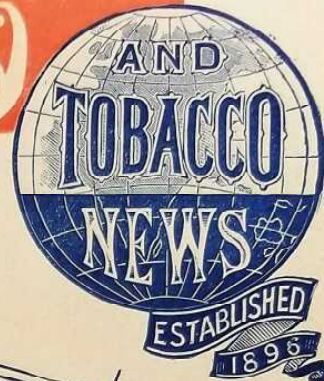


THE BEST 3^{D.} CIGAR. "LA DONCELLA."

Manufactured by JOHN PLAYER & SONS, LTD., NOTTINGHAM.

Published on the 5th of every Month.

Published on the 15th of every Month.



The Cigarette World

EDITED BY

JAMES MOORE and OCTAVIUS BEATTY, M.A., LL.B.

W. D. & H. O. WILLS, LTD.,

BRISTOL and LONDON,

Invite the Special Attention of the Trade to

Capstan" NAVY CUT Cigarettes

IN THREE GRADES OF STRENGTH.

- "MILD" Yellow Label.
- "MEDIUM" Blue Label.
- "FULL" Chocolate Label.

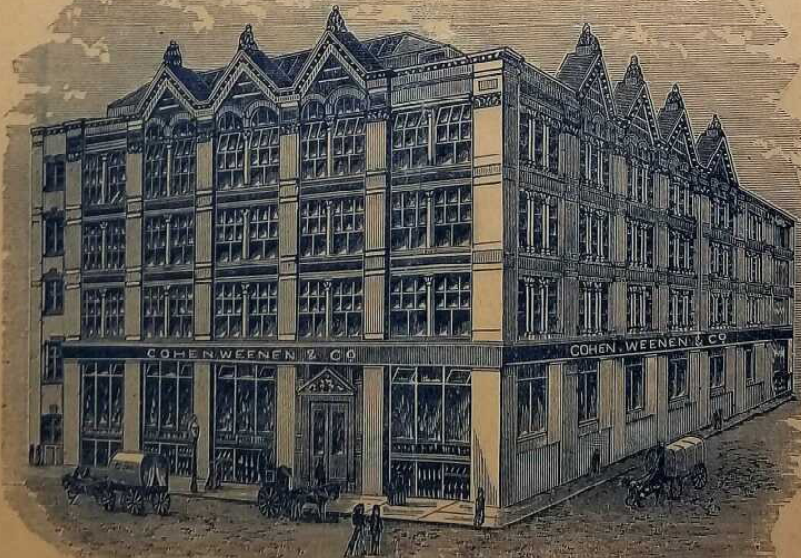
PACKED IN CARTONS OF 10 CIGARETTES

(With and without mouthpieces)

AND IN (50's) PATENT AIR-TIGHT TINS.

PRICE LIST AND FULL PARTICULARS AND TERMS ON APPLICATION.

Cohen Weenen & Co.'s



New Premises,

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BIGGS'S ST., LONDON. "I WU KUSUS," 5 "RAYS" CIGARETTES, PRICE 3d. PRICES ON APPLICATION.

BIGGS'S COMMERCIAL "RICHMOND BOUQUET," 12 CIGARETTES 3d. PRICES ON APPLICATION.

ESTD 1807.

E. J. NEWBIGIN'S SWEET

"Mabel Love"

[REG] CIGARETTES

3d.
PACKETS OF
10

6d.
TINS OF
20

UNSOLICITED
TESTIMONIAL.

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

THE
Commodore
CIGARETTES



Proprietors—
ADKIN
AND
SONS,

LONDON.
Established 1795.

UNSOLICITED
TESTIMONIAL.

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

HENRY HOWELL & CO.,
Manufacturers, 180, OLD STREET, LONDON.

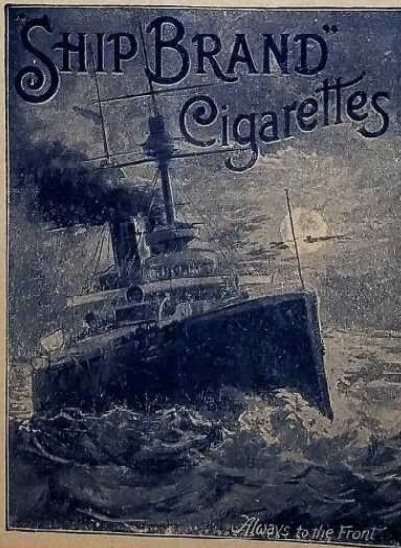
THE BEST HOUSE FOR
**WALKING
STICKS.**

Price List Free on application, or Traveller will call.

SHIP

Cigarettes.

| | To Ounce |
|--------------------------|-------------|
| H.M.S. "Majestic" ... | 18 |
| Egyptian, Oval. | |
| H.M.S. "Magnificent" ... | 20 |
| Straight Cut. | |
| H.M.S. "Serapis" ... | 36 |
| Straight Cut. | |



BRAND

Cigarettes.

| | To Ounce |
|----------------------|-------------|
| H.M.S. "Monarch" ... | 22 |
| Virginia. | |
| H.M.S. "Triumph" ... | 18 |
| Turkish, Oval. | |
| H.M.S. "Renown" ... | 20 |
| Turkish, Oval. | |

SOLE MANUFACTURERS—

R. LOCKYER & CO.
(Late LUPINSKY & LOCKYER),

PRICE LISTS ON APPLICATION.

LONDON, E.C.

PHILLIPS

—SWEET—

GUINEA

GOLD

5

CIGARETTES

10

Guaranteed Pure Virginia.

Sweet, Cool, and Fragrant.

THE 
Latest and Best Line

IN
**WEIGHT
CIGARETTES**

IS THE
"52"
Brand Brand

FINEST VIRGINIA HAND-MADE.

COHEN, WEENEN & CO.,

52, Commercial Road, LONDON.



Professional Window Dressing.

NOTE THIS : IT WILL ADVANTAGE YOU.

3 Gold Medals
For Finest Exhibits
TOBACCO EXHIBITIONS, 1896 and 1897.

Windows dressed and Stocks taken Monthly or Yearly
by Contract.

*Messrs. BOWDEN'S reputation as expert Window Dressers is
acknowledged throughout the Tobacco Trade.*

H. BOWDEN & CO., 30^a, WARWICK ST.,
VICTORIA, S.W.

SWEET CHERRY TIPPED CIGARETTES.



JACOBI BROTHERS & Co., Ltd.,
9 & 11, WILSON STREET, LONDON.

Price List on application.

The Cigarette World

AND TOBACCO NEWS.

MARCH 15th, 1900.

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

THE BUDGET.

IN our last issue we dealt with the forthcoming Budget, and, after pointing out the salient features of the situation, expressed the view that a large increase in the tobacco duty was extremely improbable, but that under all the circumstances a small additional impost was certain. Our views have been abundantly justified by the event, though we need hardly add we were not prepared for the appearance of Sir Michael Hicks-Beach's financial statement a month before the usual time. Fourpence per lb. has been added to the tobacco duty, and 6d. per lb. on foreign cigars, whilst the amount of added moisture admitted remains on the basis of 1898.

THE reduction of 6d. per lb. which the Chancellor of the Exchequer made at a time of great prosperity, though welcome as indicative of a far-seeing and broad-minded policy towards the trade, was exceedingly awkward to deal with, inasmuch as 6d. is not a convenient fraction of 16d., and consequently it was far from easy to apportion the benefit of the decreased tax. We are, therefore, the more pleased that on this occasion the added duty (4d.) is a workable fraction of 16d., as there can thus be no recurrence of the difficulties which necessarily arose in 1898,

Messrs.

John Player & Sons,



Limited.

Beg to inform . . .
the Trade
that the
price of

"LIFEBUOY"

TOBACCO will . . .
be forwarded on . . .
application.

COLONIAL

HAND-MADE
HAVANA
FILLERS.

ATTRACTIVE.
ARTISTIC.
BEAUTIFULLY FINISHED.

EMPIRES

EQUAL TO ANY 4d. CIGAR.

Special Offer for 2,000 in Patent Cases, 5 in a Case, Carriage
Paid, 13/9 per 100. NETT CASH.

SIDNEY PULLINGER, *Ld.*,

NOTTINGHAM
and
BIRMINGHAM.



ADKIN'S
OF THE "QUEEN"
CIGARETTES

"SOLDIERS 5 FOR 1^D



Manufactured by ADKIN & SONS,
LONDON.

and all concerned may console themselves with the reflection that had the duty not been reduced in 1898 it would in all probability have been increased to-day by at least the same amount. In many quarters it was supposed that the trade would welcome the reduction of duty with a chorus of joy, but it is even now scarcely realised that the cost of the benefit was enormous, since, to take one item alone, many of our leading firms spent from £500 to £1,000, or even more, on the production of their price lists. Truly might the manufacturer in 1898 have said, in the words of the poet—

“Timeo Danaos et dona ferentes.”

WE cannot help regretting that the Chancellor of the Exchequer should have thought it necessary to meddle with the tobacco duty instead of relying upon the largely-increased consumption which he himself thought might be expected to follow the reduction. He expressed himself as disappointed with the result of his action, but in this we think he was unreasonable, as a steady and gradual increase is surely better than a sudden spurt, to be followed, perhaps, by an equally sudden drop. Our manufacturers, however, have shown themselves so patriotic since the war began that they are not likely to grumble at the sacrifice entailed upon them, and it is gratifying to note that they have not been caught “napping,” but, like smart business men, have foreseen the danger and acted accordingly.

A WEEKLY contemporary, which has gone in for selling cigars, has an amusingly naive way of advertising its wares. In a column of notes the following gems of thought appear about cigarette smoking:—

“The habitual cigarette-smoker abuses, and does not *use* the precious gift of tobacco. In the first place, he too often smokes abominable rubbish; in the next, he injures the mucous membrane of his body to a degree altogether absent in the case of the pipe or cigar-smoker.

“An occasional cigarette at the theatre, or while waiting for a train, &c., may be indulged in, in moderation, but every medical man concurs in condemning the present baleful large consumption of these paper-covered provokers of disease.”

After thus disposing of the cigarette smoker, the writer proceeds to point out that the detestable practice is all due to the wicked tobacconist who charges such high prices for cigars, and thus drives consumers to the cigarette. Then comes the point, “Now that the — cigar can be got for 2d., six of them making ‘a yard of pure delight’ for a shilling, there is no reason why the cigarette should not be left to the errand boy and school children.”

Dear, dear me! If the weekly journal in question happened to sell cigarettes instead of cigars, should we not have the most terrible denunciations of the cigars, while the comparatively harmless cigarette would be shown to possess all the virtues and none of the defects of the weed?

The statements we have quoted are simply untrue, and display an astounding amount of ignorance of the question. A cigarette is not a “paper-covered provoker of disease.” In fact, the manufacture of the paper has now reached such perfection that no injurious effects follow its consumption.

We dispute altogether the assertion that cigarette smoking injures the mucous membrane more than any other form of smoking; there is no evidence of anything of the sort.

THE following remarks from a recent editorial in the *Medical Record* may perhaps reassure those few people who are still inclined to credit the rubbish which ignorant and prejudiced writers are continually publishing:—“The cigarette has been stigmatised as poisonous in all its component parts. The assertion has been made times without number that the tobacco of which it is composed is adulterated with opium and an ‘unclassified alkaloid,’ and that the paper is poisoned with arsenic, copper, or chlorine. In 1888 *The Lancet* Analytical Sanitary Commission was appointed to probe into this matter, the result being that the cigarette left the court without a stain on its character, at least so far as the foregoing allegations against it were concerned.”

THE paragraph writer in these hard times has to make a very little butter serve for a very large piece of bread, and in his efforts to fill up displays an ingenuity worthy of a better cause. In the police reports of a well-known daily appeared recently an account of the conviction of two little boys for obtaining cigarettes from an automatic machine by means of tin discs instead of the humble “brown” of commerce. The account occupied no less than 434 words, and contained a fairly exhaustive account of what the writer justly calls “tobacco hunger.” We have, however, cause for gratitude, for we have been introduced to a new expression for the tin discs used by the unscrupulous, namely “dummy denarii.” This is distinctly neat, and we can perhaps afford to forgive the amount of dull matter we had to read in order to reach the point.

THE allegations as to tobacco being responsible for the high death-rate in Dublin, to which we directed attention in our last issue, have now been taken up authoritatively by a new and, we may add, excellent medical publication, called *The Physician and Surgeon*, and we need hardly say that the conclusion arrived at is that they are without foundation.

OUR contemporary, after stating that the Dublin retailers of the weed are as justly famed for their high-class qualities of tobacco as are the whisky distillers and stout brewers for their excellent products, deals with the sedative effects of tobacco and with the evils which attend immoderate indulgence in it, wisely remarks that it is very difficult to estimate what over-indulgence is, since individuals vary very much in the amount which their constitutions will tolerate without injury, and goes on to tell the following Carlyle story, which we cannot refrain from quoting:—“On one occasion Thomas Carlyle went to Edinburgh to consult a specialist regarding an attack of acute dyspepsia from which he was suffering. This authority turned to his patient and said, ‘It is all tobacco, sir; do you think you could give up tobacco?’ Carlyle replied, ‘I could cut off my right hand if it were necessary.’ He gave up tobacco for some months, and the effects of his abstemiousness were most disastrous. He described himself as staggering for some

T. VAFIADIS & Co.'s EGYPTIANS

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

(MELBOURNE, HART & Co., 19, Basinghall St, E.C.)

Manufacturers of the Popular Registered Brands of Cigars.

Established 1832.

La Fragancia AND
Gironde**JAMES STEEL & CO.**

ELAINE,

IMPERIALES, CISSIA, PAULA,

LA STELLA, MY FANCY, LA AROMA, EL GLOBO,

COURTS, FABARISA, STEEL'S MEXICANS (CON. FINA & REG. PRINCIPE), etc

TELEPHONE 5192
Telegrams, "AROMA, LIVERPOOL."

Factory: 78, DUKE ST., LIVERPOOL.

N.B.—The Trade only Supplied.

Price Lists on Application.



Sit down, Sir,
and read this!

TRAPPER**CUT NAVY PLUG**

Packed ONLY in 1/2 oz. Cases to retail at
THREE HALF-PENCE.

Sample and Price may be obtained (on receipt of Trade Card) from
RICHARD LLOYD & SONS, London.

HOFFMAN HOUSE CIGARS

(The HILSON COMPANY, NEW YORK, U.S.A.)

Agents for the Provinces:

IND, COOPE & CO., Ltd., Burton-on-Trent,
CIGAR IMPORTERS & BONDERS.

Telephone:
137, NATIONAL.Telegrams:
WHISKY, BURTON-ON-TRENT.

TERMS AND PRICES ON APPLICATION.

months from tree trunk to tree trunk in a metaphorical wood without one symptom of benefit from the self-denial, till at last, sinking down at the foot of one of the tree trunks, and seeing a long clay pipe and a tobacco pouch providentially lying on the turf close by him, he exclaimed, 'I will endure this diabolical farce and delusion no longer!' and had a good smoke then and there once more in signal of reverting for ever to his old comfort. Tobacco and a very little good brandy, he used to say to the end of his life, were the only two drugs in the whole Pharmacopœia that he had found of any real help to his distressed human organism."

—◆—

WE think the great philosopher must have been rather a trial to his friends during those unhappy months, and must have sadly thought of all the enjoyment he had missed.

—◆—

WE are reminded by this anecdote of a well authenticated story of a judge not long dead, who, being in bad health, consulted his medical adviser. The doctor inquired into his habits, and found that the old man took no alcohol during the day, but was accustomed to drink a bottle of vintage port for his dinner. He promptly insisted on his patient giving up the port, and said he would call again after a fortnight had elapsed in order to see what the effect was. On his next visit he was alarmed to find the judge much worse, and his pulse slow and feeble, whereupon, like a wise man, he saw that his treatment had been imprudent, and gave orders that the patient should go back to the port. "Thank you, doctor," said the judge, drily, "*but what about the arrears?*"

—◆—

In this connection we may be forgiven for telling the following well-known anecdote of Professor Huxley:—

It is said that the late Professor Huxley, during a lecturing tour, was pressed to preside at a meeting to be held by the Anti-Tobacco League. The Professor accepted the invitation, and the following night found himself in the chair. A large audience had assembled, and gave the chairman an exceedingly warm greeting.

"Ladies and gentlemen," said the Professor on rising, "I shall open these proceedings by relating a little incident which occurred some years ago. I was visiting a dear friend of mine, who was at the time deeply interested in a discovery recently made in connection with science, and, being much interested myself, we exchanged views, which naturally led to much animated discussion. However, notwithstanding the similarity of our tastes in various studies, there was one point on which we differed—my friend was an inveterate smoker, whilst I, on the contrary, detested tobacco in any and every form." (Great applause.)

"After dinner we usually retired to his study to discuss this important discovery. Finding myself on one occasion nearly suffocated with the smoke from my friend's cigar, I mildly expostulated, whereupon, pushing the cigars towards me, he exclaimed, 'Take one yourself, old man, it's the best remedy.' Knowing from experience that it would be impossible to induce him to relinquish his, I reluctantly took a cigar and

smoked it; and since that time, ladies and gentlemen, nothing on earth would induce me—(suppressed applause)—would induce me," resumed the famous chairman, "to forego my after-dinner weed." Tableau!

—◆—

TOBACCO taken in certain forms and quantities is undoubtedly a poison, like many other articles of daily consumption. A sad case of misuse of the weed is reported from Longtown Workhouse, where an inmate named Hugh Walsh has recently died. Hugh is stated to have been 110 years of age at the time of his decease (and there is no cause to disbelieve this, as his papers prove that he enlisted before the Peninsular war in 1808), but as far back as 1805 his friends gave up trying to dissuade him from the tobacco habit, and left him to court death in his own way. At the Workhouse where he passed away, porridge, milk and tobacco formed his only articles of diet, and he is stated to have swallowed the three. In a more delicate way than this, however (for she smoked her tobacco in a long clay), little Margaret Ryan sought rest at the premature age of ninety-seven by smoking thick black twist. For over thirty years she was an inmate of Halifax Workhouse, and smoked ever since she could remember.

Yes, tobacco is undoubtedly a poison—a slow one, admittedly—but any man who kills himself by smoking good British-made cigars (or even Havanas), good, sound tobacco, or properly-blended cigarettes, must be a glutton of whom the earth is well rid.

—◆—

WE note that a Bill has been introduced into the New York State Legislature for the registration of the sale of cigarettes. Dealers must obtain a tax certificate, and make oath that the cigarettes offered for sale contain no narcotics or injurious drugs.

—◆—

WE also note that there has been a considerable decrease in the production of American cigarettes during 1899. If the cigarettes supplied are really of such quality as to necessitate legislation compelling manufacturers to make oath that their goods are free from adulteration, it is small wonder that the public fight shy of them. It is much to be desired that the Bill should also apply to the exported article, but this is perhaps too much to expect. Scores of lives are annually sacrificed through the use of low-flash American oil, which is far below the flash point insisted upon in that country, and we need not hope, therefore, for any protection in the case of cigarettes. The moral is easy to read, and it is, Buy the high-class goods manufactured at home, which are as cheap and much better.

—◆—

ON another page will be found a full report of the annual meeting of the shareholders in Salmon & Gluckstein, Ltd. The report, which was unanimously adopted, showed, after payment of debenture interest, a net profit (subject to depreciation) of £58,678 9s. 9d., being £6,666 2s. 7d. in excess of 1898. Adding £17,646 15s. 10d. to the amount brought forward from last year's accounts, the available total is £76,325 5s. 7d. A final dividend of 11 per cent. for the past half year was declared, and, together with the interim dividend

"LA CINGARA," finest imported Mexicans.

Sole
Importers:

MELBOURNE, HART & Co., 19, Basinghall St., E.C.

BUDGET, 1900.

Our New and Revised General Price List in hand.

We will not lose a moment in distributing same amongst our numerous customers immediately it is ready.

In the meantime ALL GOODS are charged at Manufacturers' revised prices.

It is absolutely necessary for RETAILERS TO PROMPTLY and substantially increase their prices. The Smoker must pay the advance, the Retailer cannot possibly afford to do so.

SINGLETON & COLE, LTD.,

11/16, CANNON STREET, BIRMINGHAM.

Send your

Repairs

TO US.

We are making a special feature of them in connection with our

NEW PIPE FACTORY.

You can rely on promptness, high-class workmanship, and moderate charges.

Pipes and Holders of any design made to order on the shortest notice.

SINGLETON & COLE, LTD.,

CANNON STREET,
BIRMINGHAM.

OUR LEADING LINES in Packet Cigarettes are:

"Real Joy" Cigarettes,

5 for 1d. ; 13/6 per 1,000

(The Largest 1d. Packet in the Trade),

"Silk Cut," Cork Tipped,

In Packets of 10 ; 20/0 per 1,000

"Virginia Beauties,"

In Pkts. of 20 for 3d. ; 10/0 per 1,000

"Golden Blossoms,"

Tins of 25's & 50's ; 13/6 per 1,000

"Sincola," Leaf Tipped,

Tins of 25's & 50's ; 17/6 per 1,000

SUBJECT TO OUR USUAL DISCOUNTS.

SEND FOR REVISED GENERAL PRICE LIST.

SINGLETON & COLE, LTD., BIRMINGHAM.

already paid of 9 per cent., absorbed £40,000. After payment of £6,000 for directors' management fees (which has become due by reason of the payment of a 10 per cent. dividend), £19,911 18s. 7d. was carried forward.

THE report of the annual meeting of Albert Baker & Co. will be found elsewhere. The total net profit for 1899 amounts to £10,065 6s. 11d. The report and balance sheet were unanimously adopted.

THE winner of the February competition, in which the word "Boers" was mis-spelt in Messrs. T. Riley & Son's advertisement, is Mr. Harry Coates, an employé of Mr. John Coates, 4, Nessgate, York. It would appear that our readers have a keen eye for Britain's opponents in South Africa, for with very few exceptions all of the competitors sent in the correct word. Unfortunately for these, however, Mr. Coates' letter came out first, and we offer him our congratulations, while 20s. worth of Riley's "Navy Brigade" cigarettes are already *en route* to him. Several competitors considered that "Vittoria Street" was mis-spelt in Messrs. Borgen's advertisement, no doubt thinking that at this loyal period it should be re-named "Victoria" Street. Birmingham Town Council, please note!

Budget Notes.

IN view of the increased duty, our representative interviewed many of the leading firms to ascertain their opinions on the question of the necessary revision of prices. In almost every case, however, it was found that, for the present, the additional fourpence had been added to tobacco all round pending a proper adjustment of the increase, which could not be arrived at owing to lack of time. Weight cigarettes will bear an increase in price at the same rate, but penny packets are being advanced 1s. per 1,000, while the threepenny packets and other full-sized packet cigarettes will necessarily bear a varying increase of from 1s. 2d. to 1s. 6d. per 1,000. In a like manner, foreign cigars will go up from 6d. to 1s. per 1,000, and British will be advanced 6d. The unfortunate part of the advance is that the retailer will be called upon to bear the brunt of the rise in cigarettes and cigars. The manufacturer has, in a great many instances, been working at a low margin of profit with the cheaper lines, and is compelled to add the new duty to his prices, but the public will not pay more than 1d. for a penny packet, and where low prices existed in threepenny lines, it will be found difficult to argue with a customer that 4d. per lb. increase should affect the price of his single packet. With regard to packet tobaccos, however, the change may do some good, as it may be the means of eradicating from the tobacco trade the abominable fraction which has, until recently, been almost solely relegated to the draper. One thing more—if ever there was a time for the tobacconist to get his "loose" trade together, it is the present. Let him pay a good price for a good article and it will profit him. In the adjustment of prices, it may be that some members of the public will resent the increased price of their favourite brand, and if the dealer will offer a good loose tobacco in proper condition, it is possible

that he may secure the purchaser's future trade. We say nothing in depreciation of proprietary articles; their merit lies not only in their generally excellent value, but more particularly in their uniform quality, and in the fact that they may be obtained where and when a purchaser may require them, but they do not tend to a "regular" trade, and this is, above things, what the retail tobacconist requires.

A humorist has it that bimetalists will be pleased to see the extra duty on tobacco, as it increases the value of the "quid."

THE various Custom Houses all over the kingdom witnessed some remarkable scenes, and received some marvellous payments, during the Saturday and Monday prior to the announcement of the Budget on the evening of the 5th inst. At the London Custom House a huge crowd assembled in the street at a very early hour, and at nine o'clock, when the doors were opened, a struggling mass of clerks, porters, merchants and agents fought their way through hall and lobbies in order to get their respective clearances effected. The ordinary staff of police were powerless to cope with the rush, and thirty extra constables had to be sent for. In the mad endeavour to be first several persons fainted, and the doors of the lobby were smashed before the pressure of the crowd.

Sir Michael Hicks-Beach arrived on the scene about mid-day and held a consultation with the heads of the department. He was well received by the crowd, who were quick to recognise him, and cheers were heartily given for him both on his arrival and departure. This is how we view an increase of taxation when the occasion demands it.

When the official "closing time" arrived the place was still thronged with people anxious to tender their money for various papers bearing illegible signatures, but were met by the official "Too late!" Many were disappointed, but nevertheless good humour prevailed, and those who came to pay remained to play, the crowd giving vent to their feelings in the National Anthem, "Soldiers of the Queen," and other patriotic efforts.

Nearly £785,000 was paid on dutiable goods on the Saturday and Monday, £100,000 being paid in a single hour on the last-named day.

The Liverpool Custom House was not without its excitement, and over £500,000 was paid in on tobacco, spirits, and dried fruits. It is stated that one cheque was for £50,000.

At Bristol £53,000 was paid on the Saturday, chiefly on tobacco, and Monday's receipts were much heavier, but included more spirits.

Glasgow merchants forestalled events by clearing goods of the dutiable value of £172,000 in the two days, the average payments being about £7,000 daily at a normal period.

Belfast and Dublin contributed their quota also to the swelling Exchequer, large amounts being paid in both places, chiefly on spirits and tobacco.

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

(MELBOURNE, HART & Co.,
19, Basinghall St., E.C.)



Freeman's

'DARVEL BAY'

(BORNEO)

Cigars

STILL HOLD THE LEAD,

AND SELL AS FREELY AS IMPORTED HAVANAS.



Made in six sizes.

Sole Agents : JOHN CARIDI & CO.,

5 & 6, Bury Court, St. Mary Axe,

Telegraphic Address:

"DRASTIC, LONDON."

Telephone: 477 Avenue.

LONDON, E.C.



Our Smoking Mixture.

THE TOBACCO TRADE of the country has wonderfully increased of late. In the last two years the increased consumption of tobacco in the United Kingdom is estimated at over 7,000,000 pounds. In other words, the actual increase has been at least three ounces per head of the population. The figures for the three years are—

| Consumption in the United Kingdom. | |
|------------------------------------|-----------------|
| 1897..... | 67,834,585 lbs. |
| 1898..... | 71,733,763 „ |
| 1899..... | 74,872,875 „ |

A COMMERCIAL TRAVELLER who was detained the other night at a little wayside Welsh junction had gone into the waiting room, and was enjoying a cigar, when a porter entered. The traveller, pointing to a printed notice overhead, "Smoking is Strictly Prohibited," remarked insinuatingly, "I s'pose this rule is not strictly enforced?" "Oh! no, sir," was the confidential response; "nor the one underneath!" The commercial looked where the porter pointed, and read "Railway Servants are not allowed to receive Gratuities."

THE VICTORIA (N.S.W.) tobacco-growing industry this year scored its direst failure up to date, says the *Sydney Bulletin*. Fifty hogsheads of leaf, specially chosen by Government expert (Bondurant), were shipped some months ago, to test the same old London market which had previously "snorted" at Victorian 'baccy, the result being the same old 3d. a pound for the pick of the shipment, and no market at all for the balance. Bondurant is throwing up his billet this month for a more promising job in the West Indies, and there doesn't seem to be a keen political demand for another expert. Even the prediction that this blue-mouldy industry would end in smoke is falsified. The contents of the 50 hogsheads will be mostly boiled down into soup for the destruction of insects. Somebody writes to the *Age*, re Victorian tobacco growing:—"For two years we have had no tobacco crop to be cured according to the Bondurant or any other method. The price of hops is so discouraging that growers are giving that up, and if the local tobacco market is cleared they will grow tobacco, which, by-the-way, is *this year* entirely free from blue mould, and the plants look strong and healthy. This will be the first clean crop grown from seed bed to harvest time since the Government expert arrived, and if he is permitted to leave the province now when his work is only beginning, the Victorian growers will be thrown back once more upon their old methods of cultivation and curing, and the work done up to this date entirely lost." From the pessimists' point of view, the *Age* correspondent condemns his own cause. Expert Bondurant came to Victoria three and-a-half years ago, and in the meantime two crops of tobacco have gone wrong, notwithstanding that he has persistently preached the principles of successful growing, and conducted an experimental farm where the results were no better than in other places. As for the present crop, it has been lucky thus far in escaping hot winds, but when the hot winds and other ordinary summer calamities happen to it, it will probably go wrong as usual; and even if it doesn't go wrong there is surely little left for Mr. Bondurant to teach the growers. The grower who has failed to learn how to pick, clean, and cure tobacco leaves on Bondurant's system after three and-a-half years of verbal and practical instruction should retire from the business and give his mind to turnips.

THE STATISTICAL FIEND has been at it again, this time in relation to the tobacco smoked by the idol of the day, Mr. Tommy Atkins, and in a recent issue of *The Bits* he spreads the following computations for our benefit:—Assuming that at the present moment our fighting army consumes 15,000 lbs. of tobacco per week, or within a measurable distance of a ton per day (by-the-bye, where does he get this estimate from?), he proceeds—"The weight of the tobacco smoked in six months is, in fact, so great that if all the great guns in present use by our Army in South Africa were placed as weights in one pan of a pair of scales, and the tobacco in the other pan, it would be necessary to add to the guns a small army of 700 soldiers in order to make the scales even. The tobacco would outweigh no fewer than 380 of our 15-pounder field-guns, or 87 of the 47 quick-firing naval guns, which have, in spite of their weight, been so cleverly utilised for field work, and have done such excellent service. It would raise completely off their feet two and a half battalions of infantry (on a footing of war), and would furnish a burden of a hundred-weight for each of 3,480 men. The mere transport of our six months' supply of tobacco would be a formidable undertaking. Allowing a weight of two tons to each wagon, drawn by the regulation team of eight mules, the procession of eighty-seven wagons drawn by 696 mules would stretch a distance of a mile, and would reach from the Mansion House to Temple Bar. Two days' supply of 'Tommy's' tobacco would be sufficient to fill every one of our South African big guns from breech to muzzle; and a pipe large enough to contain our six months' supply would indeed be one of the wonders of the world. Its bowl would be 25 feet in diameter, and its height would be almost exactly that of Cleopatra's Needle (70 feet). The largest locomotive in the world could steam into this mammoth bowl, carrying another locomotive of a smaller size on its back; and, in fact, the bowl would be so capacious that it would be quite possible to pack into it three and a half battalions of infantry. If any of the lower strata objected to the crowding, they might escape the pressure by crawling out by way of the stem, which would be nearly 3 feet in diameter. If our aggregate pipe was a churchwarden, this process of escape would require some little time, as the stem would be something like 200 yards long. To move this pipe, loaded with its burden of tobacco, would be quite a sufficient task for an average locomotive, or for a team of 150 horses; while it would take an entire township of 7,000 inhabitants to raise it an inch from the ground. If the task of smoking Tommy's six months' allowance of tobacco had been given out at the beginning of the Crimean War to a single company of 100 men, and if they had stuck manfully to their task without pausing a moment-night or day, they would barely reach the last whiffs by the end of the century. And yet, in spite of these impressive figures, tobacco forms a very microscopic portion of our campaigner's supplies. During the six months he disposes of an almost equal amount of tea, nearly twice as much salt, twelve times as much sugar, and fifty-six times as much bread or beef."

CALABRIAN BRIAR-ROOT.—Mr. Consul Neville-Rolfe, in his report from Southern Italy, mentions a curious circumstance about a recent attempt which the Italian merchants made to introduce Calabrian briar-root into the market. The attempt was unsuccessful, for the following singular reason. It appears that, though briar-root pipes are perhaps more used in England than in any other country, the briar part is turned out mainly in France, and sent over ready for mounting, which is done in England. "Some specimen blocks," the Consul says, "were sent from here to London, and were there worked up, and certainly nothing could be more excellent in grain and quality; but in order to compete with the French article in the British market, it will be necessary to do the lathe work here. In view of the cheapness of skilled labour in Southern Italy and the plentifulness of the material in Calabria, this ought not to be an insuperable difficulty." Trade inquiries on the subject should be addressed to Mr. E. R. Kerrich, British Vice-Consul, Reggio, Calabria, Italy, who will send samples if required.

"FLOR DE ROSEBERY"

GUARANTEED FINEST SELECTED HAVANA FILLERS.

Acknowledged to be the finest quality **3^{D.}** Cigar in the Market.

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Historical Facts Anent "The Weed."

"THERE is an herbe," says an old writer, "which is sowed apart by itself and is called by the inhabitants Vppowoc. In the West Indies, it hath divers names, according to the several places and countries where it groweth and is used. The Spaniards call it tobacco. The leaves thereof being dried and brought to powder, they use to take the fume or smoake thereof by sucking it through pipes, made of clay, into their stomachs and head. This Vppowoc is of so precious estimation amongst them that they think their gods are marvellously delighted therewith, wherefore sometimes they make hallowed fire and cast some of the powder therein for a sacrifice."

When the Indians were first observed to be smoking, by inhaling through the nostrils, by the crew which sailed with Columbus in 1492, it was thought by the mariners that the smokers were simply perfuming themselves. The pipe which the Indians used, and which they called "tobago," was shaped like the letter Y, and the manner of using it was, in the light of later days, somewhat peculiar. Imagine for a moment a group of native warriors sitting round a heap of smouldering powder, each with the forked ends of the pipe up his nostrils and the long end reaching into the smoking pile. Nowadays a devotee of nicotine occasionally *exhales* through his nasal organ; the primitive smoker *inhaled* through the same part. Curiously enough, it was the Y-shaped pipe which gave to the fragrant herb the name by which we now know it, for Columbus, discovering an island of a similar shape to the native pipe, christened it Tobago, and from this island the name of "tobacco" was derived. Tobacco was not brought into Europe until late in the sixteenth century, when a Spanish doctor named Hernandez was credited with having been the first to introduce it. In 1559, Jean Nicot (hence nicotine) forwarded some of the leaves to the Grand Prieur of France and described it to him as "a herb of peculiarly pleasant taste, good medicinally in fevers and other diseases," and it was, in fact, only as a medicine that it was used for many years in Europe. "For a long time," says a writer in an interesting article in the *Evening Standard*, "the fragrant weed had no settled name; it was called by a score of different titles, the most common being nicotiana. Ultimately, the world returned to 'tobacco,' the name by which Hernandez called it on introducing it into Europe, and, with trifling variations, this is the name by which it is universally known."

Tradition asserts that Sir Walter Raleigh was the first to smoke tobacco in England. This honour is also claimed for several other gentlemen, but it is a point impossible to be settled. Captains Price and Koet were, however, the first to smoke tobacco publicly in London. They used "segars" or twisted leaves, and many people assembled to see them smoke or drink tobacco, as it was called at that time. Pipes were not invented in those days. At first they were made of silver, and the poorer classes, unable to buy these, used a walnut shell for the bowl of the pipe, and a straw to suck up the smoke. This primitive pipe was passed from man to man, round the table in taverns, where smoking was chiefly indulged in. Smoking leapt into popular favour, and the habit was practised everywhere, churches not excepted. Urban VIII. issued a bull, excommunicating all who used tobacco in churches; and the Empress Elizabeth thought proper to add to this penalty of excommunication against those who filled their nostrils with snuff during Divine service, and ordered the headles to confiscate their snuff-boxes. Later, another Pope excommunicated all who took "snuff or tobacco in St. Peter's" at Rome. Later, the American Puritans followed the example of the European Catholics, and forbade smoking in church, as the services were "greatly disturbed by the clicking of flints and steel to light the pipes, and the clouds of smoke in church." Hence a law was made enacting that "any person or persons that shall be found smoking of tobacco on the Lord's Day, going to or from the meetings, within two miles of the meeting house, shall pay twelve pence for every such default." Under this law five men were fined "for smoking of tobacco at the end of Yarmouth (Massachusetts) Meeting House on the Lord's Day." Like everything else, tobacco by its popularity awakened opposition. The anti-tobaccoists were headed by James I., who characterised the custom as "loathsome to the eye, harmful to the braine, dangerous to the lungs, and in the black stinking fume thereof nearest resembling the horrible Stygian smoke of the pit that is bottomless." This royal condemnation of smoking called forth similar effusions to the British Solomon's "Counterblaste," and for many years the tobaccoists—as the smokers, not the sellers, of tobacco were then called—came in for severe criticism. All classes indulged in tobacco, nor were the ladies squeamish in partaking of the fragrant weed. In those days smoking was a more expensive habit than it is to-day. Tobacco cost 3s. an ounce (equal, according to present values, to 18s.). It was also sold for its weight in silver, and our ancestors were accustomed to reserve their heaviest shillings for buying

tobacco. It was calculated by an ingenious writer in 1614 that there were at that time 7,000 shops selling tobacco in London, and that, assuming each shop took on an average half-a-crown a day, then "£319,375 a year, summa totalis, is all spent in smoake." What would that worthy think of the £17,000,000 we spend every year on smoking now? To check the habit, James I. raised the duty from the original 2d. per pound to 6s. 10d. As this produced no effect, James only permitted tobacco to be sold by those to whom he granted a special licence, and this course was continued by succeeding Governments.

Much as the Englishman likes his glass of beer, he prizes his pipe much more, and one can easily imagine the storm which would arise if the House of Commons took steps to stop smoking. Yet, in 1621, Sir William Stroud moved in the House of Commons that he would have "tobacco banished wholly out of the realm, and not brought in nor used among us." Sir Guy Palmes said that if tobacco be not banished, it will overthrow 100,000 men in England, for now it was so common, he had seen men take it at the plough. James I. was not alone in his attempt to uproot the habit of smoking. Pagan, Mahomedan, and Christian monarchs combined to crush it out. Peter the Great prohibited the use of tobacco, and so did the Shah of Persia. Amurath VII. of Turkey ordered that all smokers should have their noses slit and a tobacco pipe thrust through; they were then to be paraded through the streets as a warning. For smoking, the leaves of a plant, death was the penalty; for snuffing it up the nostrils the nose was cut off. But neither the decrees of princes nor the thunders of popes could check the habit. The wit of fools and the wisdom of scholars were alike wasted in fruitless endeavours to banish tobacco. Such efforts seem ridiculous nowadays. Imagine, if you can, a Turk without his cigarette, a German without his pipe, an Englishman without his cigar. Amongst the Puritans, tobacco was at first abhorred, but gradually it gained ground. Quakers smoked, but Friends were requested "to partake of tobacco privately and in their own houses, in order not to encourage smoking and make the use thereof excessive." In the American Colonies tobacco took the form of coin. For harbouring a Quaker or bringing one from England, a fine of 5,000 lb. of tobacco was inflicted. A cargo of young women was brought from England for wives for the settlers, and these were disposed of at 120 lb. of tobacco per head.

In later days, tobacco has proved itself to be worthy of the late Charles Kingsley's high eulogium, familiar to all readers of (and, indeed, smokers of) "Westward Ho!" Drake's men puffed it and otherwise consumed it to mitigate their hunger; while it is on record that soldiers have gone into battle, time after time, without stopping their smoke. During the Franco-Prussian War, one regiment of Hussars attacked the French troops with cigars in their mouths, while the lack of tobacco amongst the French Army was declared to be responsible, to a certain degree, for the discontent which sprung up. At Balacava, it is recorded that a regimental butcher, who was engaged in dressing a sheep and smoking at the same time, charged with the Light Brigade, cleaver in hand and pipe in mouth. As the Egyptian campaigns are credited with the demand for Egyptian cigarettes in this country, so the Crimean War made smoking popular in public; for the officers soon discovered, during the horrors of that campaign, the solace and comfort afforded by the humble pipe, and after the war they went on smoking. Wellington, it is true, objected to tobacco, but he also objected to the use of a great many luxuries; while Napoleon took snuff, and, at one time, the greater part of Europe. Von Moltke, one of the greatest, if not the greatest strategist of the age smoked incessantly, as well as snuffed, and it is said that Lord Wolseley, who represents the strategical school in the British Army, smoked nine cigars right off after the battle of Tel-el-Kebr.

What the world would be without tobacco nobody can imagine. Let anti-tobaccoists and faddists remember that it has been proved officially in France, and privately in Belgium, Germany and England, that no criminal has ever committed a crime of violence while smoking. "A man who is smoking is not likely to commit a bad act. Tobacco seems to make him better natured and more resigned."

BRIDGET: "Wuz yez sick whin yez worr comin' over the ocean?"

Mike (newly arrived): "Wuzn't Oi, though? If Oi hadn't put on a loife preserver, Oi believe Oi'd 'a' died."

TIEPASS TEDDY: "Dis paper tells about a doctor wot's makin' experiments ter find out de effect of alcohol on de human system."

Handout Harry: "Where does that doctor live? He kin experiment on me as much as he wants to."

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

“CARLTON.”

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

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

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

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

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

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

WM. CLARKE & SON
LIVERPOOL & LONDON.



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

MULTUM IN PARVO.

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

Trade Notes and Announcements.

A subscription is on foot to present a suitable testimonial to MR. S. J. BIRTLES, in recognition of his services to the West Riding Council. Most of the Associations in the locality are supporting it.

The firms of MESSRS. BARTLETT & BICKLEY, of 7, South Molton Street, W., and MESSRS. CHARLES JONAS & Co., of 5, Jeffrey's Square, E.C., have been amalgamated, by the introduction of MR. CHARLES D. JONAS as a partner in the first-named firm. The businesses will be continued at 7, South Molton Street, under the title of BARTLETT & BICKLEY.

MR. E. BROOKE has lately taken over the business carried on for some years by Mr. W. R. Costello, at 11, Noel Park Terrace, Wood Green.

MR. W. A. CHURCHMAN, Mayor of Ipswich, presiding at an Early Closing Association meeting recently, suggested that there should be a legal half-holiday every week, and that at least twelve of these per annum should be devoted to rifle shooting by every able-bodied man.

The business of Messrs. Dennie & Co., wholesale and retail tobacconists, of Sheffield, has, we understand, been recently purchased by MESSRS. W. TYLER & Co., of 8, Castle Gate, Nottingham.

MESSRS. S. GARBER & Co. have established themselves at 35, Wormwood Street, E.C., as tobacconists and cigar dealers.

MR. JOSEPH HARTLEY, tobacconist and stationer, of Colne, has recently been elected a member of the local School Board.

MR. J. JOHNSTON, tobacconist, &c., of Dingwall, has executed a trust deed in favour of Mr. C. P. THOMPSON, of 3, Union Street, Inverness, for the benefit of his creditors. We understand that the business is for sale.

MESSRS. KAPP & PETERSON have appointed Messrs. T. P. & R. Goodbody, of Middlesex Street, Aldgate, to be their agents in London, in succession to Mr. A. Cocollis.

MESSRS. LAMBERT & BUTLER, LTD., absolutely repudiate any connection with the pro-Boer telegram which was recently exhibited by an Aix-la-Chapelle tobacconist announcing "a brilliant Boer victory," and signed "Lambert Butler." Naturally, the firm are very much annoyed at the unwarrantable use of their name, and investigations are being made as to the origin of the telegram with a view to the punishment, if possible, of the offender.

The LANCASHIRE & YORKSHIRE TOBACCO MANUFACTURING Co. have taken over the business of R. J. ELLIOTT & Co., LTD., of Colne, as from the 1st inst. The plant and machinery are being removed to the Burnley Company's premises, but the services of the managers and travellers of Messrs. Elliotts are being retained.

MESSRS. PHELPS CHANDLISH & Co., of 27, Haymarket, Sheffield, have made arrangements with a Liverpool bonded store to forward tobaccos, &c., purchased through them, to men at the front at *ex duty* prices. The firm asks for three days' notice in order to make up parcels of at least 20 lb. for the rebate.

MESSRS. T. RILEY & SON, LTD., of Convent Works, Nottingham, have just brought out a cigar under the title of "Lord Kitchener." An attractive cabinet full of cigars, and bearing a life-size portrait of Lord Kitchener, can be obtained free of charge, by conforming to certain conditions.

MR. W. H. SALISBURY, St. Mary Street Buildings, Cardiff, has made special arrangements with the Commissioners of Customs, through the instrumentality of Messrs. Lambert & Butler, Ltd., for the forwarding of tobaccos, &c., to the front.

The premises recently occupied by MESSRS. SACRET & Co. at 15, Regent Street, Yarmouth, were offered for sale last month, but the reserve not being reached, were withdrawn. Messrs. Sacret, as we announced last month, have new premises in Middlegate Street.

MESSRS. SAMUELSON & Co.'s monthly report, dated March 1st, states: The market for North American tobacco continues to run a satisfactory course, though perhaps more favourable to buyers than to sellers. The demand during February was good, and quite as general as can be expected, as buyers operate according to the necessities of their trade. Nothing new can be said about Westerns or Virginian tobaccos now for some months to come. The best of the crops having been received, the offerings must become depleted of desirable kinds by the progress of sales, augmented in decreasing degrees by fresh arrivals. The dimensions of our stocks attract the attention of our continental friends, for whose information we may say that there are practically no valueless "dead-beat" parcels to be picked up in our market, and no offerings in Virginia growths, so far as we know, are low enough in price to come under the denomination of what we call exports.

MESSRS. J. MILLHOFF & Co. have handed in the following interesting correspondence for publication:—January 26th, 1900.—Messrs. M. Beedle & Co., 4 & 5 Tottenham Court Road, W.—Dear Sirs,—In an interview with the trade papers some little time ago, we mentioned that a West End shopkeeper—meaning yourselves—had been selling the "Pick-Me-Up" Cigarettes at the rate of fifty-five thousand per month. This statement appearing in the paper was challenged by someone in the trade as being incorrect and out of the question. Thereupon the Editor wrote to us for further information on the subject. We wish to know, therefore, if you would be good enough to let us mention your name, giving publicity to the fact of its being genuine. We should be glad if you would be good enough to write us confirming this. In doing so, you will confer a great favour upon us, and no doubt the announcement will be of service to yourselves.—Yours faithfully, J. MILLHOFF & Co. From M. Beedle & Co., No. 1 (late 4 & 5), Tottenham Court Road, W.—February 5th, 1900.—Messrs. J. Millhoff & Co., 27, Commercial Street, E.—Gentlemen,—In answer to your letter of January 26th in reference to the number of "Pick-Me-Up" Cigarettes I have sold (over the counter only), my books will prove that when the tobacco trade journals mentioned recently that a West End tradesman sold at

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



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Syndicate

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*Established for the purpose of supplying Mixed
 Parcels at the very lowest possible prices. All
 Tobacconists should become Subscribers to obtain
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| Sarcko Cigars. | T.S.S. Cigars. |
| Sarcko Tobaccos. | T.S.S. Tobaccos. |
| Sarcko Cigarettes. | T.S.S. Cigarettes. |
| Havana Brands, Flor de Grack, IN 9 SIZES. | |
| Las Flores de Denmark, IN 8 SIZES. | |

OUR NEW ILLUSTRATED BRITISH CIGAR LIST, with fac-simile reproductions of 29 Brands, and Weight Cigarette List, with 37 Illustrations, will be forwarded on receipt of Post Card.

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21, FARRINGDON STREET, E.C.

Branch Depots:

10, LONG LANE, E.C.

127, STRAND, W.C.

43, HIGH STREET, PUTNEY.

36a, HILL ROAD, WIMBLEDON.



20, SUSSEX PLACE, SOUTH KENSINGTON.

167, EARL'S COURT ROAD, S.W.

263, PORTOBELLO ROAD, W.

238, GREAT PORTLAND STREET, W.

115, OLD KENT ROAD, S.E.

TRADE NEWS AND NOTES—continued.

the rate of fifty-five thousand a month, they were quite correct. Regretting my delay in answering your letter, which I know you will excuse, as you are well aware that I have been very busy opening my new shop at No. 1, Tottenham Court Road.—I am, Gentlemen, Yours faithfully, (Signed) M. BEEDLE.

Limited Companies.

ALBERT BAKER & Co., 1898, LTD.—The second annual meeting of the shareholders of this company was held at Winchester House, Old Broad Street, on February 27, under the presidency of Mr. Nathaniel De Meza. The secretary having read the usual notice calling the meeting, the Chairman proceeded: Ladies and gentlemen,—I have great pleasure in again meeting you and pointing out to you the main features of a year's working of your company. With your permission we will take the minutes of the last meeting as read, and also the report and accounts, and I will proceed to deal with the several items of the accounts which have been delivered to you. Taking the debit side of the balance sheet, the capital is stated therein as £200,000, of which £175,000 has been issued. Comparing this with the figures of the previous year—the year 1898—at the end of that year the issued capital was £150,000, and on that sum the final dividend for the year was paid. At June 30, 1898, the issued capital was only £123,753, and on that sum the interim dividend for the year was paid. Thus you will see that in the year 1898 we paid dividend on an average capital of only about £137,000, whereas last year we had to pay dividend on £175,000. This accounts for the fact that, although a larger profit was made in 1899 than in 1898, a smaller dividend has had to be paid. The next item in the accounts is premium on second issue £6,250, less expenses of issue, £864 19s. 7d., leaving the net profits of the premium £5,985 0s. 5d., and as this is of course covered by assets on the other side of the account, it is in every way equal to a reserve fund. The item, sundry debtors, £38,815 11s. 6d., is somewhat smaller than the corresponding item of last year. The next item of unclaimed dividends, £9 10s. 3d., requires no comment, and the last item, to profit and loss account balance, £6,113 7s. 5d., is the amount available for the payment of a dividend for the second half of the year. Taking now the credit side of the balance-sheet, the first item, sundry debtors, £970 12s., shows a slight increase, and the following item of bills receivable, £160, a decrease upon the corresponding items of the previous account. Machinery and plant account, £5,930 17s. 5d., is an entirely new one; it is the sum expended on machinery and plant at our additional tobacco factory in Central Street. We believe this outlay will in the future prove most remunerative to your company, and will be an excellent investment. The next item, fixtures and fittings in the near column, is £18,463 1s. 1d., which is the amount brought forward from the previous account, to which £8,638 2s. 6d., has been added, that being the sum expended in the fitting out of new branches and at the factories. The total is £27,101 3s. 7d. Leases amount to £8,959 2s. 9d. in the inner column, being the amount brought forward from the previous account, to which £7,083 17s. 2d. has been added, that being the sum expended in purchase of leases of new premises. It includes, further, in two cases the purchase of superior leases of premises at reduced rentals. The total under leases, £16,042 19s. 11d., has been added to the total of the fixtures and fittings, making a grand total of £43,144 3s. 6d. From this the sum of £1,000 has been written off for depreciation, leaving the net amount £42,144 3s. 6d. The item of goodwill and trade marks, £85,585 19s. 10d., is a very slight increase upon the figures of the previous account, the difference being the cost of acquiring a few additional trade marks. The stock, £82,786 12s. 9d., is over £13,000 more than at

the end of the previous year, for which ten new branches and the new tobacco factory have been stocked. The preliminary expenses, £819 10s., is the amount brought forward from the last account, from which £200 has been written off, leaving the item £619 10s. I shall be very pleased when this account disappears from our books. Unclaimed dividend, £9 10s., requires no explanation, and the last item of cash at bank, offices, and shops, £7,716 3s. 10d., is somewhat smaller than at the end of the previous year. Dealing now with the debtor side of the profit and loss account, the first three items are rents, £8,838 4s. 10d., gas £1,070 0s. 11d., and electric light £1,897 8s. 3d., which are all, of course, higher than in the previous year, because of the increased number of premises belonging to the company. They do not include the expenses under these headings at our new factory, as these are brought into the trading account, and they come off the gross profit. The next item, wages general, £12,158 2s. 1d., is the amount paid for wages at our office and branches only, and does not include the wages paid at our factories for the manufacture of goods. Such wages have been brought into the trading account, and they also come off the gross profit, as we do not consider it advisable that the particulars relating to our manufacturing operations should be disclosed to the advantage of competitors. The next three items, petty expenses, £1,747 7s. 11d.; directors' fees, £200; and auditors' fees, £52 10s., call for no comment. The item repairs and maintenance, £1,303 4s. 5d., is the sum expended in keeping our branches and premises in a state of thorough repair and good order. The item of rates, taxes, and insurance, £2,119 0s. 9d., calls for no comment, and the following item, the amount written off fixtures and leases, £1,000, and preliminary expenses £200, making altogether £1,200, I have already dealt with on the balance sheet. The legal expenses, £293 3s. 9d., is an outlay we would be only too pleased to avoid, but, unfortunately, it is not always possible to do so. The total of these expenses, including the amount written off, is £30,879 2s. 11d. The balance carried down, £10,065 6s. 11d. is the net profit made during the year 1899, after paying all expenses and writing off £1,200, the total, £40,944 9s. 10d., being balanced on the other side of the account by the two items: by trading account balance, December 31, 1899, after deducting cost of manufacture, £40,707 16s. 4d., and transfer fees, £236 13s. 6d. The next two items on the debit side—March, 1899, to dividend for six months ending December, 1898, £5,250, and the balance carried down, £276 7s. 11d.—show the finish-up of the previous year's accounts, the total, £5,526 7s. 11d., being the amount on the other side of the account, by balance from profit and loss account, December 31, 1898. The following item—September, 1899—to dividend for six months ending June, 1899, £4,228 7s. 5d., is the amount paid for the interim dividend for the first half of this year, and the next item, the balance carried to balance-sheet, £6,113 7s. 5d., is the amount available for dividend for the second half. The total, £10,341 14s. 10d., is balanced on the other side by the items of balance brought down, March, 1899, £276 7s. 11d.; that is the carry forward from the previous year, and by balance brought down, December, 1899, £10,065 6s. 11d., which was the profit of last year. Out of the sum of £6,113 7s. 5d., the directors recommend a payment of dividend at the rate of 6 per cent. per annum for the six months ending December 31, 1899. That will require £5,250, and thus the sum of £863 7s. 5d. will be left over to be carried to the account of 1900. Having now finished with the accounts, I will proceed to deal shortly with the general results of the past year's trading and the future prospects of the business. We paid 2½ per cent. dividend on the capital for the first half of last year, and we now propose to pay 3 per cent. on the second half, making 5½ per cent. for the year. This at the first blush does not appear satisfactory, after the dividend of 7 per cent. paid for the first ten

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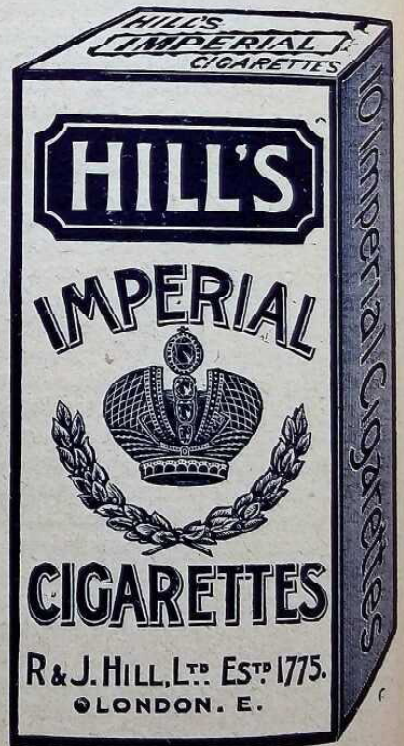
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TRADE NEWS AND NOTES—continued.

months of the company's working, but, as I pointed out in dealing with the accounts, the dividend of 7 per cent. was paid on an average capital of only about £137,000, whereas the 5½ per cent. has been paid on £175,000, that is paying a dividend on £38,000 more capital. It is not to be expected that, when a large additional capital is brought into a business of this description, it will at once proceed to earn a proportionate revenue. The new capital invested in new business cannot be expected to produce revenue in anything like the same proportion as the old capital employed in business which has been for a long period improving from year to year. The idea, I take it, in bringing new capital into the business is to provide for future developments, and to make the business gradually more and more prosperous. This, I believe, most fully will be the case with the additional capital which was brought into the business in the latter part of 1898 and the commencement of 1899. In making the comparison between the dividend of 7 per cent. paid for 1898 and that of 5½ per cent. paid for 1899, it should be remembered that we have written off nearly £300 more, and carried forward over £400 more in 1899 than we did in 1898. As is stated in the report, ten new branches were opened last year, and, as ten new branches were also opened between the date of the formation of the company in March, 1898, and the end of that year, there thus have been twenty new branches opened since the company was started; that is, within twenty-two months of the company's existence, it has more than doubled the number of its branches. It would have been a splendid thing had we been able to double the revenue of the company at the same time as we doubled the number of the branches, but such a result is only to be brought about by time. The old businesses of the company did not reach their present level as revenue-producing concerns in a single year, or in two years, but the process of development was gradual. It is such gradual development we look forward to with respect to our new undertakings, and even should the process of improvement proceed at a slower rate than hitherto, we do not for a moment think it will be any the less sure, and we fully believe that sooner or later our new concerns will produce as good results as have been produced by our original businesses. During the latter part of last year we started an additional tobacco factory in order that we should be able to manufacture a considerable range of goods which we were not able to make at our old factory, and which we had to buy elsewhere. We are now in the position of being able to make practically every article connected with our business that can be advantageously made in this country. For the future increased prosperity of the business we look forward with confidence to the gradual improvement of the twenty new branches we have opened, and to others which we will no doubt open in future, and also to the increased revenue to be produced by our extended manufacturing operations. In October last one of the directors, Mr. H. C. Eardley-Wilmot, to the great regret of the other directors, resigned his office. I will read his letter of resignation, which fully explains his action. (The chairman read the letter, which stated that Mr. Eardley-Wilmot was unable to give the necessary time and attention required in the position of a director of this company. He was confident that the prospects of the company were all that could be desired, and that continued success should result under the present management.) The chairman continued: The directors appointed Mr. H. W. Price, a holder of 1,000 shares since the company was formed, as director, in place of Mr. Eardley-Wilmot, and this appointment I will later on ask you to confirm. In conclusion, I have to say that the directors will in the future, as in the past, spare no pains or energy required for the interests and prosperity of your company. They regard this business as a most solid and improving concern, and as standing in the very front rank of the large manufacturing businesses, thoroughly well

known to the general public, and having the best possible reputation with them. I have now to move—That the report and accounts as submitted by the directors be passed at this meeting, that the interim dividend paid in September last be confirmed, and that a dividend at the rate of 6 per cent. per annum be paid for the six months ending December 31, 1899. Dr. Mesquita seconded the resolution. A shareholder (Col. Crowle) criticised the balance-sheet, which he described as a disappointing one, and pointed out that the profits from the ten additional shops were very paltry. He urged the directors not to open any more branches for the present. Mr. Smith and Mr. Barker coincided with the last speaker, the latter suggesting the building up of a good reserve fund. The report was subsequently adopted, and the appointment of Mr. H. W. Price as a director was then confirmed. Dr. Mesquita was re-elected as a director, and the auditors, Messrs. Tilly & Co., were also re-appointed.

HENRY CLAY & BOCK, LTD.—The managing director of this company has cabled from Havana that the net profit for fourteen months ending December 31 last of the Havana Cigar and Tobacco Factories (Ltd.), less London expenses, has amounted approximately to £50,500; and that of Henry Clay & Bock and Company (Ltd.), for twelve months ending at the same period, to £49,500. This should be sufficient, after providing for debenture interest and preference dividend and wiping off the balance of £8,654 standing to the debit of profit and loss account at the end of 1898, to leave a balance of over £18,000, or sufficient to pay ten per cent. on the ordinary shares, and carry forward £2,000.

ADOLPH FRANKAU & Co., LTD.—The following criticism of the above Company appeared in Mr. A. J. Wilson's admirable paper, *The Investors' Review*, of February 24:—This business of manufacturers of, and dealers in, tobacco pipes, tobacconists' fancy goods and sundries, and leather and metal fancy goods generally, was converted into a public limited liability company in February, 1899. The capital issued was £125,000 in £1 5½ per cent. preference shares and £50,000 in £1 ordinary shares. All the ordinary shares and £30,000 of the preference were handed over to the vendors in part payment for the business, and the remaining £95,000 of these shares were offered for subscription by the public. Of the sum so raised, about £15,000 was to be an addition to working capital, and the assets to be acquired by the company were valued at £100,578, so that the whole of the ordinary capital and nearly £10,000 of the preference capital must have been represented by the goodwill, trade-marks, and patents. The business was well known in the trade, and a certain amount of interest was taken in the issue by the public; but a large proportion of the capital appears to be in the hands of a few people. The first list of shareholders filed at Somerset House was dated May 18, 1899, and contained the following important holdings:—

| | Preference Shares. | | Preference Shares. |
|---------------------------------|--------------------|---------------------------|--------------------|
| H. Swan... | 1,700 | Hon. H. A. Lawrence | |
| J. Matheson ... | 500 | and G. A. Touch ... | 5,000 |
| E. Heinrichs ... | 500 | L. M. and A. Krimm ... | 1,000 |
| R. C. Townshend ... | 1,000 | G. and M. Ott ... | 1,500 |
| H. Andreae ... | 1,000 | H. Hinrichs ... | 2,000 |
| R. Goering ... | 500 | H. Hinrichs ... | 3,050 |
| H. Hinrichs and another | 1,000 | L. Blumfeld ... | 2,400 |
| M. Nuley ... | 1,000 | J. L. Blumfeld ... | 4,200 |
| R. E. de Vesian ... | 1,000 | S. Blumfeld ... | 2,350 |
| J. Shepherd and H. Hinrichs ... | 1,100 | R. D. Blumfeld ... | 200 |
| T. S. Blumenfeld ... | 1,000 | G. and M. Ott ... | 1,000 |
| J. J. Redmond ... | 6,700 | W. and P. Schenke ... | 1,900 |
| C. Morrison ... | 10,000 | C. Brann & W. Schenke ... | 1,500 |
| | Ordinary Shares. | A. W. and R. Brann ... | 1,000 |
| | | | Ordinary Shares. |
| H. Hinrichs ... | 7,499 | J. L. Blumfeld ... | 7,499 |
| L. Blumfeld ... | 30,000 | S. Blumfeld ... | 4,999 |

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

TRADE NEWS AND NOTES—continued.

The directors of the company are Messrs. L. Blumfeld, H. Hinrichs, J. L. Blumfeld, S. Blumfeld, and F. H. J. Frankau, the four first-named being partners in the firm of Adolph Frankau & Co. Accordingly, the £50,000 of ordinary shares stands practically in these four names, but they do not appear to have anything like £30,000 of preference shares amongst them. Perhaps some of these had been sold before the list was drawn up. Many of the holders appear to be resident in Germany, and in these cases the shares seem to be often held on joint account. The report of the company, which has just been issued, shows a profit in trading of £11,439, being in excess of the average of the three previous years as set forth in the prospectus. But the board is careful not to lay stress upon the fact that directors' fees and managing director's remuneration absorbed £2,500, or very nearly 25 per cent. of this total. When this had been deducted, £145 written off formation expenses, and £380 off investments, the net balance was only £8,413. Of this, £1,000 was placed to reserve, the 5½ per cent. dividend was paid upon the preference shares, and the ordinary shares received 3 per cent., leaving £558 to be carried. Now the preference dividend was only distributed upon the amounts paid up, although the profit for the whole year was taken into account, and as a consequence this preference dividend only required £5,354. The full charge of 5½ per cent. upon the £125,000 of preference shares is, however, £6,875, and it stands to reason that if profits do not improve in the current year, the balance left for the ordinary shares will be small indeed. And, unfortunately, in companies of this kind the profits of the first year of their existence usually exceed those of subsequent years.

E. GABARROT & Co., LTD.—An extraordinary general meeting of the shareholders of this Company was held on February 16, at Winchester House, E.C., under the presidency of Mr. J. A. H. Drought (Chairman of the Company), "for the purpose of meeting the directors who have recently returned from Mexico." The Chairman having in a full speech intimated the purpose for which the shareholders were called together, Messrs. Read and Baselow, the two directors who formed the investigation committee in Mexico, read their reports. Discussion on the responsibilities of directors ensued, and a committee of shareholders to look into the existing state of affairs was proposed. A proposition to leave the matter in the hands of the directors, however, was agreed to, and a vote of thanks to Messrs. Read and Baselow terminated the proceedings.

NEW DARVEL BAY TOBACCO PLANTATIONS.—The seventh ordinary general meeting of the NEW DARVEL BAY (BORNEO) TOBACCO PLANTATIONS, LTD., was held this month at Winchester House, E.C., under the presidency of Mr. Sigmund Sinauer, Chairman of the Company. The Chairman, in the course of his remarks, stated that the report, being progressive, was satisfactory. Larger quantities of tobacco have been planted and reaped, and although in fineness and burning nothing was left to be desired, the crops were unfortunately rather spotted. Consequently the price this year only averaged 1s. 10d. as against 2s. 2½d. last year. With the additional output and a more fortunate season as regards the rain drops, a much better report may be expected in the near future. In evidence of the progress made, he was glad to announce a dividend of 1s. 6d. per share as against 1s. 3d. and 10d. on the two previous years. A reserve fund was in course of formation, and £4,000 was apportioned to this end, while the sum of £1,038 was carried forward to the new account. After a promising report of the gold-mining prospects of the Company, the usual resolutions, including the adoption of the directors' report, were carried.

SALMON & GLUCKSTEIN, LTD. The sixth ordinary general meeting of Salmon & Gluckstein, Ltd., was held

on February 28 at the Cannon Street Hotel, under the presidency of Mr. Isidore Gluckstein, Chairman of the company, when the following report was submitted—The directors have pleasure in submitting to the shareholders their fifth annual balance sheet and report to December 31, 1899, and are pleased to inform them that the business of the company for the past year has shown a satisfactory increase, the gross profit for the year amounting to £143,415 12s. 9d., as compared with £115,124 13s. 10d. for the previous year. The profit for the year is £61,791 8s. 9d. (as against £52,012 7s. 2d. last year); add amount brought forward from last year, £17,646 15s. 10d., making a total of £79,438 4s. 7d., and this will be dealt with as follows:—Debtore interest (£4,213 9s. 5d., less interest at 4½ per cent. per annum on St. Luke's outlay, as per balance sheet, £1,100 10s. 5d.), £3,112 19s.; depreciation, £10,413 7s.; interim dividend (paid on August 26, 1899) at the rate of 9 per cent. per annum for the half-year to June 30 last, £18,000; directors' management fees as per articles of association, £6,000; proposed final dividend for the past half-year at the rate of 11 per cent. per annum, making 10 per cent. for the year, £22,000; carrying forward £19,911 18s. 7d. During the year 1899 the following twenty new branches were opened:—

- Jan. 21, 105, Cannon Street, E.C.
- „ 27, 29, Villiers Street, Strand, W.C.
- Feb. 2, 15, The Parade, Walthamstow.
- „ 10, 40, Western Road, Brighton.
- Mar. 4, 5, Shaftesbury Avenue, W.
- „ 17, 96, Tottenham Court Road, W.
- „ 25, Long Row, Nottingham.
- „ 30, 335, Old Kent Road, S.E.
- Apr. 15, 7, Bridge Street, Westminster, S.W.
- „ 29, 63, Bishopsgate Street Within, E.C.
- May 20, 3, Queen Victoria Street, E.C.
- „ 26, 437, Strand, W.C.
- June 16, 45a, High Street, Sheffield.
- „ 23, 10, Broadway, Stratford.
- July 22, Forecourt of Cannon Street Station, E.C.
- Aug. 19, 38, Liverpool Street, E.C.
- „ 25, 12, Oxford Street, W.
- Sep. 29, 129, Market Street, Manchester.
- Nov. 25, 7a, Church Street, Liverpool.
- Dec. 15, 69, Corporation Street, Birmingham.

And the company has also acquired several other branches, which will be opened in due course. The directors purpose continuing their policy of extension. The cost of maintaining the existing shops and the factory plant and machinery in an efficient state of repair has amounted to £3,658 17s. for the year, and that sum has been paid out of revenue. The erection of the new factories upon the company's freehold land in St. Luke's is proceeding satisfactorily, and the directors expect to have them completed and occupied in the course of this year. Facing these premises a further freehold site has been purchased by the company, upon which it is now erecting workshops for the shop-fitting departments, &c., and these will be completed within the next two or three months. The subscriptions for the £125,000 of 4½ per cent. first mortgage debenture stock (part of £200,000) issued at a premium of £5 per cent. in March last amounted to £1,109,315. Shareholders are again reminded that they have it in their power greatly to further the success of the company, and the directors respectfully claim their assistance, both by their personal patronage and by their recommendation. The Chairman, in proposing the adoption of the report, said:—When I had the pleasure of addressing you last year, I foretold that the profit for the year 1899 would be an improvement upon the very substantial one we had to submit to you then. Your directors are consequently exceedingly pleased to meet you to-day to confirm this prophecy. I presume it will be your pleasure that we take the report and accounts as read, and I will now

TRADE NEWS AND NOTES—*continued.*

proceed to explain, so far as possible, the various items in the balance sheet, after which I shall be pleased to give you a short resumé of the progress and prospects of our business. I would refer you first to the liability side of the balance sheet. The first item is the capital of the company, which remains as heretofore, viz., £400,000. The next item, viz., £125,000 $4\frac{1}{2}$ per cent. first mortgage debenture stock, was issued in accordance with the announcement I made at last year's general meeting, and as you will have observed in the report, the subscriptions for this issue amounted to considerably over £1,000,000. The present market value of this stock, which was issued at £105, is £110, and it held its price right through the gloomy financial markets from which we are now emerging. I think this speaks volumes for the quality of this debenture stock as a first-class security. The next item, creditors, amounting to £93,483 5s. 6d., is some £10,000 in excess of last year, and is accounted for by the natural growth of the business, together with the fact that the directors exercised favourable opportunities for purchasing in advance stocks of an improving value, and to which I will again refer. Premium on debentures, £4,036 11s., practically a reserve account; the directors propose to leave as it is at present, subject to the remarks I will make later on. The next item is the profit for the year, which, together with the balance brought forward from the previous year, amounts to £65,911 18s. 7d., against £53,646 for the previous year, being some £12,000 in excess. Freehold lands and buildings, goodwill, trade-marks, leases, fixtures, machinery, plant, &c., stand at £398,932 14s., being £72,592 in excess of last year. This is accounted for by the opening of twenty new branches during the year, and by the purchase of two sites of freehold land in St. Luke's for the tobacco factory, bonded warehouse, general warehouses and shop-fitting departments; also by the amount spent on the works now in progress upon these sites. You will observe that an item of £1,100 10s. 5d. is added for the cost of debenture interest up to the date of the balance sheet on the sum expended upon the St. Luke's premises. This item we consider a necessary charge in order to arrive at the legitimate cost of the property. The allowance for depreciation, £10,413 7s., is a liberal one, being some £2,000 greater than last year. Whilst admittedly this process of writing down is slightly adverse to the dividend of the shareholders of to-day, it cannot fail to prove an immense factor of strength in the future career of the company. Stock in trade at the factory and in bond, taken at cost, amounts to £106,914, being an excess of some £34,000 over last year's figures. This is explained by the fact that the board purchased just prior to the close of the year a large quantity of raw material on specially favourable terms. The stock at the shops is £116,151, some £30,000 in excess of last year's figures. This is accounted for by the opening of twenty new branches during the year, and, further, by a slight increase of stocks at the old depôts, owing to several new lines of the company's own manufacture that have been brought out and added to the business during the year. The directors have maintained their policy of having better stocked shops than any in the trade, whilst they have continued to exercise their special system of control, which has enabled them at all times to keep their branches replenished with only the most saleable lines, and for it to remain our proud boast that we practically have no dead stocks. The item of shop-fitting material, £682, is the same as last year, and calls for no comment. Book debts, rents receivable, outstanding, &c., £11,255, is £5,000 over last year's figures. This excess is largely made up of moneys owing by the Government for return of duty. Deposits with the Customs and other authorities, rates and insurances, paid in advance, speak for themselves, as also do the items, cash at bankers and in hand, amounting to £35,522. Turning to the profit and loss account, the shops' expenses, viz.: rents, rates, taxes, repairs, salaries,

miscellaneous expenses and advertising, are the first group of items shown on the debit side, and they amount to £82,047 15s. 10d., which is some £20,000 more than last year's expenditure under the same headings, and you are, of course, aware that we cannot open large numbers of new branches and have these expenses remain stationary. I should like to draw your particular attention to the cost of advertising during the year. This, at £9,573 19s. 9d., is over £4,000 greater than the expenditure of the previous year. This outlay cannot be considered to have yet told its tale, as advertising seldom yields immediate results, but we confidently look forward to its procuring a permanent outlet for the company's goods, principally in districts where we are at present unrepresented. Your board have adopted the same course this year as hitherto in writing off the entire outlay. You will note that £3,114 5s. 6d. has been spent upon repairs and renewals, and in keeping all our shops up to the standard of modern requirements. This item, which is £900 more than last year, has been entirely borne out of revenue. The next total of expenses, amounting to £4,240 10s. 6d., made up of miscellaneous items, scarcely calls for additional reference to what is given in the profit and loss account, they being the natural consequence of the increasing business. The expenditure of £3,112 19s., interest on debentures, appears for the first time, and, of course, must be regarded as somewhat of a tax upon this year's profits, inasmuch as the capital it represents has not been fully employed during the whole year. A considerable benefit may be expected to accrue from this item in the future. The next debit, depreciation, I have already referred to, and it needs no further comment. The gross profit on the credit side of the account shows £146,593 3s. 6d., as against £116,268 for last year, being some £30,000 increase, and this gives us the handsome net profit for the year of £48,265 2s. 9d., to which we have to add £17,646 15s. 10d., the amount brought forward from last year, making a grand total of £65,911 18s. 7d. Out of this sum your directors have already distributed the sum of £18,000, being an interim dividend for the half year at the rate of 9 per cent. per annum, and their proposition to you to-day is to make a further distribution at the rate of 11 per cent. per annum for the remaining half-year, which will amount to a further £22,000. This total will, therefore, absorb £40,000 for the year. The articles of association provide that after the payment of a dividend of 10 per cent. for the year to the shareholders of the company upon the entire capital, the directors are entitled to receive as remuneration a sum equivalent to 1½ per cent. upon the capital of the company. This item amounts to £6,000, and most of you will be aware that this is the first payment the directors will have received in any shape or form during the five years of their stewardship. In the interest of the shareholders and of themselves alike, I must tell you that they do not intend to be satisfied for long with this item, as there is a further provision in the articles that after 15 per cent. has been paid the remuneration will be increased by a further ½ per cent., making £8,000 a year. We venture to think that we have the heartiest wishes and co-operation of our shareholders towards receiving this higher sum within the near future. After having provided for all these payments, we are enabled to carry forward the very substantial balance of £19,911 18s. 7d. to this year's account. As we state in the report, it is our intention to further pursue our hitherto successful policy of adding to our retail shops wherever we can find suitable opportunities, and to this end we have now several additional branches in hand, one of which will prove the advent of the introduction of our business into Scotland. Another will be in Throgmorton Street, facing the main entrance of the London Stock Exchange. The penalty of success is envy and hostility on the part of competitors, some of whom have set themselves the fruitless task of assailing the quality of our Havana cigars.

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

TRADE NEWS AND NOTES—continued.

As shareholders and partners in this concern, I wish to assure you most emphatically that any such statements are without the slightest foundation, and that we pride ourselves upon having the finest goods; in fact, the choice of the best Havana cigars that are exported to these shores. The remarkable growth of this branch of our business is the most satisfactory answer we can give to those who falsely allege to the contrary. I make this statement in deference to the suggestion of a shareholder, who is a non-smoker. I shall now have the pleasure of answering, to the best of my ability, the questions of any shareholder, and beg to formally move the adoption of the report and balance-sheet as presented to you. Mr. D. H. Evans seconded the motion. The Chairman, in reply to questions, said the company had now 127 shops. The additional land which had been bought in St. Luke's would not, at the present time, involve the necessity of the directors making any further capital proposals. It was the intention of the directors, so soon as the carry forward exceeded £20,000, to consider the placing of some such amount as that to reserve. (Hear, hear.) The £865 of interest was explained in this way: The debentures were issued last March and April, and interest had accrued upon borrowed capital in the meantime, besides which certain interest had to be paid upon capital required from time to time for special purchases. If they could go to their bankers and borrow money at $2\frac{1}{2}$ per cent., or 3 per cent., and pay it out of discount, it was for the benefit of the company to adopt that policy. The motion was carried. Mr. Montague Gluckstein moved: "That the payment of the interim dividend for the half-year to June 30 last, at the rate of 9 per cent. per annum, be confirmed, and that a dividend at the rate of 11 per cent. per annum be paid for the half-year ended December 31, 1899." Mr. C. J. Ward seconded the motion, which was agreed to, and the Chairman announced that the dividend warrants would be posted in the course of the afternoon. (Applause.)

Fire

A short circuit in the electric light installation on the premises of 33, Old Bond Street, caused a fire last month in the establishment of MESSRS. SANDORIDES & Co., cigarette manufacturers. Considerable damage was done by fire and water.

Personal.

MR. ALFRED GRAHAM DOBBIN, of the firm of Dobbin, Gilvie & Co., Ltd., has been appointed High Sheriff for the City of Cork.

Festive.

The marriage of MR. F. R. M. GLOAG (of Messrs. R. P. Gloag & Co., Walworth), to Miss Elizabeth Chalmers was solemnised at Wanstead recently, when the Rev. Canon Scott, assisted by two other clergymen, officiated. The bride was given away by her father, Mr. Charles Chalmers (of the firm of Messrs. Andrew Chalmers & Co.), and, after the reception, Mr. and Mrs. Gloag left for Torquay.

The Sir Walter Raleigh Lodge of Freemasons held their annual "ladies' night" and ball at the Midland Grand Hotel on the 26th ult. The handsome ball room was beautifully decorated, and the music was under the direction of Professor Barbeiri. The W.M. (Mr. Charles Ransford), in accordance with custom, presented to all of the ladies a souvenir of the evening, and this consisted in each case of a handsome little scissors and needle case of red morocco. The members and their friends numbered nearly one hundred, and among those present were Mr. and Mrs. Charles Ransford, Mr. and Mrs. George Ransford, Mr. and Mrs. J. H. Custance, Mr. and Mrs. E. Grahner, Mr. and Mrs. J. Braid, Mr. J. H. Butt and Miss Butt, Mr. and Mrs. E. Druquer, Mr. T. G.

Francott, Mr. and Mrs. J. C. Emblin, Mr. and Mrs. Alfred Welch and Miss Welch, Mr. and Mrs. J. C. Thompson and the Misses Thompson (2), Mr. A. Bessie, Mr. W. F. Bates, Mr. A. S. Benjamin, Mr. C. W. Cole. The usual toasts were duly honoured during the supper, which was served at midnight, after which dancing was resumed, and continued to the "sma' hours."

The North of England Tobacconists' Association held their sixteenth annual dinner on the 14th ult., at the Hotel Métropole, Newcastle-on-Tyne, under the presidency of Mr. John Sinclair, when a large number of the members and their friends enjoyed a most successful evening. The speeches were long but humorous, and were interspersed with songs, recitations, and a performance on the small pipes.

The employés of MESSRS. KINNEAR, LTD., tobacco and cigarette manufacturers, Liverpool, at the invitation of the Directors, held their annual soirée and ball in the City Hall, Eberle Street, on Friday, February 16. The guests numbered about two hundred, and included Messrs. C. M. Kinnear (managing director), Wm. W. Young (manager), J. Southward (secretary), Tom R. Wood and C. W. Mayne (travellers), and A. Barnstein (foreman of cigarette room). A musical programme occupied the first part of the evening, to preside over which Mr. C. W. Mayne was voted to the chair. The orchestral items were rendered by Mr. G. W. Nicholson's band, and among the attractions of the programme were some very entertaining conjuring and legerdemain feats by Professor Cantrell, songs by Messrs. W. Magill (who also gave a very able rendering of Rudyard Kipling's famous poem, "The Absent-minded Beggar," which was received with great enthusiasm) and T. W. Sealby, recitations by Miss Susan Moffat, and various selections by the employés. Mr. Young, in a short speech, proposed a vote of thanks to Mr. Kinnear for his presence, which was enthusiastically given with acclamation. Mr. Kinnear responded, expressing great pleasure at being present, and also at the most satisfactory manner in which the M.C.'s—Messrs. J. J. McEwen and Wm. Pilgrim—had carried out the arrangements for the evening's entertainment, in which they had been assisted by other members of the committee, Misses F. Roberts and A. Swift, and Messrs. Parry, Melville, Jones, Cryan, and Wood. Dancing was commenced shortly after ten o'clock, and was taken up with great spirit by all, a very enjoyable evening being concluded with great regret at two o'clock on Saturday morning.

In Re

THOMAS TODD POTTS, trading as the EAST COAST TOBACCO COMPANY, appeared at the Yarmouth Bankruptcy Court on the 30th ult. for examination. Debtor's liabilities were returned at £302, and assets nil. In the course of a lengthy statement he said that six years ago, when but eighteen years of age, he took over a tobacconist's business at Pentonville on the strength of an advertisement appearing in a London paper. The stock, which he now considered might have been worth £30, he bought for £200. After two or three months he became tired of the business, and in November, 1895, he returned to Gorleston. He again embarked in the tobacconist line, purchasing a second business for £200, given him by his mother. He was entitled to a reversionary interest under the will of the late Mr. T. Todd, and after raising money by mortgage on this he sold the interest to his mother for £1,100. The Gorleston business he named "The East Coast Tobacco Company," and this he disposed of in September, 1899, to a man named Bussey, for £200. He married the same month, and left for Felixstowe for the dual purpose of celebrating his honeymoon and avoiding his creditors. In July last he endeavoured to promote a company in connection with

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

TRADE NEWS AND NOTES—continued.

the Gorleston business. He himself drew up a prospectus, had 2,000 printed, and sent half of them all over England, only for them to come back through the Dead Letter Office. According to the prospectus, large profits had been made since the company was promoted, but this he had admitted was a little enlarged. He represented the business to be worth £1,500, although six weeks later he sold it for £200. A gentleman named Crompton promised to take 2,000 shares, but he went away. In order to float the company, it was necessary to have the names of seven persons. These were himself, the Rev. Forbes Phillips, and Dr. Godfrey Bately (the latter two he did not submit the prospectus to), Mabel Allan (now his wife), Thomas Leopold (the barber), Bertrand Carey (assistant), and Elizabeth Potts (his mother), whilst he took the boy in the shop, Albert Denton, to act as witness. None of the individuals, however, had paid for their shares. He had been indulging in speculation on the Stock Exchange since January, 1898, and had lost from £1,200 to £1,500, or something like £100 a month. Although his mother kept him, his personal expenses were £5 a week. He had represented himself to be a lieutenant in the army. The examination was adjourned to the April Court.

GEORGE COMBER, trading as GEORGE COMBER & Co., at 3, Adelaide Terrace, Shanklin, I.W. The meeting of creditors in this estate met at the offices of the Official Receiver at Newport, on February 26, and subsequently the debtor appeared at the Isle of Wight Bankruptcy Court for examination. A statement of accounts showed liabilities amounting to £397, and assets £156. Debtor stated that he commenced business in May last with £100, which he borrowed from a relative (but had not been able to repay him), and about £25 of his own money. Last October he borrowed £50 on a bill of sale from a money-lender named Kirkwood, who traded as the Provincial Union Bank of Croydon. He did not know then that Kirkwood was a notorious money-lender. The debtor was formerly manager of a tobacconist's business at Woolwich, and he alleged his failure to "insufficient business to pay expenses." He was allowed to pass.

H. B. DOBSON, late of Merrion Street, Leeds. The debtor appeared before the Leeds Bankruptcy Court last month for his adjourned examination, but had no further information to give than that previously stated respecting what the Official Receiver estimated was a clear loss of £7,000 in four years' trading. The examination was concluded. We understand that a dividend of 8s. 9d. in the £ has been paid in this case, the estate having been realised, and it is possible that a further 1s. 3d. in the £ will be distributed.

EDWARD STAFFORD, tobacconist, trading as STAFFORD & Co., at 25, High Street, Chatham. The debtor came up for his public examination at the Rochester Bankruptcy Court, on February 26, when he attributed his failure to loss through stock getting damp and the dishonesty of one of his travellers. The liabilities were returned at £1,261 12s. 5d., and the deficiency was fixed at £646 15s. 5d. The examination was adjourned.

LOUIS HOCHSCHILD, residing in apartments at 344, Bury New Road, Higher Broughton, near Manchester, and carrying on business as a cigar merchant, under the style of "The Foreign Cigar Company," at 88, High Street, Manchester and 50, Bradshawgate, Bolton, and lately carrying on business under the style of L. H. Child & Co. at 1, Nicholas Croft, Manchester. A receiving order was made in this case on the 5th inst., and the first meeting of creditors is fixed for the 16th inst. at 11 o'clock in the Court House, Manchester.

Deeds of Arrangement with creditors have been made by:—

HENRY WESTON, Campbell Street, Leicester, wholesale tobacco merchant. Liabilities, £8,613 2s. 6d., estimated assets, £8,308 6s. 0d.; composition 17s. 6d. in the £, payable as to 5s. on March 1, 5s. on June 17, 5s. on September 17, and 2s. 6d. on December 17, 1900. Trustees—John A. Potts, 54, Granville Street, Stockport, and others.

CHARLES HANNA, tobacconist, 25, Duncairn Street, Belfast. Liabilities, £172 17s. 5d.; assets estimated at £85 3s. 6d.; composition 10s. in £1, payable in four equal instalments at three, six, nine and twelve months from February 1, 1900. Trustee—John French, Accountant, Royal Avenue, Belfast.

LOUIS HOCHSCHILD, cigar merchant, of Manchester, Bolton and Higher Broughton. Liabilities, £5,958 11s. 3d.; assets estimated to produce £1,609. Trustees—H. Alberge, 24 to 26, Featherstone Street, City Road, London, and another.

LOUIS EDMUND TRENROVE, tobacconist, of 239, Seven Sisters Road, London. Liabilities, £239 7s. 9d.; estimated assets, £70. Trustee—Henry Hawkins (Messrs. Poppleton and Appelby) 3, Barbican, E.C.

HORACE WILLIAM KING (trading as H. King & Co.), tobacconist, of Eastbourne. Secured creditors, £75; unsecured liabilities, £1,690 8s. 11d.; assets after deducting secured claims estimated at £1,176 6s. 3d. Trustees—Percy D. Jarrett, 70, Bishopsgate Street Within, and another.

HERBERT JONES, tobacconist, Newport, Salop. Liabilities, £107 12s.; assets, £95 14s. 6d. To pay creditors in full, and covenanting to pay to trustee £1 weekly for distribution every three months rateably among creditors. Trustee, John A. Palmer, Colmore Chambers, Newhall Street, Birmingham.

ROBERT J. PRIDDEY (trading as Priddey & Co.), 213, Monument Road, and 124, Alston Street, Birmingham. Liabilities, £268 14s. 1d.; assets, £130 9s. 5d. estimated. Trustee—Bernard Bagnall, 112, Colmore Row, Birmingham.

Notes.

A case of considerable interest to foreign merchants, which attracted attention to the working of the Japanese Law Courts, is alluded to in the latest Consular Report from Hiogo and Osaka (*Foreign Office, Annual Series* 2,379). Three Japanese conspired to counterfeit the "Kingfisher" trade mark of a well-known firm of tobacco manufacturers: The forging of labels was entrusted to one of the trio, and the making of boxes to another. Some thousands of boxes filled with inferior tobacco were manufactured and sold in Osaka in the autumn. On the facts coming to the knowledge of MESSRS. WILLS, a complaint was made, and the three accused were convicted and suitably fined.

There will be anguish and a curtailed holiday for many an Englishman who crosses the Channel for the Exhibition, says *The Sketch*, if he persists in filling up every stray pocket that he has with English matches. A friend of mine arrived at Dieppe the other morning, and honestly made the declaration that there was nothing excisable in his Gladstone bag. Unfortunately, his wife was too loving, and hardly thoughtful enough, for the first thing that the French Customs official struck upon was a packet of four large boxes of English matches that she had put there. A formal *procès-verbal* was immediately drawn up, and it was only on paying fifty francs deposit that he was allowed to proceed. Since then, he has received a docu-

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

TRADE NEWS AND NOTES—continued.

ment written on parchment notifying him that he had 2,300 matches in his possession, and that the fine is one thousand francs. You can, as a matter of fact, always take into France a large box of matches if you simply show it openly and say it is for your own use. Storing away a quantity is to take precisely the same risk as a man who travels on the railway in a class of carriage superior to that which he has paid for.

According to the *Japan Gazette*, arrangements for the Tobacco Trust in Kyoto are now complete. Ten million yen is to be the capital of the concern, and half of this amount is being found by an American firm. Mr. Murai Kichibei will be the head of the concern in Japan, with a salary of 30,000 yen annually, and there will be an American business manager and a Japanese business manager. This is the first example of a big combination between foreigners and Japanese for commercial purposes, and the course of the experiment will be watched very closely.

LONDON FIRES.—An official return issued last month states that of 3,846 fires which occurred in London last year, the causes of 1,293 were undiscovered. Through lights being thrown down, 366 fires were caused; candles were responsible for 223; 203 were due to children playing with fires or matches; and defective flues accounted for 117 outbreaks. The upsetting of mineral oil lamps resulted in 177 fires, and 30 fires were caused by mineral oil lamps exploding. Sparks from fire grates occasioned 181 fires; to lime slaking by rain 16 fires are attributed; spontaneous ignition resulted in 10 fires; the causes of two fires are stated to be "doubtful," and two were the result of suicide. Twenty-eight of the fires occurred at bakers' shops, 43 at boot shops, 35 on builders' premises, 26 at butchers' shops, 33 at cabinet makers', 28 at chandlers', 20 at chemists' shops, 10 at churches and chapels, 27 at coffee houses, 84 on commons, roads and open spaces, 25 on corn dealers' premises, 18 at dairies, 41 at drapers' shops, 27 at engineers' works, 10 at fancy repositories, 11 at fishmongers', 27 at fried-fish shops, 19 at furniture makers', 16 at general dealers', 30 at green-grocers' and fruiterers', 32 at grocers', 18 at hairdressers' shops, 31 at hotels and club houses, 30 at laundries, 769 at lodgings, 19 at milliners', 11 at newsagents' shops, 51 at offices, 42 at oil shops, 1,000 at private houses, 29 at provision dealers' shops, 57 on railways, 14 at schools, 12 on ships, 24 at stables, 34 at tailors', 26 at tobacconists' shops, and 85 on licensed victuallers' premises.

The Portuguese authorities at Beira levy a tax of £12 per annum on every dealer in tobacco. A sausage maker is taxed to the tune of £25 every year—but he may deserve it.

NEW TOBACCO STEMMER.—J. B. Underwood, of Fayetteville, N.C., has perfected and patented a tobacco stemming machine, to which he has devoted much thought during the past few years, and the Underwood Stemming Machine Co. has been organized, with William Gray, of Richmond, Va., as president, and its headquarters at 11, Francis Street, New York City. The capital of the corporation is fixed at \$1,000,000.

Obituary.

MR. JOHN BELLERBY, tobacconist, Silver Street, Durham, aged 55. Mr. Bellerby was much respected in the northern city, and combined the duties of income tax collector with his business as a tobacconist.

The inventory of the heritable and movable estate of the late **MR. THOMAS CRAIG**, tobacco manufacturer, John Street, Aberdeen, has been lodged with the sheriff clerk of Aberdeenshire, and amounts to £13,326 5s. 1d., on which £481 14s. 2d. of estate duty has been paid.

MR. JAMES DOUGLAS, tobacconist, of Swinton Place, Dundee, on the 19th ult.

MR. HENRY THEOBALD, of Throwley House, Chatham, aged 81 years. The deceased was one of Chatham's oldest and most esteemed townsmen, and took a great interest in the prosperity of the town in which, by his ability and indomitable energy, he had built up a most extensive business.

Law and Police.*LAW INTELLIGENCE.*

LAMBERT & BUTLER v. SAMUEL HAWKINS, W. D. & H. O. WILLS v. GEORGE HAWKINS. These two actions came before Mr. Justice Stirling in the Chancery Division of the High Court of Justice, on the 16th ult., upon motions for interlocutory injunctions. The first was by the well-known London firm of tobacconists against Mr. Samuel Hawkins, who carried on a wholesale and retail tobacco business at Cardiff, as the Cardiff Tobacconists' Supply Co., but who now had the Ludgate Hotel at Exeter, and the second was brought by the Bristol firm against a brother of the other defendant, who was still carrying on business as a tobacconist at Cardiff. The allegation was that the defendants received packet tobaccos, for which well-known firms had a reputation, and re-sold them in a different condition to that in which they were supplied. An interlocutory injunction was asked for to restrain the defendants from selling or offering for sale any packet tobaccos made up and supplied by the plaintiff firms from which tobacco had been extracted by or with the knowledge of the defendants or their servants, or from representatives, as packets supplied by the plaintiffs, any packets from which tobacco had been extracted, and from selling such packets without disclosing to the purchaser that tobacco had been extracted. Mr. Upjohn, Q.C., in opening the motions, stated that a similar action was pending on behalf of Messrs. Taddy. A commercial traveller of Messrs. Wills, suspecting that packets had been tampered with, gave information, and the defendants were supplied with tobacco which could be identified. Purchases were then made from them and carefully preserved and examined. Mr. Butcher, Q.C., for the defendant Samuel, took the preliminary objection that the motion had been launched as long ago as July last, and the action could have been tried before this. Besides, the defendant had sold his business, and was now carrying on the Ludgate Hotel, Exeter. Mr. Upjohn remarked that he could sell packet tobacco there. Mr. Butcher suggested that the charge being practically one of fraud against the defendants, the proper tribunal to try the case was a jury, and it could be more expeditiously tried at the Cardiff Assize. Besides, the solicitors were Cardiff solicitors, and nearly all the witnesses came from there. Mr. Upjohn pointed out that the first defendant was at Exeter and the first plaintiffs were from London. There were in all five actions pending. Mr. Justice Stirling thought it was a case for a jury, and directed the trial to come on at the next Cardiff Assize. It was agreed that the case of Lambert & Butler against Samuel, and the case of Messrs. Wills as against George, should be treated as test cases, the parties to the other actions agreeing to abide by the result of those two.

In the Court of Appeal, **THE LUDINGTON CIGARETTE MACHINE Co. v. THE BARON CIGARETTE MACHINE Co.** This was an appeal against a decision of Mr. Justice Kekewich on December 2, 1899, and came before the Master of the Rolls and Lords Justices Rigby and Vaughan Williams again on the 1st inst., after having been adjourned from January 17 and February 21. The action

All things end in smoke, but "PICK-ME-UP" Cigarettes end in good profit for the Retailer.

TRADE NEWS AND NOTES—continued.

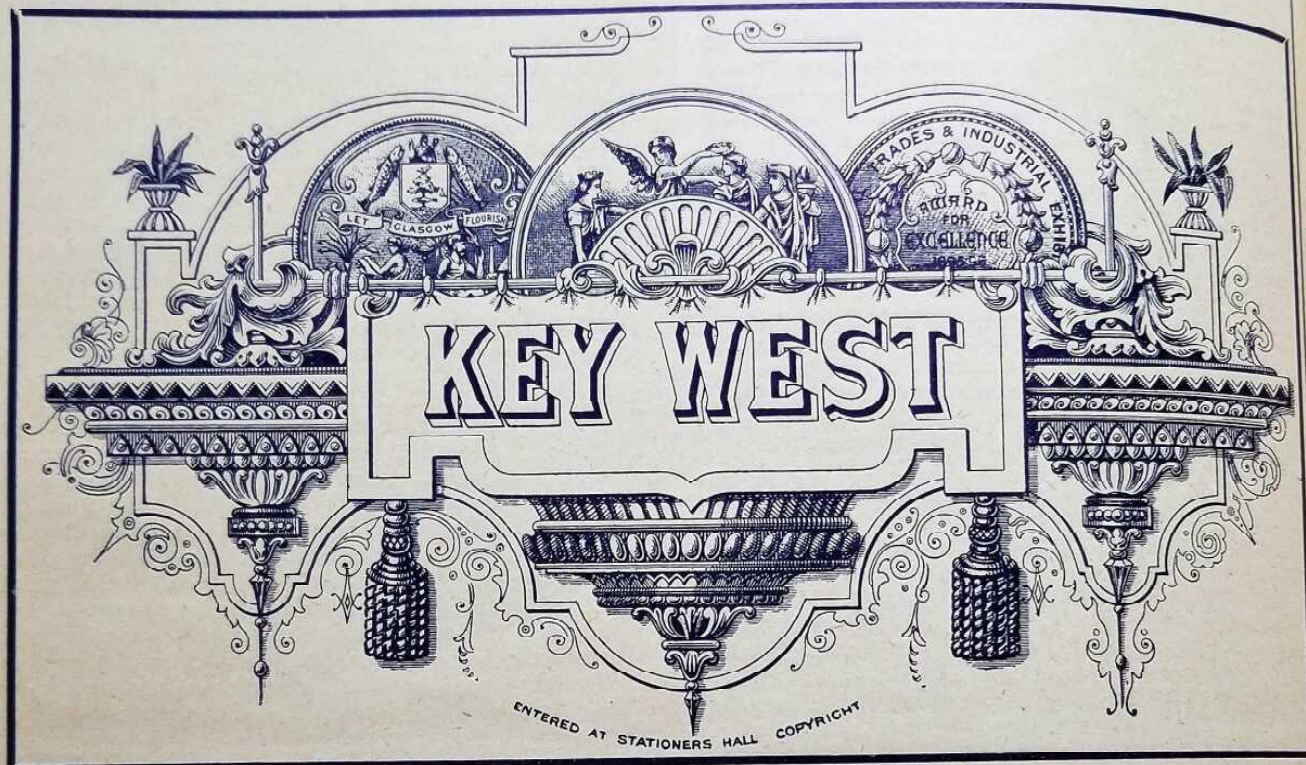
was brought to restrain the infringement by the defendants of the plaintiffs' patent. This was met by a petition of the defendants praying for the revocation of the patent, and subsequently plaintiffs applied to the Court for liberty to apply to the Patent Office to amend their specification. The specification had made 22 claims, and the plaintiffs proposed to disclaim all but two of them. The patent had been in existence for eight years. The defendants had made and sold machines, which were alleged to be infringements, and some of their customers, who had to pay for their machines in instalments, were refusing to pay their instalments on the ground that they would be prevented by the plaintiffs from using their machines. Mr. Justice Kekewich granted the liberty for which the plaintiffs asked, on the condition (*inter alia*) that the plaintiffs should undertake not to bring or maintain any action for the infringement of the patent in respect of any machines or parts of machines made previously to the date of his order, as reported in *The Cigarette World* of December 15. Mr. Bousfield, Q.C., Mr. Lewis Edmunds, Q.C., and Mr. J. C. Graham were for the plaintiffs; and Mr. T. Terrell Q.C., and Mr. A. J. Walter were for the defendants. The Court dismissed the Appeal, holding that, in the peculiar circumstances of the case, the condition was a proper one to impose.

GOLDBERG & SON, LTD., v. LIVERPOOL CORPORATION. At the Chancery of Lancaster sittings at St. George's Hall, Liverpool, last month, before Vice-Chancellor Hall, Q.C., an important action against the Liverpool Corporation concerning an alleged nuisance was heard. The plaintiffs, J. Goldberg & Son, Ltd., who carry on business as dealers in and importers of tobacco and fancy goods at 41 & 43, Paradise Street, and College Lane, Liverpool, brought an action against the defendants (the Mayor, Aldermen, and citizens of Liverpool), by which the plaintiffs claimed an order on the defendants to pull down and remove the pole and fuse box erected by the defendants in front of the entrance to the plaintiffs' premises, Nos. 41 & 43, Paradise Street, in the city of Liverpool. Mr. Mattinson, Q.C., and Mr. Rotch (instructed by Messrs. J. F. Harrison & Burton) appeared for the plaintiffs, and Mr. Maberly and Mr. Rutherford (instructed by the Town Clerk of Liverpool) represented the defendants. Mr. Mattinson, in opening the case, said that the plaintiffs were lessees for a long term of years of the shop, showrooms, and workrooms situated at 41 & 43, Paradise Street, and having also a frontage on College Lane, the entrance to the premises being at the junction of the two roads. Early in February, 1899, the defendants asked permission from the plaintiffs to attach a rosette to their building for the purpose of supporting an overhead wire in connection with the tramway system of the city of Liverpool. The plaintiffs, however, refused to grant such permission. The defendants thereupon, on a Sunday, erected a pole 25 ft. 6 in. high almost opposite the entrance to the plaintiffs' premises on the footpath in College Lane, and at a distance of 3 ft. 2 in. from the entrance, the footpath in College Lane being only 5 ft. wide. The plaintiffs at once complained of the nuisance created by partially blocking the entrance to their premises, the result being that the defendants erected a fuse box close to the pole they had previously erected, and 2 ft. 6 in. from the entrance to the plaintiffs' premises, the dimensions of the same being 2 ft. 6 in. wide, 1 ft. 9 in. deep, and 3 ft. 4 in. high. The plaintiffs complained of the serious nuisance caused to them by the defendants' action, and asked for the removal both of the pole and fuse-box from the position opposite the entrance to their premises. The defendants, however, refused to remove the pillar and box unless the plaintiffs consented to the rosette being fixed to the building, and denied that the plaintiffs had suffered any appreciable damage by reason of the matters com-

plained of, and submitted that the plaintiffs had no cause of action, as the defendants were acting under statutory authority. The Vice-Chancellor remarked that it seemed extraordinary that the Corporation should erect such things in front of the door of a business man's premises, and the question was, was it necessary and expedient to do so? Mr. Maberly, on this point, said that the Corporation desired to fix rosettes along College Lane, but the plaintiffs refused to allow them to do so, consequently poles were necessary, and this place was the only convenient point for placing a pole, the surrounding land being unsuitable owing to the presence of mains, &c. The defendants could not use the gas lamps as had been suggested, as they were not the controllers of the supply; they had, as a fact, placed the post at the widest point in College Lane. The Vice-Chancellor: It is not necessary or expedient for you to fence in the plaintiffs' entrance. The suggestion is you have maliciously placed the pole where you have because the plaintiffs will not have a rosette on their wall, and you seriously obstruct their entrance. Mr. Maberly: That is what they say. The Vice-Chancellor: It is a fact; anyone can see that. Engineers may swear that it doesn't, but that won't alter the position of affairs. Mr. Maberly thereupon proceeded to call evidence on behalf of the defendants for the purpose of showing that what they had done was necessary and expedient. Several engineers and officers of the Corporation having given evidence, the Vice-Chancellor stated that he believed that the members of the Corporation acted perfectly impartially, and simply on the advice of their responsible officers, as in such cases a public authority must do. Mr. William Paton, assistant superintendent in the drawing office of the city engineer, stated that, acting upon instructions from Mr. Brodie, he posted himself in Paradise Street on successive days where he could command a view of plaintiffs' premises. On the first day he watched for over two hours without seeing any loitering at all or customers obstructed as they went in and out of the shop. On the second day he saw four women wearing coarse aprons lean gossiping against the fuse box. He also noticed other people lean against the lamp-post and also stand at the corner on the opposite side of College Lane, which seemed to be a place for workpeople employed in the locality to get the fresh air during meal time. This closed the Corporation's case. Mr. David Jacobs, managing director of Messrs. Goldberg & Son, was called for the plaintiffs. He said when the pole was being fixed he concluded that it would be a serious nuisance to the business premises, that it would be an obstruction to the business carried on in the warehouse, to the light inside the premises, and an inducement for the employes during the meal time to lean against it and smoke; also for emigrants to stand round it and smoke, or to lean against it and get their boots blacked, as he saw on one occasion. As the result of a great deal of correspondence, he failed to get relief from the Corporation, and he was not going to eat humble pie. He was willing that the pole should be placed where the lamp-post was in Paradise Street or 14 feet farther along College Lane, or anywhere else clear of the entrance to the shop. The Corporation had never approached him as to the place where the pole should be fixed. They placed it in its present position because he declined to allow a rosette to be fixed to the building. It was either "the dagger or poison." No one in the company's service had any authority to suggest to Mr. Higginson the position of the pole. If the Corporation kept clear of the building and the entrance he had no objection to the pole being placed anywhere. In cross-examination, Mr. Jacob stated that he was prepared to meet the Corporation as to which position the pole should be fixed in any of the three positions mentioned. He felt certain the difficulties suggested by the Corporation could have been got over. In suggesting a position in College Lane, of course he was

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

CAUTION.



It having come to the knowledge of

Messrs. R. I. DEXTER, of Nottingham,

(the Sole Proprietors of the above Cigar Box label) that **COLOURABLE IMITATIONS** of the same are being used,

Notice is hereby Given that legal proceedings will be instituted without further notice against any person or persons selling or offering for sale any Cigars not of the manufacture of the said Messrs. R. I. DEXTER bearing any colourable or other imitation of the above label.

Any information as to the infringement of the above or any of the Trade Marks, Brands, or Labels of Messrs. R. I. DEXTER (which will be treated confidentially) should be forwarded to—

MESSRS. J. E. EVANS-JACKSON & CO.,

Patent Agents, BRISTOL HOUSE, HOLBORN VIADUCT, LONDON, E.C.

TRADE NEWS AND NOTES—continued.

not consulting the convenience of the public but of the company. He had, until he came into court, been impressed with the fact that the Corporation had acted in a hostile manner towards him, but since hearing the evidence he exonerated the Corporation, and concluded that they were dominated by their officials. (Laughter.) Mr. Joshua Henry Berkowitz, assistant manager for the plaintiff company, was next called, and denied that he suggested to Mr. Higginson that the pole should be put farther up College Lane than was originally intended. He had seen many persons loitering about the post and box. The hearing of the case occupied four days, and, on the 27th ult., counsel having summed up, judgment was reserved. The Court met on the 5th inst. for the Vice-Chancellor's judgment, and, in reviewing the evidence, he said that it was stated on behalf of the plaintiffs that the Corporation had no power to affix these things on the footpath at all, and the argument on this was based on certain Acts of Parliament which were incorporated in a special Act under which the defendants were working, and they relied especially on this Act, the Act of 1870, for the working and regulating of the tramways. But this Act of 1870 only referred to tramways which were to be worked by horse power, no one dreaming in those days of electricity as a practical working power. The Act of 1897, however, gave power to adapt tramways to mechanical power, and under Section 37 it was lawful for a corporation to attach to any house or building, with the consent of the owners, wires, tubes, &c., and also contemplated that the wires might go across the street. Therefore, the contention of the plaintiffs that the Corporation could only use the carriage-way for the tramway failed. He (the Vice-Chancellor) had seen these works since he heard the evidence, and he was of opinion that they constituted a most material nuisance to the plaintiffs' premises, and no one could look upon the works without seeing that they created in one's mind the idea of fencing in plaintiffs' premises. On behalf of the defendants it was contended that although it was an obstruction to some extent, it was not an obstruction to pedestrian traffic, and one witness admitted that it was an obstruction to goods. On the other hand the evidence for the plaintiffs was very strong that it was a most serious obstruction, and it seemed to him (the Vice-Chancellor), judging from the evidence and from what he had seen with his own eyes, that it was a matter which gave serious ground of complaint, and he could quite understand Messrs. Goldberg bringing this action in the sense that they were being seriously injured by this obstruction being placed where it was. The question was, could it be justified? The defendants said they were entitled to do whatever was necessary or expedient. Was it necessary or expedient? The defendants on this point said the Corporation was the authority and the judge of where and how the works ought to be carried out, and as a general proposition he thought this was right. But according to cases on the point (which the Vice-Chancellor quoted) it was quite clear that if the works were carried out in an arbitrary or vexatious spirit the court would interfere. What public bodies must do in the discharge of these public works was to act in a reasonable manner, not occasioning needless injury, and if they did exercise their powers unreasonably that would be called negligence. What had been done here? On the face of it it seemed to him that the carrying out of these works in the position they were was perverse, and the plaintiffs could not but believe that the defendants planted these works in the position they did from some occult motive of punishing them because of their refusal to allow the Corporation to affix a rosette on their premises. Mr. Brodie, the Corporation surveyor, swore positively that the position selected for the pole and fuse box was the very best, and that he could not conceive of any other which would be consistent with the engineering possibilities. But what were the facts? The plaintiffs could not be

expected to pull up the street to ascertain the position of mains, but he did expect the Corporation of Liverpool to know something about their mains before they defended the action. What they knew now as to College Lane was this, that there was no gas main which intersected the kerb, and there was no physical reason why the pole and fuse box could not be moved back some distance or why they should have been planted in the position in which they were. The real evidence was that at the time the selection was made the surveyor knew nothing about the state of the underground works. He was, therefore, of opinion that his conduct was perverse and vexatious, and not a reasonable exercise of the powers entrusted to the Corporation in carrying out these works. He therefore held that the plaintiffs were entitled to an injunction, and that the defendants ought to pay the costs of the action. Mr. Maberley, representing the Corporation, mentioned the possibility of an appeal. His Honour said it would be better to remove the obstruction now, because otherwise it meant waiting for something like two years. He would, however, suspend the injunction a fortnight, when it might be mentioned again. If the defendants wanted any further suspense, his own feeling was that they should go to the Court of Appeal to ask for it.

MORGAN v. SMITH. This case was heard at the Swindon County Court on the 20th ult., when the plaintiff sued Albert Smith for £2 9s. for tobacco supplied to defendant's wife. The hearing occupied some little time, and eventually a verdict for plaintiff for £1 was given.

JONES v. BUTT. At the Gloucester County Court, before the Registrar, on the 20th ult., Mrs. Jones, tobacconist, Gloucester, sued Mrs. Emma Butt, Bell Lane, Gloucester, as executrix *de son tort* of Sidney Butt, deceased, for 16s. 10d. for cigars and cigarettes supplied to the deceased. Mr. Granville Clutterbuck appeared for the plaintiff. Defendant said she did not think she ought to pay because her son left no estate, but in cross-examination she admitted that he left two suits of clothes, watch and chain, and other things. She also stated that she had paid over £10 for the funeral, but the Registrar said that defendant could not charge the creditors with such a heavy expense, seeing the smallness of the estate, and as he was of the opinion that she had received sufficient to discharge the claim, he gave judgment for the plaintiff.

THE RIMBOEN CIGAR CO., LTD., v. MATTHEWS. Last month, at Southwark County Court, before His Honour Judge Addison, Q.C., the Rimboen Cigar Co., Ltd., of Stamford Street, Blackfriars Road, sued E. Matthews, a cigar merchant, of Lower Mortlake Road, Richmond, to recover £2 1s. 3d. for cigars supplied. Plaintiffs' representative said the defendant held a receipt for the money from one of their agents, who, however, was not authorised to accept payment for goods. A notice to this effect, printed in large red letters, appeared on every invoice. The invoice was sent on the same day as the goods were despatched, and should, in the ordinary course, have arrived before the goods. Defendant said he gave an agent the order and the goods arrived. The agent called just after the goods were delivered and he paid him for them. Subsequently the invoice arrived. Had the invoice come first he would not have paid the agent. His Honour (to plaintiffs' representative): What has become of this agent? Plaintiffs' representative: We do not know. We have not heard of him since. His Honour said the law was quite clear. Defendant knew he was dealing with an agent, and that title did not imply any authority to collect accounts. Everybody in the cigar and other like trades knew, or ought to know, that. If everybody who canvassed for orders were allowed to collect accounts there would be no end of trouble. Had the defendant had previous dealings with the plaintiffs

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TRADE NEWS AND NOTES—continued.

through this agent, and had paid him, then he (defendant) might have said they held the agent out as having authority to collect accounts. Defendant had been thrown off his guard and had paid a canvasser who had no appearance of authority to collect money. There was no answer to the plaintiffs' claim either in law or business sense. He gave judgment for the plaintiffs for the amount claimed, with costs. Defendant maintained his reputation for prompt payment by at once paying the amount into court.

POLICE NEWS.

At the Westminster Police Court, on the 30th ult., RICHARD DENNIS, 30, an accountant, of 20, Lillington Street, Pimlico, was placed in the dock, charged with obtaining certain sums of money by false pretences from JOHN JOSEPH DAWSON, a tobacconist, of Buckingham Palace Road, Pimlico, and others. For the defence it was urged that if prisoner were discharged he was willing to go to the front and fight for the honour of his Queen and country. Prisoner, however, was committed for trial.

At the Liverpool Police Court, on February 28, before Alderman Ruddin, three lads, named respectively ROBERT MOORE, JAMES BIRCHALL, and PETER HAYES, were charged with breaking and entering the lock-up shop of JOHN JOHNSON, 18A, Redcross Street, at half-past twelve that morning, and stealing chocolate, tobacco, and cigarettes. Chief-Inspector Robertson prosecuted, and it was stated that, at the time mentioned, Police-Constable Rennie saw a youth loitering near the shop, which had been made secure the previous night. Shortly afterwards the youth had disappeared, and the officer, on going to the shop, found that the lock had been forced. He entered the premises, and there found the three prisoners, 26 packets of cigarettes having been removed and a quantity of chocolate placed on a partition. The officer heard the remark, "It's a clean cop." Prisoners, who had nothing to say, were committed for trial at the city sessions.

At Greenwich Police Court, on February 22, before Mr. d'Eyncourt, HENRY MOSGRAVE ONEQUI, 33, tobacconist, an American subject, New Cross Road, was charged on remand with stealing three gold rings, umbrella, quilt, &c., value £12, the property of GLADYS LILIAN FENTON, barmaid. The prosecutrix and the prisoner became acquainted as the result of an advertisement, and they went through a form of marriage, and a document was drawn up which led the prosecutrix to believe she was married to the prisoner. Mr. Sims prosecuted for the Treasury, and stated that, in addition to the charge of theft, he would now prefer a charge under the third section of the Criminal Law Amendment Act of procuring the prosecutrix under false pretences. Evidence was given to show that the prisoner inserted the following advertisement in a weekly newspaper on November 11:—
"Matrimony.—Wanted, by an American gentleman, a wife who will be willing to make America her home. He has independent means, beautiful home; looks and figure mostly desired. Travels four months out of the year.—Mosgrave, 295, Strand, W.C." Detective-Sergeant Pike said he arrested the prisoner at New Cross Road, and told him the charge of theft from Miss Fenton, "with whom," he added, "it is alleged you have gone through a bogus form of marriage." The prisoner replied, "All right." On the way to Lewisham Police Station he said, "I admit I have taken some of her things without her knowledge, but some of them she told me I could pledge. About that marriage, I never wrote out the certificate. It was a man whom I don't know anything about. If I knew where he lived I would tell you." Subsequently at the police station the prisoner said, "I am going to clear

myself. The man who wrote the certificate keeps an office in Victoria Street, on the left going down from Westminster. I am sorry I have wronged the woman." Cross-examined. The prisoner did not say he thought Miss Fenton was his lawful wife, nor did he say that the person who married them represented himself to be the American Consul. At this point Mr. d'Eyncourt remanded the prisoner, refusing bail.

At the Dublin Northern Court, four lads, named HICKEY, LONG, DONELLY, and CUTHBERT, were charged on the 21st ult. with breaking the shop window at 55, Lower Dorset Street, and stealing therefrom a quantity of cigars. A fine of 10s. and costs was imposed on each defendant, or in default, seven days' hard labour.

At the Birmingham Police Court, on March 1, JAMES ROTHWELL, 61, Brearley Street, and WILLIAM COSTELLO, Pump Lodging House, Bull Ring, were charged on remand with stealing 5s. from the shop of W. J. HANDS, of Aston Street, on the 21st ult. They were also charged with stealing 5 lb. of twist tobacco, the property of ANNIE DAVIS, 53, Stafford Street, on the 26th ult. The prisoners, who were arrested by Detectives Whitehouse and Oldham, were committed to the sessions on both charges.

At the Worship Street Police Court, on March 1, FREDERICK JOHN JONES, licensee of the "Swan," 52, Provost Street, Hoxton, was summoned for selling spirits and tobacco without a licence. The prosecution was instituted by the Excise. It was shown that the licences granted to the house had not been renewed, but business continued to be carried on there, and on November 30 excise officers purchased whisky and tobacco. Mr. Cluer imposed a fine of £20 as to the spirits and £10 for selling tobacco, or a month's imprisonment in default.

Last month, at the Clerkenwell Police Court, GEORGE ABSON, 39, tailor, of North Street, Edgware Road, and WILLIAM PECK, 32, of 86, Marlborough Road, Upper Holloway, were charged, before Mr. Bros, with being concerned together in stealing a cigarette case and a box of cigars, value £1 6s. 9d., the property of A. I. JONES & CO., LTD., 24, High Holborn. Peck was in the employment of the company as a shop assistant, and on two occasions he was seen to leave the premises in Holborn and meet Abson at the corner of Chancery Lane. They then journeyed together to 319, Strand, where they pledged the property with Mr. Martin, pawnbroker. On each occasion Peck handed the property to Abson, who pledged it. The cigars were pledged for 5s., and the cigarette case, value 15s., for 2s. 6d. The men were followed by Detective Sergeant Callaghan, who arrested them at different times the previous day. Abson at first said he did not know Peck, who, in his turn, denied stealing the property. He had in his possession the pawnticket relating to the cigarette case. Mr. Jones, managing director, said that when Peck applied for employment he gave as a reference a Mr. Abson, but he was employed without the reference being inquired into. Mr. Bros: What is the good of asking for references if you don't follow them up? I shall send Peck to gaol for six weeks and Abson for one month.

At the Aston Police Court, last month, a youth named GEORGE ERNEST BARR, was charged with stealing a silver snuff-box, value 5s., and £21 in money, belonging to ELLEN BOWN, 378, Lichfield Road. Mrs. Bown, a widow, keeps a tobacconist's shop, and prisoner for the last eighteen months has been lodging with her, no one else being in the house. The snuff-box, which contained in gold and silver the sum named in the charge, was kept in a chest of drawers in Mrs. Bown's room. Mr. Kerby, baker, Lichfield Road, by whom the boy had been

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TRADE NEWS AND NOTES—continued.

employed, saw him with the snuff-box, which, it appeared, prisoner subsequently gave to a telegraph messenger in exchange for a cigarette. Prisoner, however, had not been noticed to be flush of money. Barr, for whom Mr. Dominick Daly appeared, denied that he had had the money. Mr. Daly pointed out his conduct was entirely inconsistent with that of a thief. The Bench dismissed the case.

At the Dublin Northern Divisional Court, before Mr. Mahony, on February 26, three lads, named PATRICK SANDFORD, JOHN SANDFORD, and BOWES, were charged by Detective Officers Campbell and Fox with having stolen a quantity of tobacco from the shop 72, Capel Street. Patrick Sandford, who had previously been in gaol, was ordered to be imprisoned for two months. Bowes was sent to gaol for fourteen days, and John Sandford was sent to Glencree Reformatory for four years.

On February 24, Dr. Thomas held an inquest at Colney Hatch Lunatic Asylum on HYMAN ALBERGE, 41, cigar maker, an inmate of the asylum, who, it was alleged, died from the effects of violence at the hands of MORRIS COHEN. Henry Rawlings, attendant, deposed that when on Sunday morning last he opened the door of a dormitory, which was occupied by eleven beds and as many patients, he discovered Alberge stooping and insensible behind the door, with his eyes discoloured. Cohen, who was seated on his bed next to the deceased's, was pointed out as the inmate who had "knocked Alberge about." Asked why he had done so, Cohen made some unintelligible reply. Both his hands were covered with blood, and his right hand was swollen. He was removed to the refractory ward, and the deceased to the infirmary. Joseph Goudge, night attendant, said he inspected the dormitory in question four times during the night, the last time at 4.30 a.m., when he noticed both Alberge and Cohen sitting up in bed, the former clapping his hands. The door of the dormitory was kept locked. Amos Nicholl, an inmate, deposed that he saw both Alberge and Cohen "scuffling on the floor," and he heard "smacks." Dr. Teyzard, one of the medical staff, said on Sunday morning he found the deceased in a very collapsed condition, and he died the following Tuesday. An autopsy revealed bruises and abrasions, and the fracture of four ribs on the right side. Death was due to syncope consequent upon shock, the result of injuries, whilst the deceased was suffering from general paralysis. Since Sunday, Cohen had been acutely insane and had injured himself. The jury returned a verdict of "Manslaughter" against Cohen.

ARTHUR CODD, postman, was charged at Lincoln, on the 3rd inst., with an ingenious larceny. It was proved that the prisoner himself wrote and posted letters to SHARMAN & LONG, tobacconists, without affixing stamps. These unstamped letters were delivered early in the morning, and while the servant went upstairs to her employer to get the money to redeem them, Codd scooped cigars by the score into his letter-bag. He was sentenced to six weeks' hard labour.

On March 2, at the Birmingham Police Court, CHARLES SINGLEBY HAWKESFORD, tobacconist and hair-dresser, Snow Hill, was fined 5s. and costs for failing to exhibit on his premises a notice referring to the provisions of the Shop Hours Act, 1892.

On March 3, at the Bristol Police Court, ROBERT HAM, 13, SAMUEL HENLEY, 15, and DOUGLAS LACEY, 14, were charged with stealing on Thursday a cigar case, and a dozen cigars, of the value of 2s. 4d., the property of BEATRICE DUNSCOMBE, of Bedminster Bridge. Detective Hopkins stated that about 10 o'clock on the previous morning he was walking through Castle Street and

he saw Ham and Henley standing together. Ham offered to sell the latter a cigar case, and witness asked him where he got it. The lad replied that it was his father's. Witness took them to the police station, and he was then told by Henley that Lacey was as bad as they were, and had got a cigar holder and purse from the shop. The prosecutrix identified the articles. Lots of things had been stolen from the case, which was on the counter. The lads, who pleaded guilty, were remanded to the workhouse for a week.

At the Newcastle-on-Tyne Police Court, on March 2, THOMAS LAYBOURNE was charged with stealing twelve boxes of cigars, value £4 13s., by means of a trick, from MR. JOHN SINCLAIR, tobacconist. The evidence showed that accused had gone to the firm mentioned, and, by representing himself as having come from customers, had obtained the goods, which he subsequently sold for 15s. Prisoner, who had a long list of convictions, was sent to prison for six months for this offence, and an additional three months for a charge of obtaining brandy by similar methods from the Newcastle Breweries Co., Ltd.

At the Stockton County Police Court, on March 6, THOMAS WRIGHT was committed for trial on a charge of breaking into a tobacconist's shop at Billingham, and stealing 35s. worth of pipes, tobacco, chocolate, &c., and, along with JOHN BURRELL, was ordered to be handed over to the custody of the West Hartlepool police on a charge of breaking into a tobacconist's shop there, where they admit they got £3 in money and a quantity of pipes. Burrell had just been discharged from the Stockton Hospital, and it appears that with the stolen money at West Hartlepool they purchased pocket pistols, when in larking with them on the road to Stockton, Wright shot Burrell in the arm. Burrell then went to the Stockton Hospital, where he told the officials he had been shot from a wood by a man.

At the South-Western Police Court, on March 7, EDWARD HAY, a tobacconist, of 11, High Street, Clapham, was summoned by the police, before Mr. Garrett, for keeping a room for billiard playing at that address without a licence. Mr. Sidney defended. Inspector Bonner said that on the 20th ult. he visited the business premises of the defendant, and entered a room where there were two billiard tables. The holder of the billiard licence was a man named Jas. Holly. The witness saw the defendant, and inquired of him the whereabouts of Mr. Holly, whose name also appeared over the shop. The defendant told him that Mr. Holly was in South Africa. In cross-examination the witness added that the defendant did not say he was acting for Mr. Holly in his absence under power of attorney. Mr. Garrett: There is no obligation, I understand, on the part of Mr. Holly to live on the premises? The witness: That is so, but I contend the defendant is carrying on the business for his own benefit. Mr. Garrett: Is Mr. Holly going to return? Mr. Sidney: It is to be hoped so. We don't want to see him killed in the war. Inspector Bonner produced the licence, which bore the signature of Jas. Holly. Mr. Sidney said the defendant thought he was perfectly justified in acting for his brother-in-law, Mr. Holly, and he had at different times remitted to him the proceeds of the business. Mr. Garrett could not convict the defendant for the offence, as a licence existed. There had been an irregularity, but this was a matter, he said, for the licensing justices.

At the Leicester Borough Police Court, on March 7, PATRICK BURKE, labourer, of no fixed residence, was charged with wilfully breaking a plate-glass window, the property of MESSRS. SALMON & GLUCKSTEIN, at No. 1, Haymarket, on March 6, thereby doing damage to the amount of £4. P.-C. Lord said he saw prisoner

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TRADE NEWS AND NOTES—continued.

deliberately throw a stone at the plate-glass window, breaking it. Witness asked him what he did it for, and he said he meant to break the window. John Fuller, manager for Messrs. Salmon & Gluckstein, spoke as to the amount of damage. Prisoner said there were a lot of men in the shop who wanted to murder him. They had followed him all over the town. Prisoner had a bad record, and was sent to prison for two months with hard labour.

On the 5th inst., at the Hove (Brighton) Police Court, a footman named LESLIE JOHN SPENCER RODGERS WOOD, of Cromwell Road, Hove, and Clare Priory, Suffolk, was charged, on remand, with obtaining various sums of money and clothes by false pretences. The prisoner had appealed through various newspapers, and particularly through the Yorkshire papers, for funds and contributions in kind on behalf of the troops under General French. In a letter published by one of the Yorkshire papers, he said that he wanted at least

100,000 cigarettes in tin boxes, as General French had said that there were none left. He also asked for socks (1,000), which must be of wool, for handkerchiefs (1,000), and for underclothing of every kind, and also tobacco, which should be in tins. He hoped that the good Yorkshire people would send him all that he required, "so that those brave Yorkshiremen with General French may have a better time of it than they are having at present." The prisoner was arrested on a charge of obtaining a suit of clothes from a Hove tailor on false pretences, and subsequently a series of charges were preferred against him, all arising out of his war fund collections. At his rooms in Hove the police found two van loads of goods, including large quantities of tobacco and cigarettes, and a number of letters from ladies containing cheques and postal orders. The case for the prosecution was that he had converted all these things to his own use. The prisoner, who has been three times previously convicted, was committed for trial.

Liverpool and The Tobacco Trade.

A MAMMOTH WAREHOUSE.

THE rapid and phenomenal development of Liverpool as a tobacco centre of the first magnitude, and its still increasing importations of leaf, has rendered necessary the building of a huge warehouse by the Mersey Docks and Harbour Board, and this, though not yet quite completed, will be sufficiently advanced to open its doors for storage within the next few months. The giant edifice which is being erected and equipped with all modern appliances and lifts under the direction of the Docks Board's Engineer-in-chief, Mr. Anthony G. Lyster, at Stanley Dock, measures 725 feet long by 165 feet wide, consists of vaults and twelve upper floors, and rises to a height of 180 feet from the rock to the top of the structure. Eleven of the floors are 8 feet 2 inches high, while the top story is 10 feet, and the capacity of the whole is 55,000 hogsheads, set in single tiers, on end. Owing to this method of storing much labour and damage to casks will be saved, as each hogshead will be easy of access without being blocked up by its fellows. It was not however, it may be here stated, without some misgiving on the part of the Docks Board that this undertaking is on such an extensive scale, and it was only after representations and advice of Mr. Thomas Rome, who had faith in the strength of the Liverpool trade, that they altered in February, 1897, the plans passed in May, 1895. These originally provided for a capacity of 38,000 hogsheads, the building being designed for six stories instead of twelve and measuring 630 feet by 165 feet instead of the above-mentioned figures. The casks were also to be packed in double tiers, and the floors were of course higher to admit of this being done.

Elaborate precautions have been taken against the outbreak and spread of fire. There is, for instance, practically next to no woodwork in the building. The floors consist of steel beams supported by cast-iron columns encased in concrete, with a tiled exterior. As a consequence, the building is virtually fireproof. Moreover, each floor is divided into six compartments separated from each other by thick walls, and communication is obtained by double iron doors. As the floor approaches these doors it is made to ascend slightly. The object of this arrangement is that, even if a fire should occur in one compartment, the water used in its extinction shall remain in its own section, and not inflict further damage by overflowing into the whole of the floor. No damage can therefore be done by water to the other portions of the floor, while these latter are also cut off from the possibility of being caught in a general conflagration.

Passing from the bottom to the topmost floor are six hydraulic lifts, which are entirely cut off by iron doors, and the staircases are similarly shut off from the floors by iron

doors, thus minimising the possibility of accident. These six lifts, each of which is 117 ft. 10 in. high, are to be entirely used for the manipulation of the casks, and are judiciously situated in each floor. By this means the labour of distribution is as far as possible reduced. In addition to these lifts there are three passenger hydraulic lifts so situated that each one gives access to two sections. These passenger lifts are on the south side of the building. Ventilation is obtained by opening the windows, and inasmuch as the natural lighting would be insufficient, as may well be imagined from the extreme breadth of the building, electric light is to be provided throughout. The total cost is £300,000, a considerable advance on the Dock Board's original proposals, but it may safely be asserted that money has never been more judiciously expended or with brighter prospects of an adequate return.

No portion of the new building will be used for the storage of any commodity other than tobacco, excepting the vaults, and stringent regulations will be put in force to prevent any goods of a nature that will cause injury to the tobacco on the floors from being received in the lower part. It is expected that soon all tobaccos arriving at the Port of Liverpool will be stored in the great store, but the tobacco lying in existing bonds will no doubt remain there, as there would be no special advantage in its removal. We are indebted for the following article on the subject of the warehouse and growth of the Liverpool tobacco trade, to the *Liverpool Courier*, which says:—

The expansion of the tobacco trade of Liverpool has rendered a warehouse of such enormous dimensions and equipped in the most up-to-date fashion imperatively necessary to the city. Indeed the history of the tobacco trade of Liverpool during the last half century is to a large extent the history of the tobacco trade of the three kingdoms. It is questionable whether any department of trade from which the Docks Board derives revenue has exhibited anything like a proportionate advance. The summary way in which Liverpool has virtually ousted all rivals from the competition is as marvellous as it is gratifying to local susceptibilities. Glasgow and Bristol have been left hopelessly behind in the race, and London only maintains a feeble sort of rivalry. These four seaports practically monopolise the tobacco trade of Great Britain, and Liverpool's supremacy may best be indicated by a comparison of the imports into each port during the year 1899. Liverpool imported no fewer than 68,374 hogsheads. London's imports in the same period amounted to 21,775 hogsheads, Glasgow's to 5,000, and Bristol's to 1,000, while the different Irish ports imported about 400. Thus Liverpool last year more than doubled the imports of the rest of the United Kingdom.

The extent to which Liverpool has outdistanced the metropolis is one of the most remarkable features of the modern development of the British Tobacco trade. In the year 1865 the respective stocks in the two cities were—Liverpool, 23,514 hogsheads; London, 10,120 hogsheads. Both continued to advance, but Liverpool grew at much the

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more rapid rate. Ten years ago Liverpool's stock was 50,279 hogsheads, and London's 31,829. In 1895 Liverpool's stock had risen to 69,991 hogsheads, while London's had shrunk to 27,242; but last year the Liverpool stock was still further augmented to 98,149 hogsheads, as compared with 33,297 in the metropolis. Now the stock in Liverpool is 98,426 hogsheads. The imports and the deliveries tell a precisely similar tale. In 1890 Liverpool imported 28,498 hogsheads, and London 13,002. Nine years later the Liverpool imports had risen to 68,374, while London's had only advanced to 21,775. Again, the deliveries in Liverpool, which in 1890 comprised 27,870 hogsheads, rose in 1899 to 51,092, whereas London's deliveries had remained almost stationary—14,832 in 1890 and 14,962 in 1899. The chief causes of this striking disparity in development are not difficult to assign. The vastly greater proportion of shipping arriving in the Mersey from the United States gives this city an enormous advantage over her metropolitan competitor. Liverpool's geographical position is also deemed more convenient for the purposes of distribution; while, again, the acknowledged enterprise of her tobacco merchants has given a further impetus in the right direction. Buyers are naturally tempted to the centre where the greatest selection can be viewed, and the tobacco merchants of Liverpool have always taken care that the greatest selection shall be found on the banks of the Mersey.

It is only fair to point out, however, that the immense development of Liverpool's trade has not been achieved merely at the expense of other British ports. It has been not a mere deviation of an unchanging volume of trade, but part also of a general advance of the whole trade of the country. The tobacco trade has wonderfully increased within quite a recent period. Take as an example only the last two years, which have been directly influenced by the action of the Chancellor of the Exchequer in 1898 in reducing the duty and restricting the amount of moisture. The increased consumption of the United Kingdom since that time is estimated at over 7,000,000 pounds. In other words, the actual increase has been at least three ounces per head of the population. The figures for the three years are:—

| | Consumption in the United Kingdom. | |
|------|------------------------------------|-----------------|
| 1897 | ... | 67,834,585 lbs. |
| 1898 | ... | 71,733,863 " |
| 1899 | ... | 74,872,875 " |

Let not the anti-tobacconist alarm himself with the notion that the British nation is smoking away its vitality. Or rather let him at least acknowledge that if such be the case other nations are proceeding at a still more headlong pace along the road to physical ruin. We are still far behind most of the other countries of the world in the matter of tobacco consumption. In fact, we always appear to have held a better—or is it a worse?—record than other nations in this respect. A high statistical authority calculated that in 1883 the consumption of certain great divisions of the world was as follows:—

| | Tons. | Oz. per Inhabitant. |
|---------------|---------|---------------------|
| Europe | 383,000 | 44 |
| United States | 85,000 | 59 |
| India | 165,000 | 30 |
| Japan | 38,000 | 39 |
| Brazil | 20,000 | 70 |

while in the United Kingdom the actual consumption in that year was only 23 oz. per head of the inhabitants. Germany is noted for the physical vigour and capacity of her sons, yet her consumption in the same year was 48 oz. per head of the population. We have certainly advanced somewhat in the intervening period. According to a compilation of Messrs. Cope Bros. & Co., which "Waitaker" accepts as the basis of his annual statistics, our consumption last year was 1'84 lbs. per head of the population, but France and other nations have advanced at a much greater ratio within the same period. We may therefore take it for granted that there is yet abundant room for expansion, and in every well-informed quarter it is expected that the trade will grow in a marked degree during the next few years. One Liverpool merchant, for instance, estimates

that even in the present year the deliveries will be augmented by 10 or 15 per cent.

When it is stated that the tobacco stock of Liverpool amounts to the enormous total of 98,000 hogsheads, it must not be supposed that this indicates any stagnation of trade. It is precisely the reverse. As a matter of fact the increase of stock has not kept pace with the increase of deliveries; and in proportion to the actual volume of trade we have now less stock in hand than when the trade was considerably smaller. A vast stock must necessarily be retained in order to cope with the demands of such a vast business. The storage of such huge quantities of tobacco naturally presents a very serious and difficult problem to the Dock Board. At one period the whole of the tobacco imported into Liverpool was stored at the King's Dock. As the trade grew the Wapping, Albert, and Stanley warehouses were in turn requisitioned, but these have been found to be increasingly inadequate for the purpose, while the nature of the accommodation is antiquated and cumbersome.

When the Dock Board decided to deal in a comprehensive way with the question, they were confronted with a variety of considerations. The storage of tobacco in three or four different warehouses at different parts of the estate was a source of trouble and expense. Furthermore, the existing arrangements for sampling and distribution were of a clumsy character; and it was also considered essential that the Board should deal with the requirements of the trade, not as they existed at that time, but as they appeared certain to develop and increase. As Mr. Barrow remarked at the time, "There is virtually no limit to the possible expansion of the trade." The confident belief of tobacco merchants is that if sufficient accommodation be supplied, and reasonable rates be charged, Liverpool may practically monopolise, not merely the present trade of the three kingdoms, but the trade in its greatly expanded form years hence. At present, by the way, the rates are lower than Glasgow's, and about on a par with those charged in London.

The Dock Board had thus not only to provide a warehouse fully equal to the emergencies of a phenomenally increasing trade, but to equip it in such a way as to reduce to a minimum the cost and trouble of handling the tobacco, whereby no increase, but rather a decrease of rates might eventually be anticipated. It is interesting to recall the nature of the proposals made by the Board in 1895, and the extent to which they have been modified in the interval. A foundation for the new warehouse was to be obtained by filling up part of the antiquated Stanley Dock—constructed, it may be explained, nearly fifty years ago, and therefore comparatively useless in these days—and it was proposed to expend £170,000 in the erection of the building. Mr. Thomas Rome was considered by many people to be rather too sanguine in predicting that by the time the new warehouse was completed the stock of tobacco in this port would be permanently over 70,000 hogsheads. It is, as we have seen, nearly 100,000 hogsheads to-day, and the forecasted increase of the deliveries by 10 or 15 per cent. this year indicates pretty clearly that even this total is destined to be surpassed.

AN invoice received by the caterer of an English regiment stationed in India contained this bewildering item: "One case of tom-cats."

No one had asked the caterer to order any dainties of that kind, and the mystery remained unsolved until the package arrived.

Then it appeared that the grocer's assistant had a fancy for abbreviation, and that "tom-cats" was only his way of writing the name of that useful condiment, tomato catsup.

STRANGER: "I have come, sir, to marry your daughter."

Millionaire: "Eh? Wha—"

Stranger: "A million or two will be necessary to make us comfortable, and of course you will give it. Shall I leave my satchel here while I go to present myself to your daughter?"

Millionaire (bewildered): "Have you credentials in your satchel?"

Stranger: "No; nothing but dynamite."

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

SEND FOR PRICE OF

THE NEW 3^d. CIGAR,
“PRINCE OF WALES.”

Messrs. T. RILEY & SON, Ltd., CIGAR MANUFACTURERS,
 NOTTINGHAM.

Manufacturers of the PATENT PAPERLESS CIGARETTES, Patent No. 23,211, and the New Hand-Made Cigarette,
 NAVY BRIGADE, with labels of the Brigade Guns silencing the Boers' "Long Tom."

THE TIP TOP 2^d. PACKET.

Monastery Cigarettes



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

Adkin & Sons,

LONDON, E.

HUSBAND (kindly): "My dear, you have nothing decent to wear have you?"

Wife (with alacrity): "No, indeed, I haven't; not a thing. I'd be ashamed to be seen anywhere. My very newest party dress has been worn three times already."

Husband: "Yes, that's just what I told Bliffkins when he offered me two tickets for the opera to-night. I knew that if I took them they'd only be wasted. So I just took one. Well, I must hurry."

"WHAT'S the matter, old chap?"

"Just been round to the pawnbroker's to pop an umbrella, and met Smith there."

"Well, what about it?"

"Nothing—only the gamp was Smith's."

It was a loafing friend of a cigar dealer's observing an elegantly appearing man, who bought a cigar and went out. "Did you know that party had money to burn?" And the cigar dealer, disgusted: "Has he? Well, he is only burning it in 5-cent lots."—*Detroit Free Press.*

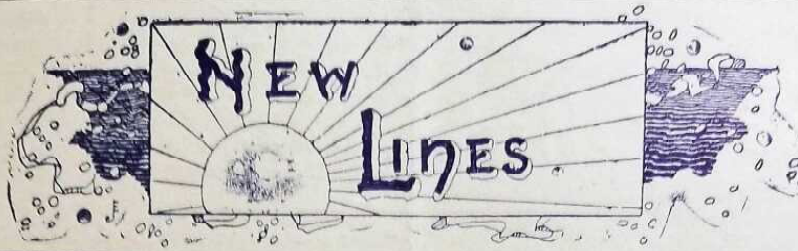
G. A. J. SCHOTEL, 93, Aldersgate Street, E.C.

London Representative of

MESSRS. JOSÉ TINCHANT Y GONZALÉS & C^{IA}.

Cigar Manufacturers, Antwerp.

SPECIALITIES: La Fleur de Don José, Curiosidades, Dulzuras, Victoribus Palmae, Honi Soit Qui Mal y Pense, Imperia, Esperance, Indépendante, La Sirène, &c.



MESSRS. ADKIN & SONS, of Aldgate, are again to the front with two new lines, each with a patriotic title, viz., "SOLDIERS OF THE QUEEN" cigarettes and Adkins' "IMPERIAL" Virginia tobacco. The former is an excellently got-up five-a-penny line, in sliding boxes containing, besides the cigarettes, one of the firm's now well-known copyright portraits of leading officers in the South African War. On the box is a well-executed representation of what we presume is one of the C.I.V., and as the



tone of the packet, and the printing on it, is of "the" fashionable colour, it is at any rate a picture of a gentleman done in "Khaki." The principle of the "sweets to the sweet" is being carried out by Messrs. Adkins on this occasion, and the first 10,000 of these cigarettes are now on their way to the Base Hospital in South Africa, as a gift to the wounded warriors of Her Majesty whose name is incorporated in the title.

In the other item, Adkins' "IMPERIAL VIRGINIA," we have a further sample of the excellent goods which this firm

turns out, in this case a medium-coloured shag of fine quality, which should appeal to civilian and soldier alike. "Imperial" is put up in 1-oz. square and $\frac{1}{2}$ -oz. square and round packets, to retail at 4d. per oz., the wrappers being artistically printed in colour and bearing a striking picture of a member of our Imperial forces, dressed in the prevailing military costume. Altogether the two lines under notice show that Messrs. Adkin & Sons are determined to keep up the good reputation of which they are the possessors.

MESSRS. COHEN, WEENEN & Co., of 52, Commercial Road, have just produced a splendid line of weight cigarettes under the title of "52," but had this eminent firm not hit upon the name indicated, we should have been inclined to suggest "A1," for this they certainly are. "52's" are manufactured from fine Virginia tobacco, and are the result of skilled hand labour. They are packed in $\frac{1}{2}$ -lb. boxes, and should soon become as popular as the firm's other well-known brands.

MESSRS. W. A. & A. C. CHURCHMAN, of Ipswich and London, having produced in "Tortoiseshell Mixture" a tobacco which has undoubtedly "caught on," have now put upon the market "TORTOISESHELL" cigarettes, to captivate that section of the public who prefer the "dainty morsel" to the solid pipe. The new cigarettes are prepared from the finest grades of Virginia leaf, great care being exercised in both the selection of tobaccos and the manufacture of the cigarettes, which are made entirely by hand. It is perhaps unnecessary to say that they are *not* made from "Tortoiseshell Mixture," that tobacco being, of course, too full-flavoured and rough cut for its adoption; but they contain all those constituents of the celebrated mixture which are suitable for the manufacture of cigarettes. "Tortoiseshell" cigarettes are packed in hand somely decorated tins, suggestive of real tortoiseshell,

as may be seen from the annexed illustration. The tins are carefully lined and banded inside with a blue ribbon bearing a seal, which presents an effective appearance on opening, and shows altogether a successful attempt at artistic packing.

A startling new line of distinctive merit is that just produced by MESSRS. R. LLOYD & SONS, of Holborn Bars, E.C., under the title of "TRAPPER" CUT NAVY PLUG. This, as its name implies, is a round plug, cut in the familiar



way, and is a full-flavoured tobacco, made from prime American leaf. It is packed *only* in $\frac{1}{2}$ -oz. card boxes, which retail at three-halfpence each. The cartons are printed in colour, with an attractive design, as may be seen in the accompanying block, and, owing to the compactness of the package, "Trapper" will be found very handy for carrying in the pocket.

MESSRS. COPE BROTHERS & Co., LTD., of Liverpool and Great Eastern Street, London, have forwarded us the complete set of each of their two latest productions in cards for insertion in packets of tobacco. The first of these consists of 50 characteristic pictures of Charles Dickens' immortal creations, while in the second list we have 50 beautiful little scenes connected with the Royal game of golf, many of them humorous, and not a few portraits of the masters of the sport. In both series we can trace the handiwork of Mr. "George Pipeshank," who has contributed in no small measure to the artistic value of many of Messrs. Copes' pictorial productions, and collectors of Copes' cartoons will understand from this that both the "Dickens Gallery" and "Copes' Golfers" are worth treasuring. Neatly mounted and framed, we can imagine no better window attraction than either or both of these sets, and although we do not know whether it is the firm's intention to issue them to the trade in this manner or not, we offer them the suggestion with all deference.



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



NEW BRANDS

The following appeared in the *Trade Marks Journal* of February 14, 1900:—

Optifolia.—226,206. Cigars and Cigarettes. Harris & Thomson, 32 & 34, Tarlton Street, Liverpool; cigar manufacturers. October 2, 1899.

Protecta.—226,442. Cigars, tobacco, and cigarettes. John Putney, trading as John Putney & Son, Raleigh Works, Ravenscroft Street, Hackney Road, London, N.E.; cigar box manufacturer and merchant. October 13, 1899. By consent.

El Bolero.—227,601. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. December 5, 1899.

El Idioma.—227,602. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. December 5, 1899.

La Viveza.—227,603. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. December 5, 1899.

Muezzin.—227,651. Manufactured tobacco. Franklyn, Davey, & Co., 12, Welsh Back, Bristol; tobacco and snuff manufacturers. December 8, 1899.

La Escofina.—227,664. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. December 8, 1899.

La Neutralidad.—227,667. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. December 8, 1899.

La Satrapa.—227,669. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. December 8, 1899.

"Acardian."—227,972. All goods contained in Class 45. Ind, Coope, & Co., Ltd., Station Street, Burton-on-Trent; brewers, wine, spirit, cigar and tobacco merchants. December 28, 1899.

El Picador.—228,107. Tobacco, whether manufactured or unmanufactured. John Putney, trading as John Putney & Son, Rayleigh Works, Ravenscroft Street, London, N.E.; manufacturer. January 8, 1900.

King Lear.—228,158. Tobacco, whether manufactured or unmanufactured. Albert Baker & Co., Ltd., 65, Holloway Road, London, N.; tobacco manufacturers. January 10, 1900.

Pecksniff.—228,160. Tobacco, whether manufactured or unmanufactured. Albert Baker & Co., Ltd., 65, Holloway Road, London, N.; tobacco manufacturers. January 10, 1900.

Panorama.—228,224. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. January 12, 1900.

Whirligig.—228,225. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. January 12, 1900.

The following appeared in the *Trade Marks Journal* of February 21, 1900:—

General Sir William Penn Symons (Portrait).—*"The essential particulars of the Trade Mark are the following: The device, and we disclaim any right to the exclusive use of the added matter."* 226,858. Cigars, cigarettes, and manufactured tobacco. Thorns, Sons, & Co., Ltd., Maudfooster Mills, Boston, Lincolnshire; cigar manufacturers. November 1, 1899.

Traviata.—227,552. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. December 2, 1899.

El Novator.—227,809. Tobacco, whether manufactured or unmanufactured. B. & J. Pinto, 24, Castle Street, Falcon Square, London, E.C.; cigar importers. December 16, 1899.

Spindle.—228,407. Tobacco, whether manufactured or unmanufactured. Fairweather & Sons, 108, Seagate, Dundee; tobacco manufacturers. January 19, 1900.

The following appeared in the *Trade Marks Journal* of February 28, 1900:—

Gold Filigree.—227,528. Manufactured tobacco. Hudden & Co., Ltd., 134, Victoria Street, Bristol; tobacco manufacturers. December 1, 1899.

Ayewa.—228,244. Tobacco, whether manufactured or unmanufactured. The Lagos Stores, Ltd., 6, Stanley Street, Liverpool; West African merchants and shippers. January 13, 1900.

Exalta.—228,365. Cigars, tobacco, and cigarettes. John Putney, trading as John Putney & Son, Raleigh Works, Ravenscroft Street, Hackney Road, London, N.E.; merchant. January 18, 1900.

Resista.—228,370. Cigars, tobacco, and cigarettes. John Putney, trading as John Putney & Son, Raleigh Works, Ravenscroft Street, Hackney Road, London, N.E.; merchant. January 18, 1900.

Rahat.—228,619. Tobacco, whether manufactured or unmanufactured. Teofani & Co., 18, Bury Street, St. Mary Axe, London, E.C.; cigarette manufacturers. January 31, 1900.

W. Sandorides & Co.—*"The essential particular of the Trade Mark is the combination of devices, and, except in so far as it consists of their own name, the applicants disclaim any right to the exclusive use of the added matter."* 227,659. Tobacco, whether manufactured or unmanufactured. W. Sandorides & Co., Ltd., 33, Old Bond Street, London, W.; tobacco manufacturers. December 8, 1899.

The following appeared in the *Trade Marks Journal* of March 7, 1900:—

La Cincinnati.—226,498. Cigars. The Havana Cigar Manufacturing Co., Havannah, near Congleton, Cheshire; cigar manufacturers. October 17, 1899.

Heckle.—227,065. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. November 11, 1899. By consent.

Airedale.—*"The essential particular of the Trade Mark is the device, and the applicants disclaim any right to the exclusive use of the added matter."* 228,019. Cigars. Hammonds Bradford Brewery Co., Ltd., The Fountain Brewery, Bradford, Yorkshire; merchants and brewers. January 2, 1900.

"PICK-ME-UP" Cigarettes are booming and yield good profits.

NEW BRANDS—continued.

Los Torogas.—228,252. Manufactured tobacco, cigars, and cigarettes. Raphael Tuck & Sons, Limited, Raphael House, Moorfields, London, E.C.; fine art printers. January 15, 1900.

Ice Bound.—228,302. Tobacco, whether manufactured or unmanufactured. Herbert Francis Dove, 27, Henry Street, Kennington, London, S.E.; shipping agent. January 16, 1900.

Flor de Ignitio.—228,422. Cigars, tobacco, and cigarettes. John Putney, trading as John Putney & Son, Raleigh Works, Ravenscroft Street, Hackney Road, London, N.E.; merchant. January 20, 1900.

Ixion.—228,453. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. January 22, 1900.

Koptus.—228,460. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. January 23, 1900.

V.H.C.—“*The essential particular of the Trade Mark is the device, and the applicants disclaim any right to the exclusive use of the added matter.*” 228,461. Tobacco, whether manufactured or unmanufactured. Webb & Johnson, 4, Rutland Street, Leicester; cigar manufacturers. January 23, 1900.

Uncle Josh.—228,470. Cigars. The Havana Cigar Manufacturing Company, Havannah, near Congleton, Cheshire; cigar manufacturers. January 23, 1900.

“*The essential particular of the Trade Mark is the following: The device, and we disclaim any right to the exclusive use of the added matter.*” 228,717. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. February 6, 1900.

American Tobacco Exhibit for Paris, 1900.

ONE of the finest exhibits that Uncle Sam will make at the Paris Exposition this year will be in the line of tobacco, says the *New York Press*. This industry stands second in the list of revenue producers, and the care in showing it off in Paris will be commensurate with the importance of the industry. The collection includes about 1,000 samples of leaf tobacco, and is almost ready to ship. The work is being done by the Division of Soils of the Department of Agriculture. The exhibit, which will be the most comprehensive of its kind that the United States ever has made, includes the varieties, grades, types and qualities of tobaccos from all of the principal tobacco-growing sections of this country. This display will show only the raw material, supplemented by a large collection of photographs, and, in a few instances, samples illustrating the different stages of the tobacco in the process of manufacturing.

The leaf tobacco exhibit is under the immediate direction of Professor Milton Whitney, Chief of the Division of Soils, aided by Marcus L. Floyd, tobacco expert of that division. All of the important tobacco-growing districts were visited by Mr. Floyd in July and August, when material was collected for this exhibit.

In the collection of samples the variety of shading, from the bright yellow and white burley to the dark wrappers and African black, immediately attracts the eye. The uniformity, the arrangement of the samples, the difference in texture of the thin and heavy leaves, the various qualities and the large number of grades are features of the display. The lover of the plug, the cigarette, the pipe and the expensive Havana, will find his especial “weed” in the raw material. The stogies, snuffs and pipe-smoking tobaccos also are represented in the collection.

The differences in the foreign types are worthy of consideration. These are not foreign in the sense that they are grown in other lands, but in the sense that they are cured and manipulated according to the demands of the foreign trade. To the general public such differences often are hardly perceptible, but in the trade the slightest shade of colour or thickness of body of the leaf, and often the length, is taken into account. England takes all kinds of tobacco, while Austria prefers the medium colours, with a long, broad, silky leaf with small fibres. The dark brown types find the highest favour among the Italians, and the French like a still darker leaf, long and smooth, about the same in quality as the Italian, but made darker by stemming and hard pressure. Spain prefers a fine, leafy lug, such as is grown in Kentucky and Tennessee, while Portugal requires a medium-sized red leaf. Belgium, Denmark and Norway use all grades of the bright tobaccos, and Holland and Sweden prefer the dark, heavy types. The low grades find favour among the Germans, Japanese and Chinese, while the African demands a black, oily type.

All of the tobacco sections have displayed much concern in this exhibit, and have shown much pride in the arrangement of

the samples contributed. Virginia, North Carolina, Tennessee, Kentucky and Maryland contribute to the display of the manufactured and export types, such as are used for cigarettes, snuff, plug, chewing and pipe smoking and export tobaccos. The finer grades, the cigar types, are represented by samples from Texas, Connecticut, Florida, New York, Pennsylvania, Wisconsin and Ohio.

The finest types, so far as price is concerned, are furnished in the form of the Cuban and Sumatra varieties, which are equal in quality to the imported goods. The exhibit also will be supplemented by tobacco in the various stages of curing, manipulation and fermentation, and by literature relating to tobacco in all its branches.

Victorian Tobacco Decline.

WHY, asks the *Melbourne Leader*, is the tobacco-growing industry in Victoria dwindling out of existence? There is no doubt about the fact, for the incontrovertible evidence of the official returns shows that while, twenty years ago, there were over 2,000 acres under crop, there are now less than 100 acres. In 1878 the production exceeded 1,700,000 lbs., and for the past year the return was scarcely more than 20,000 lbs. Soil and climate are well suited for the cultivation of the tobacco plant, and, so far as natural conditions are concerned, there seems to be no reason why tobacco culture should not be a permanent source of national wealth. Experts have spoken highly of the quality of the Victorian leaf, and have declared that, with proper treatment, tobacco should be produced fully equal to the American standard. What, then, are the causes of failure? They may be traced to ignorance, incapacity, and unwise State interference. The imposition of an excise duty in 1880 fastened on a struggling industry a load greater than it could bear under the existing conditions of production, and for ten years the output steadily declined. In 1890 the excise was reduced to 6*d.*, and tobacco growing again commenced to expand. The Tariff Board, which made exhaustive inquiry into this matter, advised that the duty should be taken off altogether, but Sir George Turner, in the zeal for revenue, discarded this recommendation, and raised the tax from 6*d.* to 9*d.* Production was checked at once, and now tobacco growing is left to a few Chinese on the King River. The facts are eloquent that an excise duty is more than the industry can bear until it is established on a sounder footing. Notwithstanding the importation of an expert from the United States, the Victorian Department of Agriculture has not succeeded in instructing the growers either in the cultivation or the treatment of tobacco. The quality is deteriorating, and each trial shipment arriving in England proves more unsatisfactory than the last. The State has been spending, in encouraging tobacco growing, nearly four times the value of the whole crop. This, at least, is returned as the result of the last year's balance sheet.

All things end in smoke, but “PICK-ME-UP” Cigarettes end in good profit for the Retailer.

French Tobacco Monopoly And its Aid to the Revenues.

AN interesting account of the position of the tobacco industry in France, and the history of the establishment of the Government monopoly, is given in *Engineering*. As that journal points out, one of the important sources of Government revenue in France is obtained from the tobacco monopoly. It was, says our contemporary, in 1570, that Jean Nicot, then the Ambassador of François II. to Portugal, first introduced the culture and use of tobacco in France. It became so rapidly popularised that in a few years it attracted the attention of the Government, and Richelieu foresaw in it a source of large profit; therefore, instead of prosecuting smokers, as was the practice in some countries, he devised a better and more profitable way of turning the growing habit to account. In November, 1629, he issued a decree that all tobacco imported should be taxed at the rate of 30 sous (about 15 pence) per pound, exception being made in favour of such tobaccos as came from the islands of St. Christopher, the Barbados, and other French possessions belonging to the companies which had been created under the patronage of Richelieu. The Government monopoly has steadily flourished, and the income to the Treasury increased almost yearly, rising from more than 55,000,000f. in 1816 to nearly 396,000,000f. in 1896; while the expenses, which in 1816 were 24,358,421f., reached 72,679,625f. in 1896. The annual net profit has thus increased from 33,355,221f. to 323,290,440f. In short, since the establishment on its present basis 87 years ago, the monopoly has brought to the State a gross sum of 16,186,927,405f. From this have to be deducted expenses amounting to 3,854,706,917f., leaving a net profit of 12,463,960,917f. During this long time no material alteration has been made in the regulations of the Régie, except such as was of necessity imposed by the many political changes, as well as by the improvements and modifications in social conditions, especially of the working classes. The tax on tobacco has been raised twice—in 1860 and again in 1872—but this did not in any way affect the consumption, which rose from 10,330 tons in 1816 to 37,300 tons in 1896.

A specially interesting feature in the development of this monopoly is found in the culture of tobacco in France. From 1791 to 1805 the cultivation was followed only in sixteen departments, on an area of 8,381 hectares, furnishing a crop of 9,000 tons; in 1808 the culture had extended to forty-two departments, with 15,000 hectares, producing 22,000 tons. In 1810 only 12,000 hectares were planted, the crop falling to 15,000 tons. In 1811 thirty-two departments, producing less than 100,000 kilogrammes, lost the right to grow tobacco, and a law passed on April 28th, 1816, made that quantity the lowest limit as a qualification to grow tobacco in any department. After that year only eight departments raised tobacco in France—the Nord, Pas de Calais, Bas-Rhin, Fille et-Vilaine, le Lot, Lot et Garonne, Bouches du Rhone and the Var. According to the decree of 1810, the Régie was obliged to use indigenous tobacco in the proportion of fourteen-fifteenths of the quantity consumed; the law of April 28th, 1816, reduced this proportion to five-sixths; and finally, after an investigation made in 1835, a law passed on February 12th, 1835, again reduced the proportion to four-fifths at most. At the present time twenty-five departments are authorised to cultivate tobacco; the area planted covers 16,350 hectares, and the annual crop is about 26,000 tons. Algeria also furnishes annually about 3,000 tons. In 1896 the total value of these crops was nearly 1,000,000 sterling. At a time when the English Chancellor of the Exchequer has asked, amongst other things, the British Parliament to vote an increase in the duties on tobacco and cigars, says the *Financial News*, it may be interesting to know what profits the tobacco and match monopolies have secured for the French Treasury during the past year. There have been sold 38,161,627 kilos. of tobacco, which means an average consumption of 1 kilo. per inhabitant and nearly 3 kilos. for every adult. The sale, altogether, has produced 407,000,000f., whilst the expenditure involved in administering the monopoly amounted, approximately, to 78,000,000f., leaving, therefore, a profit of 329,000,000 francs. The State's profit on every kilo. of tobacco sold is over 8f. From the statistics to hand, it appears that the average consumption of tobacco per inhabitant has trebled in the last seventy years. In 1830 it was 350 grammes and in 1899 it was 990 grammes. The record in smoking is at present held by the Nord Department, where every inhabitant consumed in 1899, 2,278 grammes.

The match monopoly has yielded during the last year a net profit of 22,500,000f., the sale having produced over 30,000,000f., whilst the expenditure scarcely exceeded 8,000,000f.

American Chewing Tobacco.

THE consumption of tobacco, without the aid of a pipe, or in the form of a cigar, or cigarette, but with man's dental arrangements, is not considered in this country a desirable habit, and we sincerely trust that it never will become popular; but among other nations, and especially in the case of our American cousins, chewing tobacco is freely and openly indulged in. With us, the habit is chiefly confined to those whose occupations prevent them from smoking except at long intervals, and to keep up their devotion to My Lady Nicotine, they take little surreptitious nibbles at the sweet cake! In the United States, however, chewing plug is one of the staple articles of the tobacconist's trade, and huge quantities are consumed by persons of all stations in life, in the manner indicated. Brands upon brands of this form of tobacco are prepared and advertised by their manufacturers, each brand holding its devotees who swear by it alone to the exclusion of all others, in the same manner as our own cut tobaccos and mixtures have their adherents on this side of the water. Richmond, Virginia, is noted for its output of plug, and the large tobacco manufactories of that city ship huge quantities of their speciality to other parts of the Union, and, in fact, to nearly every part of the civilised world. Cleanliness is, as it should be, one of the chief features of a Richmond factory, and although this is apparently a difficult virtue to maintain, taking into consideration the dressings used in the process of manufacture and the fact that negroes form the greater proportion of the workpeople, it is nevertheless rigidly adhered to owing to the use of the best scientific methods. When it is first brought into the factory, the tobacco is in the hogshead, and is in such a dry condition that very careful handling is necessary to prevent its shattering. To get it into condition to handle, the tobacco is put into a large machine called an "orderer," and after passing through the steam which is pumped into this, it issues forth in a sufficiently moist condition to prevent its breaking, and is piled up so that it may all become of uniform moisture. After this it is turned over to women and strippers who take out the stems, and the leaf is piled up to get into condition again. When the tobacco is again taken up it is run through another "orderer" preparatory to "dressing." The mixture which is used in the dressing is composed of liquorice, molasses, and a large proportion of maple syrup, which is boiled in huge kettles until of a proper consistency and allowed to cool so that it may be workable by the hands. It is then put into a tank, and the workers stand by and dip the tobacco into it until the leaves are thoroughly covered with the sweet substance.

The tobacco is then fed into a roller which is regulated to leave the required amount of dressing upon each leaf, and as it comes through it is carefully watched to see that every leaf has enough or not too much of the substance adhering to it. When this has been done the tobacco is placed on a wire gauze belt and goes through the "dryer," which is a series of chambers containing various temperatures of dry air, until it emerges thoroughly dried. The leaf is then gathered up and placed into machines which shape it roughly into plugs about four inches long by one inch square, or any size that may be required, and is then wrapped in a carefully selected wrapper, the greatest importance being attached to the selection of leaves for this purpose, which should be of a uniform colour. Into a drying room with the thermometer at 130 degrees is the next stage in the process, and subsequently to the hydraulic presses, where the cakes are pressed into the familiar flat vest-pocket plug.

A feature of the factories is that visitors, even those having no connection with the trade, are made welcome by those in authority. The latter are ever ready to show members of the public over their works, and with the work in full blast and the negroes singing as they strip and manipulate the leaves, the experience of a visit is a very pleasant one.

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

Messrs. Sidney Pullinger, Ltd. New Premises.

MESSRS. SIDNEY PULLINGER, LTD., have now gone into their newly-built premises at the bottom of Cannon Street, and extending back some 80 feet or so to Needless Alley. They have given up the two depôts they had at 50, Cherry Street and 45, John Bright Street, and concentrated their offices and warehouse in Birmingham under one roof. Their premises are adequately furnished for the storing and showing of every variety of imported cigars, and cigars of their own manufacture. The premises are thoroughly well heated and kept at one temperature. Their goods are so arranged that nearly every box can be got at without the use of ladders, &c. A long warehouse in the centre of the premises is arranged with moveable racks running across from side to side with a division between each rack for two people to pass. There are six of these racks, and each rack holds twelve cases of cigars. On entering the Cannon Street entrance there is a partition reaching from floor to ceiling, that carries about twenty cases of cigars, and above the racks are shelves that will carry almost any quantity of stuff put there for maturing purposes. There is plenty of office accommodation; three offices in all being situated on the same floor as the warehouse, one at the Cannon Street end and two at Needless Alley end, and there is an entrance at each end. Below the warehouse is a fine basement specially arranged for conditioning goods, one shelf alone being capable of containing fifty cases of cigars at a time. The position of the premises has been admirably chosen, as they are central and thoroughly convenient, the goods being taken down a rolling way from Needless Alley without the use of steps or lifts right into the premises, while telephonic communication is arranged all over the building. On looking at the racks a splendid assortment of high-class Havana cigars of almost every known brand is to be seen, and we feel sure a visit to their Birmingham depôt would not be wasted by any trader.

AN Italian organ-grinder recently escaped a fine by a very ingenious excuse.

He had been playing before the house of a very irascible old gentleman, who furiously and with wild gesticulations ordered him to "clear off." The organ-grinder, however, seemed elated; and as he still continued to grind away, the old gentleman had him arrested for his disturbance.

At the police-court the magistrate asked him why he did not leave when requested to do so.

"Me no understand' mooch Inglese," was the reply.

"Well," said the magistrate, "but you must have understood what he meant when he kept stamping his feet and waving his arms."

"No, me not know," replied the Italian, "me tink he come to dance to my music!"

IN one of the New Orleans courts a negro was called as a witness. The judge, noted for austerity, held out the book and the witness was sworn, and, of course, expected to kiss the book. But the witness was unused to criminal proceedings.

"Why don't you kiss?" demanded the magistrate.

"Sar!"

"Ain't you going to kiss?" was the question again put.

"Sar!" repeated the astonished darkey.

"Kiss, I tell you!" thundered the judge.

"Yes, sar! yes, sar!" exclaimed the trembling darkey.

The long arms of the son of Ham were thrown around the judicial neck, and in a moment, before he could be prevented, a stentorian smack resounded through the court-room.

"Take him off—take him off!" cried the Court, while the loud shouts of the spectators testified their appreciation of the fun. At last the judge, more frightened than hurt, was rescued from the clasp of the very literal witness.

RESULT OF FEBRUARY COMPETITION.

The Winner of last month's competition, in which the word "Boer" was mis-spelt on page 74, was—

Mr. HARRY COATES, Employé of Mr. John Coates, 1, Nessgate, York,

to whom a parcel of Messrs. T. Riley & Son's "Navy Brigade" Cigarettes to the value of 20/- has been forwarded.

Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY APRIL 6, 1900.

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

TWENTY SHILLINGS

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

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

The Editor's decision is final.

CUT OUT AND FORWARD THIS COUPON.

Addressed as follows: { SPELLING BEE:
Cigarette World,
2, Ellison Road, Barnes,
London, S.W.

Word Mis-spelt _____

In Advert. of Messrs. _____

Signature of Competitor _____

If a Retailer, state so _____

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

Postal Address _____

Date _____

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

STANDARD AND RECENT LINES.

SINGLE LINE ADVTS.

SINGLE LINE ADVTS.

A HANDY REFERENCE FOR RETAILERS.

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

Of whom and what to Order.

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OGDEN'S COOLIE CUT PLUG.

1oz. PACKETS RETAILED AT 3D.

AN IMMEDIATE AND TERRIFIO SUCCESS.

OGDEN'S, LTD., Wapping, Liverpool.

FOR

ASTHORE HAVANA BLEND CIGARETTES

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

Flor de Dindigul

Cigars

INCREASE TRADE,

And are not supplied to Cutters.

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LONDON, 1851.



ANTWERP,
1885.



GOLD
MEDAL

PARIS, 1855.



LAMBERT & BUTLER'S

EDINBURGH, 1886.



LONDON, 1873.



Tobaccos.

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

Cigarettes.

IN PACKETS AND TINS.

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

BY WEIGHT.

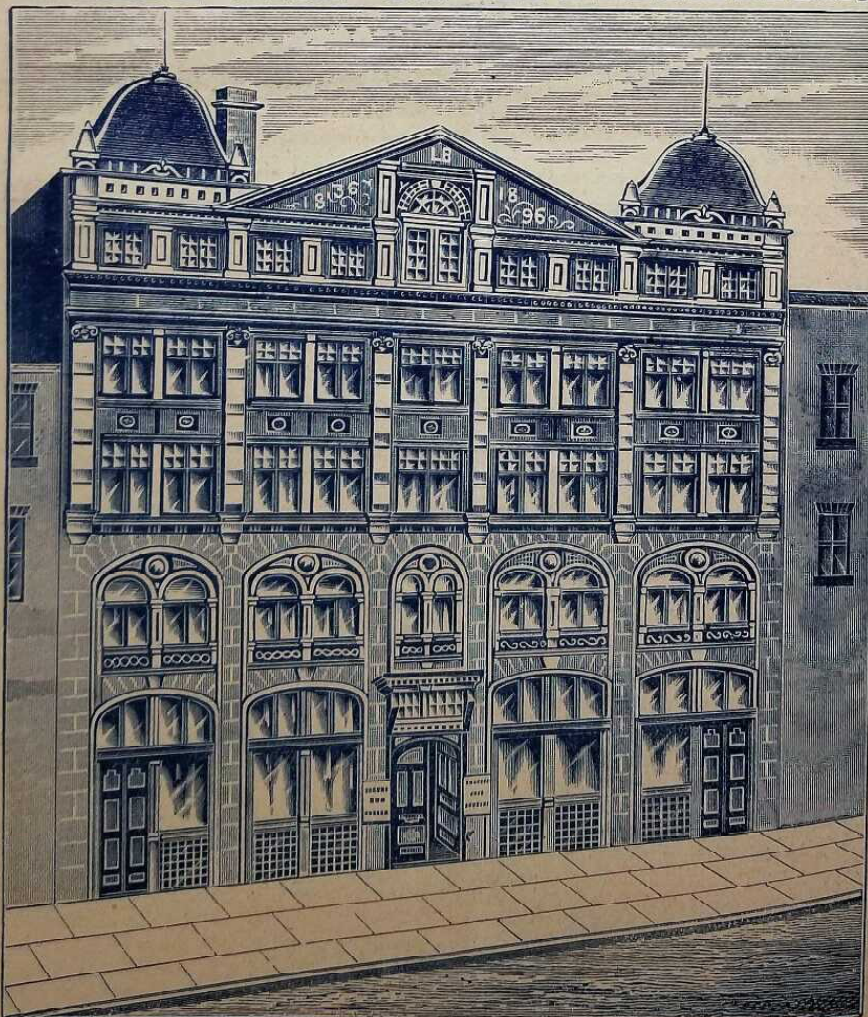
- OLD HELMET, in ½ lb. and 1 lb. Boxes.
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All the above
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Tins and in
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also to our
"TRUMPETER"
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packets of 10 to
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