

THE ORIGINAL "CHALLENGE" FLATS

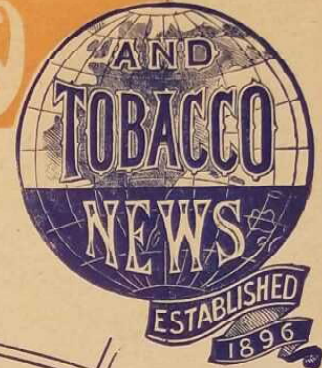
To be obtained from all Wholesale Houses.

Published
on the
15th of every
Month.

Published
on the
15th of every
Month.



The Cigarette World



The Retailer's Journal:

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

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

WILLS'S

"GOLD FLAKE"

Tobacco
AND Cigarettes

IN TWO DEGREES OF STRENGTH.

MILD (the original) with Yellow and Red Label.

In 1-oz., 2-oz., and 4-oz. Square Foil Packets; 1-lb. and 2-lb. Decorated Tins; and 2-oz., 1-lb., 2-lb., and 4-lb. Patent Tins.

MEDIUM (fuller flavour) with Blue and White Label.

In 1-oz. and 2-oz. Square Foil Packets; and 1-lb. Patent Tins.

IN PACKETS AND PATENT AIR-TIGHT TINS.

Cohen, Weenen & Co.'s



New Premises,

52, Commercial Road, E.

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

3d.
PACKETS OF
10

● ● ●

6d.
TINS OF
20

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UNSOLICITED
TESTIMONIAL.

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

Proprietors—
**ADKIN
AND
SONS,**

● ● ●

LONDON.
Established 1759.

● ● ●

UNSOLICITED
TESTIMONIAL.

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

FOR

ASTHORE CIGARETTES

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

JARRETT BROTHERS,

70 & 71, Bishopsgate Street Within, London, E.C.

Indian Cigars.

FLOR DE SUMATRA.
FLOR DE ZENANA.
NAUTCH GIRL.

SOLE AGENTS FOR

SPENCER & Co., MADRAS & DINDIGUL

"Para Usted" and "Perla del Oriente"
MANILA CIGARS.

GABRIEL MANTZARIS & CO'S EGYPTIAN
CIGARETTES.

CIGARS in 25's
for XMAS Trade.

Garoko Bouquets	9/-	per 100.
" Elegantes	10/-	"
" Bouq. Sublimes	12 9	"
La Sava Perfectos	10/-	"
" Especials	12 3	"
" Regalia	15 9	"
Uwanta Dukes	10 6	"
Honi Soit Esquisitos	8/-	"
and many others.		

Call and see our Stock if you can; write if you cannot.

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A few Special Lines
in CIGARETTES.

FANCY BOXES. PADDED LIDS.

			Per 100
Lady Bettys (excl. Gold Tipped)	10's & 12's		3/6
" " "	25's		3/3
" " "	100's		3/-
Special Gold Tipped Turkish	25's		3/9
" " "	100's		3/6
" " "	Virginia, 25's		3/9
" " "	100's		3/6
Golden Silk Cut, Large Size	100's		4/-
Crown Virginia	{ A very Special Line.	25's	2/11
" " "		50's	2/10
" " "		100's	2/9

ANASTASSIADIS TURKISH.

Green Padded Boxes, Cold Blocked, a splend'd high-class Cigarette, selling well.

No. 1	100	50/-	50	52/6	25	55/- oval.
" 2		40/-		42/6		45/- "
" 3		40/-		42/6		45/- round.

**The
Tobacconists'
Supply
Syndicate,**

55, FARRINGDON ST.,
E.C.

Warehouse :

1, 2, 3 & 4, Plum Tree Court.

Factory :

21, Farringdon Street.

Telephone Holborn 1235.

Telegrams: "Crackers, London."

We hold one of the
largest and most varied
Stocks of

FANCY GOODS

in the Trade.

Send for Illustrated Catalogue if
you cannot call and inspect these
goods personally.

**The
Tobacconists'
Supply
Syndicate**

Invite your careful attention
to the prices quoted
on this page; a complete
and illustrated Catalogue
will be forwarded on appli-
cation to

HEAD OFFICE:

55, FARRINGDON ST.,
E.C.

**Some Tobaccos that it
will PAY YOU to sell.**

Garoko Flake	...	...
" Mixture	...	4/4 per lb.,
" Dark Flake	...	in 1 oz.
" Cigarette Tobacco	...	Packets.
" Blended	...	...

T.S.S. Mixture, 1 oz. Packets, 4/6

Oceanic Flake, a rich, dark
Honeydew ... 3/11 per lb.

Fifty Five Flake, do. ... 3/9 "

(1d. per lb. off 5 lb. parcels)

Special Light Flake ... 4/1 "

A Good Light Flake ... 3/9 "

Samples of LOOSE SHAGS at prices ranging
from 3/3 to 4/6 per lb. sent on receipt of
post card.

TURKISH TOBACCO OF HIGH GRADES
BLENDED AND CUT TO ORDER.

**T
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Weight CIGARETTES

That are worth your Attention.

T. S. S. Straight Cut	...	4/3 per lb.
Garoko Gold Flake	...	4/9 "
Happy Tidings (30 to oz.)	...	5/- "
Cork Tipped	...	5/6 "
Leaf Tipped	...	5/6 "
Gold Tipped	...	5/6 "
Garoko Silk Cut (24 to oz.)	...	5/9 "
Garoko Oval Virginia	...	6/3 "
Golden Strips	...	6/3 "
Cigarros (a small leaf Cigarette, 16 to oz.)	...	6/6 "
Crown Cork Tipped	...	6/9 "
Garoko Young Ladies'	...	6/9 "
Special Virginia	...	7/3 "

TURKISH WEIGHT CIGARETTES at equally low prices
and high quality.

Special line of Virginia Straight Cut Cigarettes,
4/1 per lb.



GAINSBOROUGH
CIGARETTES.

Cohen, Weenen & Co.,

LONDON.



To Retail at **4^{D.}** 26/-
Per 1,000.



To Retail at **3^{D.}** 19/-
Per 1,000.
WRITE FOR PRICE LIST.

SWEET CHERRY TIPPED CIGARETTES.



JACOBI BROTHERS & CO. LTD.,
9 & 11, WILSON STREET, LONDON.

Price List on application.

The Cigarette World AND TOBACCO NEWS.

NOVEMBER 15th, 1901.

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

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

THE ALLIANCE MIXTURE.



HE retail tobacconist has been deluged with circulars till his brain reels with the attempt to reconcile their continually changing offers, and his morning paper has been adding to his troubles by the daily publication of the smallest details of his business, coupled with a good deal of gratuitous advice as to how he is to conduct it. It is not so long ago since he almost abandoned hope of bettering his condition, and his bitter cry for a living profit seemed to fall on deaf ears. Now all this is changed, and he has not yet recovered from the bewilderment caused by his sudden elevation into an important personage. Most wonderful of all, the biggest firm of "cutters," for years his open and remorseless enemies, now show the greatest anxiety to take him to their bosoms, and he is counselled by the Alliance, a body formed during the last twelve months with the object of killing the "cutter," to let bygones be bygones and accept the

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There's 'air! Now he's ashing our Colonial Empire.

SIDNEY PULLINGER, L^{TD.}

BIRMINGHAM AND NOTTINGHAM.

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friendly overtures made to him. Now we know the retailer is too busy to be able to wade through columns of figures in order to decide upon the best course of action to pursue; we therefore beg to invite his close attention while we put the plain facts before him and advise him as to the most prudent way of acting at the present crisis. We are well aware that our outspoken criticisms of the Alliance scheme and the methods pursued by its authors have from the first been much objected to by the executive of that body, but our sole object is to deal fairly as between manufacturer and retailer, and to work for the good of the trade as a whole. Therefore we propose to speak very plainly indeed—if the Alliance have any reply to make our columns are open to them. To understand the question clearly it is well to know what influence the Alliance possesses, and how far, if at all, it represents the trade, since unless it does represent the trade it is simply absurd to pay any heed to its attempts to dictate a policy. It has been stated in the press that the new body controls 20,000 shops in the United Kingdom. Now, we have never yet had anything but estimates of the membership, though we have over and over again frankly expressed our doubts as to the figures given. The time has come to be still more frank—brutally frank, perhaps. We say without hesitation that the Alliance has not 20,000 members or anything at all approaching that number; of course, we cannot say exactly how many they have got, but we think 1,000 would probably be an exaggerated estimate. Before the trade joins the Alliance or in any way supports the amazing proposals that emanate from it they should insist upon a full and complete statement, duly audited, as to its membership and financial position. We challenge Mr. St. John to produce such a statement, showing a *bonâ fide* membership of members *who have paid their subscriptions* of 1,000. If he cannot do this now, when 2s. is the amount of the subscription, what are the prospects when it is raised to 10s.—as it soon will be if the original arrangement is adhered to? We want a plain, straightforward answer to our challenge, and no beating about the bush. We say distinctly that it is gross effrontery for such a body to pretend to represent the trade; their influence is absolutely insignificant, and they dare not, we know full well, let the public know their actual strength, lest their impudent pretensions should be exposed and a quick end put to their brief and inglorious career. We say to our readers, have nothing whatever to do with them till you have got the particulars we have referred to. When, if ever, you do get these particulars, you can judge for yourselves as to whether or not your interests will be advanced by membership.

There are other matters in connection with the scheme on which we consider every retailer should be satisfied before giving support to it. It is said that Salmon and Gluckstein have recently offered to finance the Alliance, and it is suggested that they have in fact done so; we do not know the truth as to this, but we think Mr. St. John should make a definite statement on the subject without delay, and we should advise members to insist upon such

a statement, both by letter and at their meetings when opportunity offers. It appears to be the fact that negotiations have been going on with the big firm of "cutters" for many months past. How many out of even the present small membership would have joined had they been aware of this? How many London members are there who will continue their support now they know how the executive have been managing the business entrusted to them? To those who have already joined we say, resign your membership unless the Alliance have a complete answer to the questions we have indicated, and are prepared to give up finally any idea of an agreement with the "cutters." To those who have not joined we say, you had best withhold your support; you stand to lose nothing by so doing, as it is now certain that none of the three parties seeking for your custom will under any circumstances consent to give better terms to members of the Alliance than to ordinary outside traders. We consider that your interests have been betrayed, and it is the duty of the trade journals which Mr. St. John despises so greatly to prevent, if possible, the completion of the audacious proposal to hand over the trade to the tender mercies of its worst enemies. You may have just cause to complain of the way in which your demands have been met by the manufacturers, but beware of allowing your feelings on this point to induce you to trust in those who up to now have amassed enormous profits at your expense, and who, by mischievous and ruinous "cutting," have completely beggared many hard-working and industrious tobacconists.

Having dealt generally with the policy of the Alliance, let us examine briefly the proposed agreement with Salmon and Gluckstein on its merits. The bait held out is that the retailer will be able to buy loose tobaccos, cigarettes, cigars (including his own private brands), and fancy goods at 3 per cent. above the actual cost as shown in the company's books, which are to be audited by an auditor appointed by the Alliance. As men of business we ask you if any system of book-keeping or audit which the wit of man can devise could guarantee this? And we would also ask if any sane person can believe that a company with a very large capital on which to pay dividend could afford to work at such a profit? The idea is too preposterous to need any further examination; it would simply be an insult to your intelligence to discuss it in detail. The next attraction is that no more shops will be opened in the provinces, and that when desired, in places where, as Mr. Hey put it, the scheme is taken up "with spirit," shops already existing will be closed on equitable terms. "With spirit" simply means when the big firm find they can make more money out of the trade by the amount of goods sold to them than they can by continuing to run a shop, and it is obvious that the expression may be very liberally interpreted. This advantage, however, is not offered to London; in the Metropolis, we presume, the merry game as hitherto played will be continued, because here the "cutters" have the biggest hold and make the greater part of their profits. Now Londoners are apathetic in most things, but we hardly fancy that they will let their

"LA CINGARA," finest imported Mexicans.

Sole
Importers:

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.

PLEASE NOTE!

RICHARD LLOYD & SONS

(Late of 148 & 149, HOLBORN BARS),

Have REMOVED to their New and
Extensive Premises in

CLERKENWELL ROAD,

Where all their New Lines may be
Inspected.

ADOLPH ELKIN & CO.,

 **Wholesale Tobacconists,**

140 & 140A, HOUNDSDITCH, LONDON, E.C.

Specialities.—La Nikle, 1d., Rothschild Cigar; Zealandia, 2d., Imperial Cigar.

PRICE LISTS FREE ON APPLICATION.

apathy go to such an extent as to favour so one-sided an agreement; they do not subscribe to the Alliance for the benefit of Northerners, but naturally expect to participate in any advantages which may be secured by combined action. One more attraction and we have done; members who take up Salmon & Gluckstein's own proprietary goods are guaranteed a profit of not less than 20 per cent. on all tobaccos, and 25 per cent. on cigarettes. These terms, we think, will be readily obtained from both the rival combines, and they are of little advantage in the present instance, as there is not much demand for Salmon & Gluckstein's products, which would have to be pushed with great energy, whereas the proprietary brands of many leading manufacturers are so well known that they almost sell themselves. No doubt the new factory is capable of turning out a good article, and it would be unfair and unjust to say in advance that it will not do so, but still the fact remains that brands which have been advertised at the expense of thousands of pounds for many years have become familiar as household words, and are consequently in great demand with the public. Therefore it pays better to sell them than new brands which are quite unknown. Now we know that Salmon & Gluckstein have expressed their ability to turn out any number of orders they may receive up to £100,000 a week. It is therefore obvious why they are so eager to make a deal. The reason is that they want to be able to work their factory at full pressure and to secure a sufficient guaranteed trade to enable them to keep it continually going, and they will not be able to do this without the help of the trade. Their relations with the trade have been such that in the ordinary way a retailer would absolutely refuse to sell their proprietary articles on any terms. Accordingly, with remarkable astuteness, they now seek the help of those who have in the past suffered most from their tactics, under the pretext that a golden future will make up for all. Now this is simply a business move on their part, and a very smart one, too, and as such it is, of course, perfectly legitimate, but we shall be surprised, indeed, if the trade swallows the bait. We wish it distinctly understood that we think no possible exception can be taken to the action of the directors of Messrs. Salmon and Gluckstein in trying to bring about a "deal" for the advantage of their shareholders; our objections are to the way in which a few officials of an organisation supposed to be representative of the trade have tried to rush through an agreement of vital importance, instead of giving ample time for its careful consideration.

OUR criticism of the methods being adopted by the American Tobacco Company appear to have been much appreciated by all sections of the trade, and we have to thank those correspondents who were good enough to write us privately to express their cordial approval of the thorough way in which we exposed the tactics of the American invaders. It is our constant aim to place before

our readers impartially all the facts necessary for them to know, in order to judge what action is advisable when any new question of trade policy is being brought forward, and when we meet with such hearty support as has just been accorded us, we are encouraged to redouble our efforts. We trust we may be forgiven for this personal reference, since at such a crisis it is justifiable for us to feel and to express our satisfaction at such a complete endorsement of our policy.

SINCE our last issue the American Tobacco "combine" speedily found that the retailers did not at all cotton to their system, and the sales of their specialities did not increase as expected. As a result they issued a number of circulars, which we reprint elsewhere, and every few days kept varying their offers. This policy is naturally much resented, since it is a continual source of worry to business men, who are afraid to give an order one day lest the next should bring a further reduction in prices. Consequently, the prudent retailer has simply thrown the circulars into the waste paper basket and only ordered what was barely required to meet the demand. Our remarks have already been abundantly justified, and it now appears that extra discounts have taken the place of gifts of other articles to sell. Finally, a working agreement has been entered into by the Alliance under which the American Tobacco Trust guarantee a profit of 20 per cent. on all their tobaccos and 25 per cent. on all their cigarettes for a period of 20 years. Though the Alliance are entitled to the credit of having secured this agreement, which undoubtedly secures real benefits to the trade, their members will gain nothing special by it since the profits mentioned are guaranteed to all dealers. Great efforts were made to obtain an extra bonus for members of the Alliance, but they failed, and it may reasonably be expected that similar efforts will also fail in the case of The Imperial Tobacco Company. We have all along tried to show the folly of expecting manufacturers to charge dealers outside the Alliance extra prices unless that body had practically the entire support of the trade, and it is clear that nothing can now be done in that direction.

WHILE the Americans issue "frequent and free" circulars, the Imperial Tobacco Company keep like Brer Rabbit—lying low—and have only issued two circulars altogether. A bonus is promised to the trade from November 4th, but the amount of it has not yet been fixed. There is to be no reduction to the public, since the manufacturers believe that they can compete with their rivals even at the prices now prevailing for American cigarettes. In short, they consider that their goods are sterling value for the money, and will sell on their merits. Of this fact there can be no doubt, and cigarettes at 2½d. and 3d. per packet as sold by most British firms are quite cheap enough in all conscience considering their quality. It is foolish to prophecy unless you know, but we cannot help thinking that Mr. Duke, when he tried to capture our tobacco trade, to use a

Indian Cigars.



WRITE
FOR
PRICE LIST.



Sole Agent—

A. M. HOOPER, 1, Cresham Buildings,
E.C.

SINGLETON & COLE, Limited,

are in the unique position of being able to supply Tobacconists with all popular brands and makes in Tobaccos, Cigars, Cigarettes, Snuffs, and Fancy Goods.

ALL GOODS ARE SOLD AT ROCK BOTTOM PRICES.

We possess many advantages, being Tobacco, Cigar, and Cigarette Manufacturers, also large direct importers of Cigars, Cigarettes, and every class of Pipes, Fancy Goods, &c., &c., and these advantages we always share with our Customers.

SOLE AGENTS FOR

Bigio Hazan & Co.'s High-class Imported Cigarettes,
BY WEIGHT OR IN PACKETS.

All Tobacconists should possess a Copy of our Gigantic New Price List, containing 332 pages of all purely trade matter.

All Address Necessary—

SINGLETON & COLE, Ltd., BIRMINGHAM.

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Yankee expression, "bit off more than he could chew." Anyway, it seems to us that the retailer cannot fail to benefit; he only has to "sit tight" and he will get substantial gains from both parties. Indirectly, too, his enemy the "cutter" will be foiled, since minimum schedules will soon be practically universal.

We reproduce elsewhere a large number of circulars issued by the American Tobacco Co., and just as we are going to press we find that another has been issued, which is as follows:—

"If on December 1st you will send us on subjoined form a statement of the sales you have made of packet cigarettes (imported or our own) during November, we will during December sell you an equal quantity to cover same (the selection of the brand of cigarettes being left entirely in your own hands), and we will allow you on such equal orders, sent to us in December, a special rebate of 5d. per 1,000, which rebate we will remit as early in January as possible.

"Faithfully yours,

"OGDEN'S LIMITED."

Meanwhile, up to the present, we are unaware of the bonus which the English Co. is to give the trade. We hope there will be no further delay in making this known.

BIS DAT QUI CITO DAT.

THE efforts of the American invaders to capture trade are growing desperate; they have recently been giving away cases of champagne to some of their large customers. Presently, no doubt, every tobacconist ordering 1,000 — Cigarettes will receive a quart of turtle soup, six dozen oysters, and a case of champagne. It is gratifying to note that despite all these attractive gifts the sales of American cigarettes are not increasing, if we can judge by the reports received from large firms. This is not due to patriotism—consumers always will buy in the cheapest market—it is due to the fact that smokers are awakening to the knowledge that whatever price they wish to pay they can get better value from English manufacturers.

To the Editor.

THE TRADE AND THE ALLIANCE.

Sir,—The great body of retailers seem to be in a greatly unsettled state as a result of the buying up of Ogden's Ltd. by the American Tobacco Co. We see from the papers that there is some talk of Messrs. Salmon & Gluckstein, Ltd., manufacturing for the Alliance. We do not think that any tobacconists who are really business men will agree to this in any way whatever. Most of them (at least those in London do) know that there are really only a few saleable lines that this firm manufacture, and it would hardly pay the ordinary retailer to stock them. By saleable lines we mean those which would bear any comparison with the sale of Wills', Lambert and Butler's, Player's, or other tobaccos. Not only this, but the Alliance was formed with a view of ousting the great cutters from their

position as suppliers to the public at the lowest rate of the well-known proprietary brands which are stocked by practically every tobacconist, and now we find the Governing Committee toadying to the very people the original scheme of the Alliance was aimed at. Do Mr. St. John and Mr. Hey think that the English retailers are nothing but puppets to be worked by the wishes or whims of the Governors of this Alliance? Now, you businesslike vendors of tobacco to the public, what do you think of the matter? The most prudent policy in our opinion is to sit tight at present and await developments. We see the manufacturers have sent out circulars appealing to the loyalty of the retailers to British commerce, promising to stand by us if we do. But how do they wish us to act? Are they anxious that every retailer should refuse to stock the goods offered by the American people? This is entirely impossible. The retailers have not large capital at their backs, and cannot afford to act in such an independent manner. So long as there is a demand for American goods, and at present there is a very great demand, so long must the retailers stock them, or run the risk of having to put the shutters up and find something else to do which might be more profitable. Do not forget, retailers, that it is the great "B.P." who pays, and as a result must choose the tune.

Ideas have been mooted that whichever side wins the retailer must suffer, but we do not, however, believe that the American firm will or can gain such control as would enable them to press hardily on the already long-suffering tobacconist, and so far as the English manufacturers are concerned, have they not promised, as per their circular, to stand by us, and as they are firms of honest reputation there should be no doubt on that score.

By all means we should advise retailers to make the most of the favourable terms at present offered by Ogden's Ltd. They cannot afford to do otherwise, unless they wish to have the bread taken out of their mouths by someone else. But let them be careful.

Yours faithfully,

SPRINGETT & LORD,

Crofton Park.

PREPARED FOR EVERYTHING.

A brisk-looking young man, with his hat tilted well back on his head and a small satchel in his hand, stepped inside a lawyer's office and said:—

"I hope I am not intruding, sir. You are a man of business and so am I, and I can tell you in one minute what I'm here for. My observation is that five out of every six professional men in the large cities are addicted to the tobacco habit in some form or other. A habit, once formed, becomes second nature.

"There are thousands of men who spend their substance and drain their vitality by incessant smoking who would be glad to be released from the slavery whose chains they have fastened upon themselves, and to such men I bring the means of deliverance. I guarantee that this preparation"—here he took a small package from his bag—"which is called 'Smokebane,' will cure the craving for tobacco in every form, absolutely, in one month, or money refunded."

"Young man," said the lawyer, "you are wasting your time on me. I am not a slave to the tobacco habit. I have no craving whatever for tobacco, though once in a while I smoke a cigar, if it is a good one—"

"Yes, sir," interrupted the other, in turn, quickly replacing the package in his bag and producing another one. "Let me sell you a box of the celebrated 'Pufferino Perfectos' cigars, 25s., twenty-five in a box, couldn't sell them any cheaper if you were to take 1,000, and warranted to be the best shilling smoke in the market."

Before the lawyer fully recovered from his surprise he had bought the box and the brisk young man was up on the next floor hunting another slave to the tobacco habit.

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.)

Freeman's
'Darvel Bay'
 (BORNEO)
CIGARS
STILL HOLD THE LEAD.



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 SOLDIER'S SMOKE.—At the Glovers' Company, Sir H. Crawford told a story related to him by a C.I.V., now a lieutenant in the Army. The lieutenant was recently in charge of several Boer prisoners, one of whom said that amongst the loot taken from the English was a meerschaum pipe, carefully filled with tobacco. In the bowl was also a piece of paper bearing this touching message: "I do hope you will enjoy this pipe. I filled it myself.—Alice." Unfortunately the pipe did not reach the right person, but it was thoroughly enjoyed by the Boer who got it.

THE SUMATRA CROP.—The prospects of the new crop of Sumatra tobacco seem to be not unfavourable. Both quantity and quality give reason for satisfaction, and are not under the expectations which were formed, although the out-turn in piculs per field is not excessively large, which must, however, be ascribed to a certain system of plucking. The quality of the lower situated estates is expected to be not so good, having suffered much from drought. The new crop has now entirely been harvested, and in September sorting was commenced on all undertakings. Preparations for the crop of 1902 are in full progress. The health of the coolies was generally unfavourable; influenza and fever prevailed heavily among the staff of three companies, and one large company reports some cases of cholera. The condition of the cattle was, with a single exception, satisfactory. On the estates of the Serdang Tobacco Company the cattle plague has again disappeared.

A RUSSIAN TOBACCO MANUFACTURER BOYCOTTED.—A Kertch tobacco manufactory of very many years' standing, which is owned by a millionaire of the name of Messaxudi, and which employs some 500 hands, recently suffered a boycott by the Jews all over South Russia. It appears that, leaving the factory at night, all the hands are searched, and about three months ago a pound of tobacco was found on one of the girl factory hands. For this the girl was sentenced to three months' imprisonment. This, however, did not satisfy Mr. Messaxudi, and he decided to make a clean sweep of all the Jews employed in his factory. This measure affected some hundreds of the employes, who found themselves summarily dismissed. Gradually, however, the facts of the case became known all over South Russia, the result being that, without any formal arrangement, the Jews commenced to boycott the tobacco and cigarettes emanating from this factory. Numerous inquiries in town of the many Jewish tobaccoists for Messaxudi's cigarettes only elicited the answer, "Out of stock." No self-respecting Jew would be seen smoking a cigarette of this manufacture. So serious did the boycott become that Messaxudi decided to send a note to the press denying that he had ever dismissed the Jews, as alleged. The truth, however, is that Messaxudi went to the Rabbi of the district, and offered him a considerable sum of money for the Jewish poor, promising as well to take back all his former employes if the Rabbi would use his influence in his behalf.

THE PEDIGREE OF THE CIGARETTE.—The following recently appeared in the *Pall Mall Gazette*:—Now that the threatened "combine" in the tobacco trade emphasises the great importance of the cigarette as an article of British commerce, it is interesting to trace back the pedigree of the modern substitute for the cigar. Those of us who can recall the outbreak of the Franco-Prussian war—how the French have forgotten our sympathy with them, the hundreds of bales of bandages and medical comforts and the ambulance parties which we sent to their aid!—knew the British-smoked cigarette in its infancy in the form of a miniature imitation of a cigar, composed of tobacco rolled up in a paper cover which was concealed in

a tobacco leaf in order to effect the illusion. No genuine smoker would have been seen with such a make-believe in his mouth, but it came as a boon, if not a blessing, to the schoolboy in his furtive experiments behind a hedge, or to the middle-aged man as a stepping-stone to the mild Manilla or the more robust Havana in the days when many a staid professional man or tradesman had reached middle-age before he realised that smoking could be indulged in without imperilling his health or his respectability. Personally we recall a disagreeable experience, the result of our first acquaintance with tobacco in the form aforesaid, in a secluded spot on the cliffs between Folkestone and Shorncliffe. A few months later we were on terms of intimacy with Russian cigarettes in Ems, and the next summer, in nearly, if not quite, the last year of the gambling tables in Germany, with the "Rheinboldt," with its spiral mouthpiece, in Baden-Baden. Thence we returned to England with a dozen boxes of Rheinboldts, a little uncertain as to whether we should be bold enough to smoke a real white cigarette in the streets of London. To our surprise we found ourselves in the van of a new fashion. One of the weekly papers—we fancy it was *Vanity Fair*—had recently announced that the Prince of Wales had adopted the Continental habit of cigarette smoking, and that he favoured the Rheinboldt. Whether His Royal Highness had ever smoked this particular cigarette or not, we and our Rheinboldts, so long as they lasted, were much in request. Thenceforth cigarette smoking was tolerated in London, though practised only to a limited extent, and some of the club committees supplied them under protest. "La Ferme" and Russian, the latter supplied with a wooden mouthpiece in every box, competed with the importations from Baden-Baden, closely followed by the "Oxford" and the "Cambridge," differing mainly in the colour of the boxes, and both with tubular mouthpieces of compressed paper. Algerian cigarettes appeared soon afterwards, but did not find much favour. The first specialist in cigarettes whom we can recall in London was Economides, in Regent Street, whose shop front was nearly monopolised by the model of a mosque with its dome composed of loose tobacco, and its columns of Turkish cigarettes. That was in about 1873, the year of the Ashanti expedition, which we regarded as a war because we had almost forgotten the Crimea, and had not dreamt of a South African campaign with a British force of a quarter of a million. And, by the way, how little we then thought that the time would ever come when British soldiers on active service would prefer cigarettes to almost any other form of luxury on the march or in hospital! Economides contributed largely to the taste for Turkish cigarettes, as did many others; and later on Constantinople gradually gave way to Cairo, until the *jeunesse dorée* affected to smoke nothing but cigarettes freshly imported from the Khedive's capital; the silver cigarette-case became as necessary to the well-appointed Englishman as a dress suit, and "gold tips" were the height of luxury. It was in the early nineties that, thanks to the heavy importations of cheap cigarettes from America, cigarette smoking became, strictly speaking, popular in this country. Now we see rival mammoth manufacturers catering for the million on both sides of the Atlantic, and the British working man has almost abandoned his clay pipe and shag in favour of the twopenny packet of cigarettes, with a portrait of a favourite actress or khaki-clad general given in. And it is not a matter of sex. The Russian countess is no longer conspicuous when she smokes after dinner in the conservatory of an English country house, and advertisements of special cigarettes for ladies are seen side by side with those of corsets and complexion restorers in the pages of sixpenny fashion papers.

ROBINSON & BARNSDALE, LTD.

NOTTINGHAM AND LONDON.

Season's Novelties.

We have the pleasure of placing before the trade a large variety of the above goods, which will be found of good quality, reliable, artistically designed, moderate prices, and up to the usual standard of excellence for which our manufactures are noted.

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COLIN CAMPBELL CIGARS.

DELICATE AROMA.

MILD FLAVOUR.

PERFECT AND EVEN COMBUSTION.

UNIFORM QUALITY.

FOUR SIZES

{
BOQUET.
CHICA CONCHA.
MEDIANA.
REG PRINCIPE.

Trade News and Notes.

Trade Notes.

MESSRS. JOHNSON & NORFOLK have acquired the business at 30, Grand Parade, Brighton, lately carried on by Mr. W. J. Ellis at that address.

SAD SUICIDE OF A LEEDS CIGAR MANUFACTURER.—The Leeds City Coroner held an inquest on October 14th concerning the death of Joe Beevers, aged 53, of Kingston Road, Woodhouse Lane, Leeds, a member of the firm of Beevers, Kaye & Co., cigar manufacturers, Gott's Yard, Guildford Street, Leeds, who cut his throat with a razor at his home on Sunday evening, October 13th, while the family were at church. The deceased, who had suffered from a painful internal complaint, left the following letter:—"Don't blame anybody. It is the one mistake I have made with my tobacco. I blame nobody but myself. All things at the shop run against me. Good-bye, wife and children—best of wives and best of children. I hope the world will not think hard of them for what their father has done." A verdict of "Suicide whilst temporarily insane" was returned.

A CIGAR IMPORTER'S WILL.—The late Mr. Marx Schubach, of Helena House, 140, Sutherland Avenue, and of the firm of William Klingenstein & Co., of 30, St. Mary Axe, importers of cigars, who died on August 11th, 1901, left personal estate of the net value of £159,125. He bequeathed £50 to the Jewish Board of Guardians, £50 to the Jews' Free School in Bell Lane, £50 to the Jews' Hospital and Orphan Asylum at Norwood, and £50 to the Tobacco Trades Benevolent Institution, and £200 each to his brothers Isaac and Jacob and Henry; £200 to Regina, wife of Arthur Klingenstein; a life annuity of £50 to his sister Johanna; and a life annuity of £25 to his niece, Henriette Jahl. Mr. Schubach left to his wife his house in Sutherland Avenue and its furniture, and she is to have the option of succeeding him in the partnership business of William Klingenstein & Co. He left the residue of his property in trust for his wife during her life, and, subject to her life interest, a sum of £16,500 is to be in trust for his son Isaac William. The ultimate residue of his estate is to be in trust for his said son and for his daughter Selma.

ALGERIAN CIGARETTES.—The British Consul in Algeria, in his annual report on the trade of that country, states that cigarettes are very largely made at Oran, the principal manufacturer employing about 600 hands. Some 240 tons were exported in 1900, and this promises to be a largely increasing trade.

INCREASED TOBACCO DUTY IN NORWAY.—The Board of Trade have received, through the Foreign Office, copy of a telegram from H.M. Consul-General at Christiania, stating that the Norwegian Storting has unexpectedly raised the tobacco duty all round from 3d. to 6d. per lb., according to description.

KEEPING IT DARK.—In order that the real control of the Company shall remain a secret, the shares in Ogden's Ltd. are to be transformed into bearer certificates.

CIGARETTES ARE CHEAP AT LIVERPOOL.—On two successive Saturdays since the Tobacco War began the Liverpool Tobacconists' Supply Co. have given away free cigarettes to the number of 40,000 boxes. London smokers are still waiting.

LONDON AND DISTRICT TOBACCONISTS' ASSOCIATION, LTD.—The eleventh annual meeting was held at Anderton's Hotel, Fleet Street, E.C., on Thursday, October 31st, at 2.30 p.m. Mr. M. Hambry occupied the chair and there was a very small attendance, not more than ten or twelve being present at the beginning of the meeting. The accounts showed a deficiency of £12 1s. 6d., but this deficiency was, it was explained, chiefly due to heavy law expenses paid off during the year, though incurred previously. The report and balance sheet was adopted, and the following gentlemen re-elected on the Committee. Messrs. M. Hambry, de K. Conack, C. Coombes, H. Lovett, P. Harris, P. Henderson, J. Fraser, W. Ransford, G. Grahnert, J. Kevis, Arden U. Mabile, B. R. Arkell, and G. T. Bodey, Hon. Sec. Mr. B. R. Arkell was re-elected auditor, and Mr. J. Kevis treasurer. Mr. Grahnert was elected to represent the Association on the U.K.T.A.

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(HIGHEST AWARD).

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THE NEW AUSTRALIAN TARIFF.—In anticipation of the new Australian tariff, Messrs. W. D. & H. O. Wills, of Bristol, have arranged for manufacturing in Australia tobaccos hitherto manufactured by them in this country and distributed

in Australia. The arrangements have been made with Heyde, Todmann & Co., of Sydney; but Messrs. Wills for the present will manufacture their own cigarettes in Australia.

FORMATION OF A BRANCH AT CREWE OF THE UNITED KINGDOM TOBACCO ALLIANCE.—An important meeting of the tobacconists of Crewe was held in the Commercial Rooms of the Euston Coffee Tavern on October 17th. Mr. T. Glover, of Chester, a member of the Executive Council of the Alliance, attended the meeting and explained the aims and objects of the Alliance. He strongly advocated the formation of a local branch. The meeting unanimously resolved to form a branch of the Alliance at Crewe, and to loyally support the action of the general executive in the endeavours to prevent the cutting of prices in the trade.

A WELL-MERITED PRESENTATION.—Mr. Marven Porter, the foreman of the cigar department at Messrs. W. A. & A. C. Churchman's factory, on Saturday, October 12th, completed 50 years of service with the firm, and was the recipient of a presentation. At one o'clock all the employés gathered in the large cigar-room, and Mr. A. C. Churchman expressed regret at the absence of his brother, who, but for the exigencies of business, would have been present. He explained that for 50 years Mr. Porter had

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UNIVERSAL SALE
Tobacco
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CIGARETTES

TOBACCO:-

Midnight Flake
 St. Julien
 Fruit & Honey
 Vanguard Navy Cut
 St. Bruno Flake
 Coolie Plug Cut
 Redbreast Flake

CIGARETTES:-

Guinea Gold
 Tabs
 Lucky Stars
 Virginia
 Rose Blush
 Corkers
 Alpine Belle.

Price Lists on Application to OGDEN'S LTD Boundary Lane, Liverpool.

TRADE NEWS AND NOTES—continued.

steadily done his duty to his employers, to their entire satisfaction, and had won the respect and liking of everyone connected with the firm. On behalf of the firm, he presented him with a massive silver salver, suitably inscribed; and on behalf of all the employes he handed him a handsome silver tea and coffee service, with heartiest congratulations and good wishes from all concerned. Mr. Porter, who was completely taken by surprise, expressed his thanks to all, and the gathering broke up with cheers for Mr. Porter and the members of the firm.

AMSTERDAM TOBACCO SALES.—The concluding sale of the season for Sumatra and Borneo tobacco was held on Tuesday, the 22nd ult., when 15,142 bales of the former and 475 bales of the latter, or a total of 15,617 bales, were to have been put up to tender. A large quantity, however, was sold in anticipation, and a great feature of the market was its general firmness and the excellent prices ruling for good parcels. Of these there were naturally not many offering, and the top price of the sale was only 148 cents., or 2s. 5½d. per pound, but brokers' valuations were exceeded all round, in some instances by as much as 100 per cent., and the satisfactory close of the present season augurs favourably for next year. All the fine tobacco offered was brought forward by the Deli Maatschappi, either as growers or consignees, and about 3,500 bales realised over 100 cents., or 1s. 8d. per pound. Not very far short of 4,000 bales more fetched 50 cents., or 10d. and over, the balance selling at all prices down to 18 cents., or 3½d. The London companies selling were the British Deli and Langkat Tobacco Company, Ltd., which obtained 30 cents., or 6d., for an end shipment of 431 bales, and the Lerclang Tabak Maatschappi, which sold a final shipment of 352 bales at the same rate.

THE HEAD OF THE AMERICAN "COMBINE."—The American Tobacco Company had a stiff fight for conquest at home. Until last year Mr. Duke presided over two "combines," the American Tobacco Company and the Continental Tobacco Company, which have now been amalgamated under the title of the Consolidated Tobacco Company of the United States, with a total capital of \$253,859,090 (£50,771,800). It has been the "Tobacco King's" custom when fighting competitors to give a rebate of 10 per cent. to the firms who handled exclusively his goods, and only 2½ per cent. to others who would not bind allegiance to him. This system he has carried on regularly and successfully in New England. Evidence before the United States Industrial Commission shows that in order to drive out competitors Mr. Duke has sold brands of cigarettes at less than the State duty on them. He has sold cigarettes in North Carolina for 6s. per thousand, and charged 10s. in New York for exactly the same article. He has practised the system of rebates to secure the tobacco dealers' sole custom, which has meant boycotting other dealers by depriving them of the popular brands which he has largely advertised in the neighbourhood. This has proved a most effective way of bringing them to his terms. It is also said that he spent

a small fortune in running a paper in New York in the interests of the trust. Mr. Duke has denied that the rebate system has been practised recently, but admitted that the custom of the trust is to allow special terms on new brands in certain districts, and justifies this policy on the ground that as it was to introduce and popularise a new article it came under the head of advertising. Once a trust secures a monopoly it proceeds to economise in order to recoup itself for the loss from rebates and bonuses. The prices are, of course, at once raised to the level of what is considered the high-water mark of safety. If they are made too high, the road will be open to competition. Trusts at once cut down their advertising and discharge a number of canvassers. The American Tobacco Company, it is stated, got rid of 3,000 of its canvassers and other employes when it secured its monopoly. Its twin brother, the Continental Tobacco Company, telegraphed the discharge of 350 men in one day.—*Daily Mail*.

MR. C. C. O. VAN LENNEP has removed to larger premises at 17 and 18, Great Pulteney Street, W.

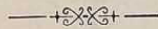
THE AMERICAN TOBACCO COMPANY have raised the wages of their workpeople considerably in order to give them an increased interest in the business. The staff has not been reduced.

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Limited Companies.

SUMATRA TOBACCO PLANTATIONS.—In anticipation of the balance-sheet for the year ending October 31st, the directors of the Sumatra Tobacco Plantations Company, Ltd., advise the sale in Amsterdam of 932 bales of tobacco of the 1900 crop, at an average price of 100 82-100 guilder cents. per half kilo, which gives the following approximate results:—Gross proceeds, £11,750; less cost in Sumatra, Amsterdam charges, London expenses, Sumatra commissions, income-tax, &c., £10,600; balance profit (about), £1,150; to which has to be added interest on investments, &c., £250; showing approximate net profit for the year of £1,400. The balance of profit forward from last year was £3,692. The 1901 crop has now been harvested, producing about 900 bales.

TURKISH TOBACCO RÉGIE.—We extract the following from our contemporary the *Financial Times*:—On October 23rd the annual meeting of shareholders of the Tobacco Régie Company was held at Constantinople. This concern was founded 17 years ago, and although it was at first worked at a loss, it soon reached a paying basis, and attained a high degree of prosperity, notwithstanding the formidable competition of smugglers. After the massacres of 1896, however, and in consequence of the state of anarchy to which the country was reduced, it lost ground, and at one time its position was anything but satisfactory. There was an improvement in 1899-1900, which was more than maintained last year, when the profits

Don't go abroad for Eldorados. They are to be found at J. Millhoff & Co's Ltd.

TRADE NEWS AND NOTES—continued.

amounted to £T280,000. For the first time since 1896 the Company has been able to provide for all statutory payments, declare a dividend, and pay a share out of the profits to the Treasury and the Public Debt, which participate in the proportion of 30 and 35 per cent. respectively. The result of the past year's working, satisfactory as it is, might have been much more so but for smuggling. The Company spends £T230,000 per annum on the Preventive Service, but, notwithstanding this heavy outlay, contraband trade flourishes almost everywhere. The more distant provinces are practically beyond the control of the Régie, while even in districts like Smyrna the smuggler more than maintains his own against the monopoly. In Constantinople itself smugglers go from house to house offering their goods. The Chairman at the meeting declared that the preventive measures which the Company can exercise are inadequate, but it is doubtful whether the negotiations which have been proceeding for years between the Government and the Régie for a revision of the regulations will ever be brought to a satisfactory conclusion.—The report of the Company for the year ended 13th March last shows that the sales of manufactured tobacco amounted to £T1,970,000, being an increase of £T21,787, while the quantity of leaf tobacco sold decreased by 236,938 kilos., the average sale price being P25.80, against P24.75. The exportation of leaf tobacco declined, more particularly exports to Servia and Roumania, and there was a falling off of £T6,077 in the yield of the export duties. Cigars and snuff, however, were imported in larger quantities, and the Customs duty on them yielded £T1,315 more than in 1899-1900. The salaries of the staff absorbed £T154,449, or £T12,260 more than in the previous year, in consequence mainly of the administrative reorganisation of the district of Smyrna. The preventive service cost £T229,916, as against £T204,671. The commission and brokerage declined from £T189,269 to £T179,320, and sundry expenses from £T156,620 to £T133,929, the decrease in the latter item being due to smaller losses on leaf tobacco sold abroad and to the liquidation of old stocks. The net profits amounted to £T279,946, being an increase of £T14,007 on the preceding year. Of this sum £T2,186 is deducted for the unpaid balance of the statutory interest of last year, £T140,800 represents interest at the rate of 8 per cent. on the capital, 5 per cent. of the balance, or £T6,848, goes to the founders, £T13,154 has been applied to the redemption of the outstanding portion of the "advances of Egypt," and the balance of £T116,957 is distributed between the Government, the Public Debt, and the shareholders, the Government receiving 30 per cent., or £T35,087, and the Public Debt and the shareholders 35 per cent. each, or £T40,935. The amount of profits to which shareholders are entitled is therefore £T183,921. Sixty per cent. of this amount—i.e., £T105,600—goes to shareholders in the form of interest, 5 per cent. of the balance, £T9,196, is placed to the statutory reserve, and £T32,072 to a supplementary reserve, £T1,852 is the Directors' share in the profits. The balance of £T35,200 is available for distribution as dividend, and permits of the payment of 2 per cent., so that the total payable is 8 per cent., or 16 francs per share.

OGDEN'S BOARD.—From documents filed at Somerset House it appears that, in addition to the present directors—namely, Messrs. Robert Henry Walters, Thomas Ogden, Percy Callaghan, William B. Ogden, and John MacConnal—the following gentlemen constitute the Board of Ogden's Limited, namely:—James Buchanan Duke, 111, Fifth Avenue, New York City, President of the American Tobacco Company; Williamson Whitehead Fuller, 111, Fifth Avenue, New York City, American Counsel; William Rees Harris, 111, Fifth Avenue, New York City, Vice-President of the American Tobacco Company; William Collins Whitney, Fifth Avenue, New York City, gentleman;

Thomas F. Ryan, 38, Nassau Street, New York City, banker; Oliver H. Payne, 111, Fifth Avenue, New York City, gentleman; Anthony N. Brady, 54, Wall Street, New York City, gentleman; Peter A. B. Widener, Broad Street, Philadelphia, Pennsylvania, gentleman; Grant B. Schley, 80, Broadway, New York City, banker. The same fourteen gentlemen, with the addition of Mr. Joseph Hood, solicitor, Liverpool, constitute the Board of the British Tobacco Company Limited.

TAYLOR, TOBACCONIST, LTD.—Registered October 30th, by Jordan & Sons, Ltd., 120, Chancery Lane, W.C., with a capital of £3,000 in £1 shares. Object, to acquire the business of a tobacconist and dealer in fancy goods as carried on by G. Hindmarsh, under the style of E. Taylor, at 63, King Street, South Shields, to adopt an agreement made by this company with W. G. Hindmarsh, and to carry on the general business of tobacconists and tobacco manufacturers, dealers in fancy goods, &c. No initial public issue. Table A mainly applies. Registered Office: 63, King Street, South Shields.

TOBACCO COMPANY OF BRITISH NORTH BORNEO LTD.—The 13th ordinary general meeting was held, on November 6th, at the offices, 2, Tokenhouse Buildings. Mr. W. M. Reeves (the manager) presided, and formally moved the adoption of the report, which stated that the balance to debit of profit and loss account at the end of last year amounted to £49,016. Mr. John Wilson seconded the motion. Mr. Bertram inquired what was likely to be the final result of the position so far as the shareholders were concerned. The Chairman replied that it was impossible to make any definite statement as to the future. A great deal depended on the condition of the Borneo tobacco trade. In 1895 Borneo tobacco realised 104 cents per half kilo, in 1896 and 1897 85 cents, in 1898 81 cents, in 1899 72 cents, and for the 1900 crop, which had been recently sold, the average price was 76 cents. The demand for Borneo tobacco in this country was fairly good, and the other principal market for it was Hamburg. Negotiations had been opened for the disposal of the Company's properties, but nothing had so far come of them. The directors had resigned all their powers into his hands until the general meeting next year in order to save expense. He would do his best to sell the properties advantageously, but he had no immediate prospects of doing so. Mr. Turton observed that the Company had been going on as at present for several years, and he asked if nothing could be done to develop the properties. The Chairman said that without money it was not possible to do anything of the kind. The land had gone back to jungle. In answer to Mr. Coleman, the Chairman stated that they held their properties direct from the British North Borneo Company. The fact that nearly the whole of their land had been chosen was in itself an asset, because, at the outset, the lessees from the Chartered Company had to bear the expense of finding suitable properties. On at least two of their estates good tobacco had been grown. He did not recommend that anything should be done in a hurry, but that the shareholders should exercise patience and await developments in the tobacco industry. The report was adopted, and at an extraordinary general meeting which followed resolutions were passed vesting the general control of the Company's affairs in the manager until the holding of the ordinary general meeting next year.

BRITISH DELI AND LANGKAT TOBACCO CO.—The ordinary general meeting was held on 31st ult. at Winchester House, Mr. M. Mowat presiding. Mr. Askew (Secretary) having read the notice convening the meeting, the Chairman stated that two years ago the directors informed the shareholders that it would be necessary to obtain more capital in order to carry on the business successfully; and some months later a committee, presided over by Mr. George A. Touch, presented a report which

There's many a slip 'twixt cup and lip. When slipping try a PICK-ME-UP.

TRADE NEWS AND NOTES—continued

the Board adopted. The law's delays, coupled with the necessity of adjusting the respective rights of the preference and ordinary shareholders, proved disappointing. In May, 1900, when the sales of the Company's tobacco showed disappointing results, and the Board were pressed for funds to carry on the growing crop, Mr. Touch was, on the application of a debenture-holder, appointed receiver and manager by the Court. During the receivership, which lasted for nearly a year, the directors were enabled, with the aid obtained from two large shareholders, Messrs. Hüttenbach, to arrange with the Deli Maatschappij, to pay off the debentures and other debts, and bring the Court supervision to an end. The shareholders were, no doubt, aware that a Dutch gentleman made an offer for the property through the receiver, but the agreement with the Deli Maatschappij, negotiated by Mr. L. Hüttenbach, provided for a loan of £135,000 for three years at a moderate rate of interest, with the option to take over the property by paying £10,000 more than the Dutch bidder. The Deli Maatschappij also undertook to provide the necessary funds for the cultivation of the 1901, 1902, and 1903 crops—a valuable consideration, as it gave the Company three years in which to turn round. This arrangement could not but commend itself to the shareholders when he informed them that the proposed debentures for £117,000, offered to the shareholders, were only partially applied for. With respect to the crop results, 1899 crop showed the most unfavourable results ever experienced by the company; they had never before had to accept an average of 55½ guilder cents. for their tobacco. Crop 1900 promised fairly at the outset, and for their first parcel they obtained as much as 183 cents. per half kilo., but they had come down to an average of 74 cents. Mr. Van Reesema had had uphill work in improving the estates, but he had secured 10 piculs per field this year—1901—the largest ever obtained since the Company was formed. The cultivation for next year would be on 800 fields. The latest advices from Sumatra were satisfactory. With respect to tea and coffee, the advice given by their head administrator, who was a practical coffee-planter, had been adhered to, and the land released would be useful for tobacco cultivation. As to the Rimboen cigar business, to close the account a syndicate was formed to take over this Company's holding, at a price based on a fair valuation. The shareholders were to be congratulated as to the five gentlemen who had expressed their willingness to become the new Board of Directors if elected. Surgeon-General de Renzy knew the Company's property, and Mr. Henry Lafone had rendered yeoman service. The other three gentlemen, Mr. L. Hüttenbach, Mr. P. Kolff, and Mr. F. Shaw, had practical knowledge of tobacco planting in Sumatra. With respect to the profit and loss account, the balance (£124,000) against them was, no doubt, very large, but the Directors had made provision for every possible debt and contingency; but the Company had a good property, as was shown by the action of the Deli Maatschappij in granting them a substantial loan and the assistance of an able planting expert like Mr. Kolff as a member of the Board. Progress had already been noted under Mr. Van Reesema's administratorship, and one or two favourable seasons might entirely change the aspect of affairs. In future the Company would be one for tobacco growing only. He begged to propose that the report and accounts for the two years ending October 31st, 1899, and October 31st, 1900, be adopted.—Surgeon-General A. C. C. de Renzy, C.B., seconded the proposition, which was carried unanimously.—A resolution was then passed, electing the following gentlemen as the new Board:—Surgeon-General A. C. C. de Renzy, C.B., Mr. L. Hüttenbach, Mr. P. Kolff, Mr. Henry Lafone, and Mr. F. Shaw.—Mr. P. Kolff said he was present at one of the meetings of the Company two years ago, at which time the Company was in very low water. He had said on that occasion that he considered the estates of the Company

good ones and such as with good management and a little good luck could be made to pay. When the Deli Maatschappij was asked to make an advance to the Company its position had grown worse. The Deli Maatschappij, he went on to say, could not have looked at the business had it been an outside company; they would most likely have tried to get hold of it for themselves. But the British Deli and Langkat Company had for some time past entrusted their interests to the Deli Maatschappij's hands in Holland, and, therefore, they had assisted the Company financially. He referred to the large debit balance which was shown in the approximate balance-sheet to 25th October that had been issued to the shareholders, but if the same methods were adopted as the Deli Maatschappij considered necessary for their own estates a further £100,000 would have to be written off inventory and other items, which would make the debit balance £224,000. Even supposing the figures were so made up, his company would not consider that they had unduly risked the advance (up to £135,000) which they had agreed to loan to the Company. They would not have made the advance had they not considered the business a good and safe one. He considered the future prospects of the Company were considerably brighter, and he hoped that at each succeeding meeting the chairman would have satisfactory news to lay before them.—A shareholder asked what was the rate of interest paid for the advances.—The Chairman: Five per cent.—A resolution was passed voting thirty guineas to the auditors for their services during the past two years, whilst a further resolution authorised the new directors to appoint auditors at a remuneration not exceeding thirty guineas per annum was also passed.—Mr. L. Hüttenbach afterwards addressed the meeting, and in the course of a few remarks, said his relations with the Deli Maatschappij dated back 25 or 30 years, and he had always found them straightforward. He was sure that to have a director of that company (Mr. Kolff) on their own Board was a very good thing for them, and was in itself a guarantee that the Deli Maatschappij would treat the company fairly and loyally. It had been said that the Deli Maatschappij wanted to absorb them, and that it was a competitor of the British Deli and Langkat Tobacco Company. That was out of the question. To look upon them as such would be equal to referring to the Bank of England as a competitor of the other London Banks. As mentioned, he had had dealings with Mr. Janssen many years ago, and had always found him fair, just, and liberal; and from dealings he had since had with Mr. v. d. Honert and Mr. Kolff, he was certain that the same spirit of fair-dealing still animated the Deli Maatschappij, and now as then it would be ridiculous to believe that a company of the standing and reputation of the Deli Maatschappij had any sinister designs. In conclusion, he said the shareholders might rest content that whatever could be done for the success of the company would be done by the directors.

Fires.

An outbreak of fire occurred on October 11th, at about half-past ten at night, in the tobacconist's shop at 65, Eastbank Street, Southport, occupied by Mr. ARTHUR LAMB. The damage, which was inconsiderable, is covered by insurance.

The tobacconist's shop of Mr. E. OSMOND, at 138a, Albion Road, Stoke Newington, was partly destroyed on the night of October 15th, through a mineral oil lamp being upset.

A very exciting fire, the cause of which is unknown, broke out about 2 a.m. on October 31st, at 20, St. James'

Sweet and Twenty-five Pick-Me-Ups in a box. To sell at 6d. and leave you a first-class margin of profit.

TRADE NEWS AND NOTES—continued.

Street, Brighton, occupied by Mr. R. LEWIS, cigar importer. The basement and courts were severely damaged by the fire.

FIRE AT BRIGHTON.—At 10.10 p.m. on October 23rd, a fire broke out at 59B, Ship Street, rented by a Mr. THIRLOW, and on which premises the business of a tobacconist is carried on. The Volunteer Fire Brigade, Duke Street, were promptly warned of the occurrence, and were first on the scene with their hose cart, hose reel, and escape and two chemicals. The fire was quickly extinguished, but not before the contents of the shop had been much damaged. The volunteers mustered some twenty strong.

Freemasonry.

The October meeting of the SIR WALTER RALEIGH LODGE (2432) was held on the 25th ult. at the Inns of Court Hotel, Holborn, W.C., when the chair was taken, owing to the temporary indisposition of the Worshipful Master (Bro. Thomas Rayner), by W. Bro. S. W. Klingenstein, P.M. During the evening Bros. Samuel Phillips, Taylor, and Drake were raised to the degree of M.M. Bro. A. S. Benjamin, S.W., was unanimously elected W.M. for the ensuing year. W. Bro. G. Ransford, P.M., was unanimously re-elected Treasurer. Bro. J. Kevis was elected Auditor. The W.M. Bro. Thomas Rayner presided at the supper which followed, and the usual toasts were eloquently given and responded to. Among those present were Bros. A. S. Benjamin, S.W.; O. C. Moore, J.W.; G. Ransford, P.M., P.P.G.S.B., Treasurer; J. H. Bullock, P.M., Secretary; Alexander Jones, S.D.; E. Grabnert, J.D.; G. Emblin, P.M., D.C.; W. J. Lightfoot, I.G.; E. Asser and I. L. Van Gelder, Stewards; J. H. Custance, P.M., P.P.G., Std.-B. Berks.; H. Winter, J. W. Drake, A. Cornish, W. Daniel, J. H. Kevis, J. Taylor, J. Moore, J. Metcalfe, E. Van Raalte, J. Pappaelia, B. Smith, D. Naphali, H. Alberge, W. Foyle, W. Francott, O. H. Beatty, and W. M. Procter, P.M., Tyler. Bro. Chesterman, of the Sir Walter Raleigh Lodge, Liverpool, was present, and received a cordial greeting, as did the other visitors, Bros. Freeman, Parker, and Simpson. At the next Lodge meeting, on November 28th, the new W.M. will be installed; Lodge begins at 5.30 p.m. sharp.

General.

A REMARKABLE DREAM.—The premises of Messrs. Godfrey Phillips & Sons, 112, Commercial Road, were recently entered by burglars. There is an occult side of the affair, which was described by Mr. M. D. Phillips as follows:—"Between four and five o'clock in the morning I dreamed these premises had been entered by burglars. I rose at six to come up to town to open the premises, and admit the workpeople at eight o'clock, only to find my dream at North Finchley a stern reality in Commercial Street, for the premises had been entered through the roof. It was cut in two places—a ventilating cord was pulled down, and the slates very considerably broken. In the offices everything was in confusion, and in the cigar rooms boxes of valuable cigars had been forced open, heedless of damage. The safes were tried, and a handle wrenched off one, but no admittance was gained there. The Irish roll came in for a large share of attention. They took a considerable quantity of that away; but as far as the other

part of our stock is concerned, it is so large and spread over such a large area that it will take some time to ascertain what they have actually got away with."

A SYNAGOGUE FOR LONDON TOBACCO TRADES.—A meeting took place on Sunday, October 13th, at the King's Hall, Commercial Road, for the purpose of establishing a synagogue for the tobacco trades in London. The meeting was well attended, and 93 members were enrolled, who subscribed donations to the amount of £46 12s. 6d.

Mr. W. J. ELLIS has disposed of his interest in the business at 30, Grand Parade, Brighton, to MESSRS. JOHNSON & NORFOLK, but he will continue at 2, Air Street, and at that address solely.

Law.

A DISPUTED CIGAR ACCOUNT.—On October 16th, at the Clerkenwell County Court, Messrs. Jay & Son, cigar merchants, 166, Pentonville Road, King's Cross, sued Herbert Hutchinson, of the Green Dragon public-house, Leeds. Plaintiff sought to recover the sum of £15 for cigars supplied in May. Mr. Derham, solicitor, stated the case for plaintiff. Mr. Jay, a member of plaintiff's firm, called on Mr. Hutchinson at the Green Dragon, Leeds, and received from him an order for cigars. Mr. Jay entered the order to Mr. Hutchinson, and on going outside he looked over the door and saw the name of "Herbert Hutchinson, licensee." Consequently the goods were invoiced to Mr. Hutchinson, the goods were delivered to Mr. Hutchinson, and there was no repudiation whatever, and they were probably smoked by Mr. Hutchinson—(laughter).—The Judge: If you prove one half of that, Mr. Derham, you are entitled to a verdict—(laughter).—Israel Jay, a member of plaintiff's firm, said he called upon defendant in May, at the Green Dragon, Leeds. Defendant gave him an order for a thousand "Flor de Cuba" cigars. An invoice was sent in the usual way when the goods were despatched. Some time afterwards, when he applied personally for the account, defendant told him that the goods ought to have been invoiced to the Brown, Carson Hotel Company, Limited, who were the licensees of the Green Dragon. That was the first intimation he (witness) received as to defendant being only the manager of the public-house.—Replying to Mr. Burton (who appeared for defendant) witness said he knew at the time that defendant was a director of the Brown, Carson Hotel Co. Ltd., but he was certainly under the impression that defendant was the sole licensee of the Green Dragon.—The Judge said it was very odd that Mr. Hutchinson should not get the cigars from the stores of the Brown, Carson Company if he was going to sell them on their behalf.—Defendant said he was formerly the managing director of the Brown, Carson Co. Ltd. He was introduced to the last witness in that capacity. Mr. Jay pressed him for an order, and he gave him one, much to his regret.—The Judge: Why?—Defendant: Because I did not want his cigars.—The Judge: What has become of the Brown, Carson Company?—Defendant: They have gone into liquidation. Continuing, defendant said he simply asked Mr. Jay to invoice the goods to the Green Dragon, as sometimes mistakes arose through goods being invoiced to the Company's stores, which were situated next door to the Green Dragon.—The Judge: The Company was existing in May last?—Defendant: Oh, yes.—The Judge: Then there was no reason why the goods should not have been debited to Brown, Carson & Company?—Defendant: Not that I know of.—The Judge: Verdict for plaintiff, with costs.

Are you manufacturing cigarettes? Ask J. Millhoff & Co. Ltd. for samples of their Turkish and Virginian tobaccos.

Police

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TRADE NEWS AND NOTES—continued.

Police.

TOP MILL SNUFF.—At Nottingham Police Court, on October 15th, before Alderman F. Acton and Mr. E. Jardine, a case under the Merchandise Marks Act lasted three and a half hours. The prosecutors were Joseph and Henry Wilson, Ltd., snuff manufacturers, of Westbrook Mill, Sharrow, Sheffield, the makers of the well-known Top Mill snuff, and they summoned Herbert Simpson, barber and tobacconist, of Arkwright Street, Nottingham, for applying a false trade description, to wit the words "Top Mill snuff" to a canister of snuff sold by him. Mr. T. Lindley, barrister (instructed by Messrs. Younge, Wilson & Co., Sheffield), conducted the case for the prosecution, and Mr. W. H. Stevenson, barrister (instructed by Mr. H. B. Clayton, of Nottingham), represented the defendant.—Mr. Lindley, after explaining the provisions of the statute under which the proceedings were instituted, and the circumstances under which eighty years ago Joseph and Henry Wilson left the Sharrow or low mill and started business at the Westbrook or Top Mill, informed the Bench of the facts of the case. The words "Top Mill," he said, were solely applied to the snuff made by prosecutors. On August 1st their traveller, Mr. May, visited Nottingham in company with a Mr. Barlow, of Nether Edge, Sheffield, and went to the defendant's shop. Mr. Barlow entered first, and began to sample some cigars. While he was so engaged Mr. May entered, and asked defendant for a two pound tin of Top Mill snuff. Defendant reached a tin down, and wrapped it up in brown paper, and at the request of Mr. May, addressed it to "W. Barlow, Post Office, Southampton." Mr. May then said to defendant, "Will you put on the paper a description of the contents of the tin," whereupon the defendant, without the slightest hesitation, wrote the words, "Top Mill Snuff." Mr. May put down 9s. in payment, placed the parcel in his bag, and asked if defendant would also give him an invoice receipt, so that he could forward it to Mr. Barlow. The defendant wrote out the invoice receipt, and handed it to Mr. May, who found that upon it the snuff was described as Wilson's special snuff. Mr. May then asked the defendant why he put on the invoice a description different to that on the wrapper, whereupon defendant replied that there were some technicalities in the matter, as he understood Wilsons' were taking proceedings. Mr. May left the shop. Immediately afterwards defendant remarked to Barlow, who had remained inside, that he was afraid the person who had just left was a Government man, whereupon Mr. Barlow replied that if that were the case defendant had been very foolish, as he distinctly remembered the customer asking for Top Mill snuff, and that he had written Top Mill snuff upon the parcel. Mr. Barlow then joined Mr. May, and the snuff was taken back to Sheffield, where it was found that it was not Top Mill, the tin bearing the words, "W. C. Wilson & Co., Sheffield Mills, special snuff." Prosecutors, by user, were the owners of the words "Top Mill," and the false trade description on the part of the defendant lay in putting them on the wrapper of the tin he sold to their traveller.—Mr. Joseph May, of Chelsea Road, Sheffield, the firm's traveller, was the first witness called. He bore out counsel's description of what passed between him and the defendant when the purchase was made, adding that it was an undoubted fact that prosecutors had the right to the exclusive use of the words "Top Mill." In cross-examination, he emphatically denied that on taking the canister from a shelf the defendant said, "I don't sell this as Top Mill. It is W. C. Wilson's special snuff." It was also untrue that he asked the shop boy whether he could write a good, bold hand, and whether he would write on the parcel, next to the address, the words "Top Mill." In conclusion, he admitted that his

employers had not procured a conviction against anyone for wrongly applying the words "Top Mill" to other snuff, "but we have had many apologies," he added.—Mr. W. S. Barlow, hairdresser and tobacconist, of Nether Edge Road, corroborated the evidence of Mr. May, adding that when he told defendant he was very foolish for selling as Top Mill snuff that was not Top Mill, and asked him why he had worded the invoice differently, defendant said he could put anything on a brown paper parcel. Mr. George Higgs, a resident and Justice of the Peace at Stamford, and owning tobacco shops in Nottingham, Lincoln, Stamford, Newark, and Sleaford, said he had had thirty years' experience of the trade, and had indirectly bought the snuff of the prosecuting firm for 25 years. When he ordered Top Mill snuff he expected to get snuff manufactured by Joseph & Henry Wilson, of Westbrook Mill.—Mr. B. Bagshawe, solicitor, and deputy coroner for Sheffield, gave evidence for the prosecution from the consumers' point of view. One of his sins, he said, had been to take snuff since the year 1878. He always, when buying, asked for Top Mill, and expected to get the snuff made by Wilson's at the Westbrook, or Top Mill, as distinguished from the low, or bottom mill. His memory of the place went back forty years, and he had never understood that the words Top Mill snuff were used in a generic sense. They were always used as indicating a particular quality of snuff made at the Top Mill by Messrs. Wilson, and by no one else.—Mr. J. H. Maxwell, tobacconist, who trades as J. H. Maxwell & Company, at Ashton-under-Lyne and elsewhere, said Top Mill was the name of the snuff manufactured by Joseph & Henry Wilson, and people asking for Top Mill looked for their snuff. In trade he paid the prosecutors about £7,000 a year for snuff.—Mr. Kemp, trading as the Midland Tobacco Company, Derby, said he had never heard the name Top Mill applied to any snuff other than that supplied by Joseph & Henry Wilson. When he first started business he wrote to Sharrow Mill for Top Mill, and the reply he got was that he would have to procure it from Joseph & Henry Wilson.—Mr. John Twigg, tobacconist, of London Road, Sheffield, who has been connected with the trade many years, also gave similar evidence.—Mr. Charles E. Jackson, commercial traveller, of Totley Rise, and Mr. C. F. Jubb, printer, of High Street, as snuff takers, spoke of the great reputation of Top Mill, and their expectation of getting the prosecutors' snuff when they asked for Top Mill.—Mr. Albert Harland, one of the managing directors of Joseph and Henry Wilson (Limited), gave evidence to the effect that there was a friendly verbal arrangement between his firm and that at Sharrow Mill as to the counties to be served by them, and said he had never heard that Sharrow Mill claimed the use of the words Top Mill. In cross-examination, he said his firm disclaimed the exclusive use of the words Top Mill in connection with their trade mark, because it was a topographical term that could not be registered. His firm did not send goods to Nottingham, and did not wish to interfere with the trade done in that town by Messrs. Wilsons & Co., of Sharrow Mills.—Mr. Stevenson, dealing with the legal aspect of the case, argued that the prosecutors, having disclaimed the words, they were now stopped from saying they were entitled to their exclusive use as a trade description.—Alderman Acton intimated that the Bench would hear some evidence for the defence.—Herbert Simpson, the defendant, was then called. His version of the affair, corroborated by his shop-boy, was at variance with that given for the prosecution. His statement was that as soon as he produced the canister he said to Mr. May: "This is not Wilson's Top Mill, but W. C. Wilson's special snuff." Mr. May replied, "I suppose that is a special quality," and he (witness) said, "We buy it as such." When he had made out the receipt Mr. May said, "Just write me the words, 'Top Mill Snuff' by the side of the address," and he answered, "It is not Top Mill snuff; I have told you that before."—In cross-examination

Quo Vadis? To Millhoff's to order Pick-Me-Up Cigarettes.

TRADE NEWS AND NOTES—continued.

defendant admitted that Top Mill snuff referred to that from Westbrook Mill, owned by prosecutors, and that as far as his knowledge went he had known Top Mill snuff to be that snuff only.—Alderman Acton said, whilst the Bench were of opinion that defendant had proved that prosecutors were entitled to the exclusive trade description of "Top Mill," they were not satisfied that defendant made such representation as was alleged, or that he applied a false trade description to the particular canister of snuff in question. The summons would therefore be dismissed.—An application by Mr. Stevenson for costs was refused, Alderman Acton stating each party must pay their own.

NO LICENCE.—Before the local Bench, on November 4th, Mrs. Samuel Huntley, refreshment house keeper, Pentre, was summoned for selling tobacco without a licence. Mr. Finucane, supervisor, Pontypridd, prosecuted, and Mr. D. W. Jones defended. For the defence it was stated that when the notice was served upon the defendant she immediately forwarded a postal order for 5s. for the licence, and a few days later received a letter marked "O.H.M.S." Thinking it contained the licence she did not open it for some time, and when she did she discovered that the money was returned, with an intimation that the amount, which should have been 5s. 3d., was insufficient. Mr. Finucane pointed out that this was done in September, whereas the licence should have been taken out on July 4th. A fine of £1 and costs was imposed.

SERIOUS CHARGE AGAINST A NORWICH TOBACCONIST.—At the Norwich Assizes on October 3rd, before Mr. Justice Lawrance, Charles William Barnett was indicted "for that he, within four months next before the date of the presentation of a petition against him, to wit, on the 23rd of April, 1900, did unlawfully and fraudulently conceal a certain part of his property to the value of £10 and upwards, to wit, money amounting to £128 10s., a watch of the value of £20, and a diamond ring of the value of £21." He was further charged "that he within four months before the presentation of the said petition did unlawfully and fraudulently remove a certain part of his property to the value of £10 and upwards, to wit, the moneys and aforesaid property." Mr. Poyser prosecuted, and Mr. Wild (instructed by Mr. Bracey) defended.—In opening the case, Mr. Poyser said that if he showed that within four months of his bankruptcy prisoner concealed his property as alleged in the charge, then the law put it upon them to find him guilty, unless prisoner proved that he had no intention to defraud in what he did. The facts were very simple. On April 21st a petition was filed in bankruptcy against prisoner, who, within a very short time of that date, got a sum of money from the bank standing to his credit, and on April 14th, or a week before the petition was lodged, he absconded from Norwich and not only concealed the money but also concealed himself. In addition to the proceeds of the four cheques, he, on the 4th of April, ordered a gold watch of Messrs. Benson, Ludgate Hill, London, and got one valued at between £20 and £25, for which he did not pay, and which he took away with him, together with a diamond ring valued at £20, which he also got on credit from Messrs. Benson, and which he subsequently sold, putting the money in his pocket. These were the things he was charged with concealing. The cheques he did not draw in his own name, but on April 10th he drew a cheque for £50 and got one of his assistants, Miss Harmer, to draw it, she handing the proceeds over to him. On the 12th April he got Miss Tacon, another assistant, to draw a cheque for £10 10s., and this sum was handed to him. On the same day he also got Miss Tacon to draw another cheque for £54 and received the money. He also got a man named Cairey, a porter in his employ, to cash a cheque for £22 10s., and this was handed to him. On the 14th April he got his manager, Mr. Bray, to draw £5 from the bank and subsequently to cash a cheque for £12, just prior to his leaving in a cab for the railway station.

Counsel suggested that these facts showed that prisoner had been "making a purse." Bankrupt absconded, as he had before said, and went to join his wife and children, whom he had previously sent away. He lived in London for some two months, and then he went to Southampton and established a business there. Of course, none of his creditors in Norwich—and he left behind him 130 of them, whom he owed £3,000—knew where he had gone, and it was only quite lately that his whereabouts had been ascertained. He was arrested and brought back to Norwich, and he now stood before the jury to account for his dealings with this money and jewellery. From the statement he had made to Mr. H. P. Gould, the Official Receiver and the trustee in his bankruptcy, it appeared that he had £120 with him when he left Norwich, but it would be seen that the total amount of cheques he had got cashed was £168, though this difference was not a matter of importance. He also had the gold watch, which was found in his possession when arrested, and the diamond ring, which latter he had since sold at Southampton for £17 10s. Counsel submitted that if he proved these facts in evidence the jury could not fail to say that there had been concealment on the part of the prisoner of the money and the watch and ring he had taken away with him. Witnesses were called in support of counsel's opening statement. In cross-examination by Mr. Wild, Mr. Gould, the official receiver, said he conducted prisoner's preliminary examination at the prison. He had no one to advise him and no books or documents to refer to or to refresh his memory.—I believe it was represented to him that if he answered the question he might go free?—No.—I don't say by you, but by someone?—I have no knowledge of it. Did you give him any caution?—Yes.—Did you say anything about criminal proceedings?—No.—Did you tell him he was not bound to answer any question which would incriminate himself?—No, because he was bound to answer.—The Judge: He must make a clean breast of it.—Mr. Wild: Quite so, my lord, but surely a bankrupt is not bound to answer any question which would incriminate himself?—The Judge: If he does not he would cut his own throat. He is not protected in the slightest degree by the Bankruptcy Act.—Mr. Wild: That is contrary to the rest of the law of the land.—The Judge: Clearly, and it is intended to be.—In further cross-examination, the witness said he understood prisoner had a wife and several children, to whose number an addition was likely to be shortly made. Isaac Gordon, the money lender, was one of prisoner's creditors. He had three shops—in Dereham Road (the "Arcade"), St. Benedict's Street, and Barn Road. The whole of the stock was sold by his directions, and realised £1,237. There was no warrant out against him other than that of the County Court Judge when the preliminary examination was conducted, but witness had since taken out a magistrates' warrant in consequence of information of a general character which had reached him.—Mr. Wild, on behalf of the prisoner, contended that the case he had to answer was one of removal and not of concealment. Under the removal section of the Act the Crown had to prove that the thing was done fraudulently, whereas, under the concealment section, the jury had to be satisfied that there was no intent to defraud. Counsel felt that in appearing for the accused he knew he was under a disadvantage, because there was no doubt that the jury were men of position and substance, and they must look with dislike and distrust upon any man who had left the city and had not been able to satisfy his just and proper debts. They would not, however, he felt sure, allow any bias in that direction to tell against the prisoner. This was not a Civil Court. Whatever his mistake or errors of judgment may have been, unless the jury were convinced that his very foolish and erroneous act in leaving the city and trying to do something elsewhere was prompted by fraud and a desire to do a thing that was mean, underhand, and

To buy well is the secret of the tobacconist's success. Buy *Eldorados* by Weight.

TRADE NEWS AND NOTES—continued.

treacherous, they would give this man the benefit of the doubt. The facts proved by the prosecution itself showed that there was no fraudulent intent on the part of the prisoner in what he had done. It did not look like fraud when he took away with him only some £160 and left behind him some £1,200 worth of stock unencumbered and £14 in cash. He asked the jury to say that this was the act of a fool and not of a criminal. Counsel pointed out that the prisoner was not charged with obtaining the jewellery by means of false pretences, and although he did not say that he had behaved in this respect as one would have liked a man to behave, he maintained that in what he had done he had not passed the borderland of criminality. He got the things intending to pay for them, like many another man had done, and then he found that he was unable to do so. In order to right himself and to meet the liabilities he had incurred, counsel suggested he went away and started afresh in a tobacco business at Southampton, hoping to get on, just as a drowning man caught at a straw as a last resource. That might have been foolish, but, counsel maintained, was not criminal.—The Judge, in putting the case to the jury, pointed out that prisoner had cleared out practically all the money he had to his credit in the bank, and that he had done so in a manner which was not calculated to arouse the suspicions of the bank officials. Then he went away with the money, and it was for the jury to say whether he did this fraudulently. To judge of that they had to ask themselves what was the effect of the prisoner absconding with this money? It was to diminish by £168 the amount of assets that would have been for the benefit of his creditors. Was this done by the prisoner to intentionally defraud his creditors of that which was their property? As to the watch and rings, it was clearly his duty to have disclosed them to the Official Receiver under the provisions of the Bankruptcy Act; and it was for the jury to say whether he had not done so in order to defraud his creditors.—The jury retired to consider their verdict, and after an absence of a few minutes' duration returned into Court with a verdict of guilty.—The Judge said prisoner had been found guilty on evidence that was very clear. There could be no doubt, whatever his misfortunes in a business which did not prosper, he absconded and took away with him £160 odd that belonged to his creditors. The jury would not have been doing their duty if they had looked upon it that prisoner had a right to do this for the purpose of starting in another business at the expense of his creditors. Prisoner must have known he was acting improperly, and he would be sentenced to six months' hard labour.

DIVORCE FOR CIGARETTE SMOKING.—Cigarette smoking is recognised in Chicago as sufficient reason for asking a divorce decree. Mrs. James Whitmore, who is suing for a divorce, says in her complaint:—"Your oratrix represents that he (her husband) has indulged nightly in the habit of smoking cigarettes. At the hours of twelve and two o'clock he arises and smokes until the sleeping-room is densely filled with smoke, notwithstanding her protests and entreaties," and she now believes that from inhaling the fumes of his cigarettes her health has been greatly and permanently injured.

TOBACCO ON LONG MARCHES.—During the recent manœuvres in Switzerland, the General Staff made a series of experiments characteristic of the most democratic army in Europe. They were designed to test the influence on the troops of smoking being permitted in the ranks during long marches. A Swiss staff officer declares that the results showed the balance of advantage to lie entirely on the side of the full pipe. There were no difficulties of discipline, which was really improved, because smoking kept the men more cheerful and less sensitive to fatigue.

IRISH MANUFACTURERS and the TOBACCO WAR.

The following interesting letter appears in *The Freeman's Journal* under date November 3rd:—

Dear Sir,—To-day (Saturday) November 2nd, English and Scotch tobacco manufacturers amounting to the fateful number 13 will close their different premises for stock-taking purposes with the view of forming one of the most powerful combinations ever established in the British tobacco trade. This combination is to be known in future as "The Imperial Tobacco Company (of Great Britain and Ireland), Limited."

The 13 English and Scotch manufacturers, after having given the matter mature deliberation, have decided upon a step of the wisdom of which at the present critical juncture no one having had any experience in the trade can have any doubt. Apparently our brethren in the trade across the Channel are determined to make the defeat of the American combine not a sham but a reality.

The Imperial Tobacco Company have now decided to lay by several millions sterling to lose concurrently with the Americans should the latter attempt to wrest the trade from the British or Scotch manufacturers. There is only one construction to be placed upon this move, and it is this, it is essentially business-like and patriotic from an English point of view. It may be said—"Oh, the capital is in England, the English and Scotch manufacturers have unlimited means at their disposal, and there is nothing impossible to them." Such statements are undoubtedly true. But see how Englishmen and Scotchmen engaged in the self-same trade become united when their different interests are at stake. *Instar Omnium*.

The formation of the Imperial Tobacco Company renders the position of the Americans powerless, and makes it absolutely impossible for them to capture the British and Scotch tobacco trade, for should the "tobacco war" have to be fought out in real earnest on the other side of the Channel we may now be quite certain that the Americans will be the first to surrender. Your Englishman is traditionally slow and cautious betimes in taking action in certain national emergencies, but once he comes to a decision he is bound to fight in defence of his trade and his country. Since the threatened American combine became a matter of public moment I have been in many towns in Ireland, and it is the chief topic amongst retailers of "the weed." Of course various opinions are expressed, but the general opinion is that unless the Irish tobacco manufacturers form a syndicate on the basis of the Imperial Tobacco Company, or if possible throw in their lot with that company, they are doomed. It is said that the Irish tobacco manufacturers have not sufficient capital to form a syndicate sufficiently powerful to defeat the Americans. That is true, no doubt, in comparison with English manufacturers. But we must not forget that unity is strength, and even if we Irish manufacturers form a combination on the lines of the Imperial Tobacco Company, not for the purpose of taking undue advantage of Irish traders by the acquisition of such power, but for the express purpose of unity, who is going to defeat us?

To be "forewarned is to be forearmed" is a trite adage, examples of which we see from day to day. What action, I ask, are the Irish tobacco manufacturers going to take at such a critical juncture, when, as everyone admits, the fate of one of our principal industries is hanging in the balance? Is it possible that they are not going to form a syndicate of their own, each manufacturer fully prepared according to his capital to lose, if needs be, his proportional share to save from extinction one of our principal industries? The sand is running in the hour-glass. We say, "Wait!" But Fate says, "Oh, no! I cannot wait."

Thanking you in advance for the publication of this letter, I beg to subscribe myself,

Yours faithfully,

A TOBACCO MANUFACTURER.

Are you selling your goods at full prices? Then stock Pick-Me-Up Cigarettes. They are not out.

TO TOBACCO DEALERS.

DO NOT BE BLUFFED,

but stand loyal to **British Interests,**
which are your own.

PLAYER'S

MEDIUM

NAVY CUT

CIGARETTES

*Sold in card cases
of 10, 20, 50 & 100*

are increasing in popularity daily,
because the People know that they
are British made by British Labour,
and by the employment of British
Capital.

With these cigarettes you can
popularise your shop.

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From the "London Gazette."

Receiving Order.

BENNETT, FREDERICK, tobacconist, residing at 12, Turner Street, and carrying on business at 38, Market Place, Dudley, Worcestershire. November 1st, 1901, on debtor's own petition.

First Meetings and Public Examinations.

BAKER, OSBORNE, residing and carrying on business at 3, Stuart Street, Cardiff, hairdresser and tobacconist. Date of first meeting, October 18th, 1901. Examination, November 1st, 1901, 11 a.m., Town Hall, Cardiff.

HEILBUTH, ALFRED, 103, Great Russell Street, Bloomsbury, W.C., and 10, Glasshouse Street, Regent Street, W., both in the County of London, cigar and cigarette merchant. Date of first meeting, October 29th, 1901. Examination, November 21st, 1901, 11.30 a.m., Bankruptcy Buildings, Carey Street, London, W.C.

FERGUSON, JOHN, 90, Bradford Road North, late 28, Market Hall, and 6, Folly Hall, Huddersfield, out of business, formerly tobacconist. Date of first meeting, October 30th, 1901. Examination, November 11th, 1901, 2 p.m., County Court, Queen Street, Huddersfield.

LLEWELLYN, THOMAS WILLIAM, formerly carrying on business at 20, Alexandra Road, Leeds, now residing and carrying on business at 55, Brudenell Grove, Leeds, formerly clothier, now newsagent and tobacconist. Date of first meeting, November 8th, 1901. Examination, November 26th, 1901, 11 a.m., County Court-house, Albion Place, Leeds.

Adjudications.

FERGUSON, JOHN, late tobacconist, 90, Bradford Road North, late 28, Market Hall, and 6, Folly Hall, Huddersfield. Date of order, October 16th, 1901.

BENNETT, FREDERICK, residing at 12, Turner Street, and carrying on business at 38, Market Place, Dudley, Worcestershire, fruiterer, formerly tobacconist. Date of order, November 1st, 1901.

Notices of Intended Dividends.

LITCHFIELD, WILLIAM, residing at 174, Holton Road, Barry, in the County of Glamorgan, and carrying on business at 174, Holton Road, Barry, and at 136, High Street, Tonyrefail, in the County of Glamorgan. Newsagent and tobacconist. Last day for proofs, October 26th, 1901. Trustee, George David, Official Receiver, 117, St. Mary Street, Cardiff.

SIMKIN, JAMES (trading as James Simkin & Co.), 386, Manchester Road, Great Lever, Bolton, Lancashire, and carrying on business at 9, Dawes Street, Bolton. Cigar merchant. Last day for proofs, November 1st, 1901. Trustee, Thomas H. Winder, Official Receiver's offices, Exchange Street, Bolton.

BERESFORD, WILLIAM, residing at Main Street, Mexborough, Yorkshire, lately carrying on business at

126, High Street, Mexborough. Late tobacconist and newsagent. Last day for proofs, November 8th, 1901. Trustee, John Charles Clegg, Official Receiver's offices, Fig Tree Lane, Sheffield.

ELLIS, FRANK ERNEST WATTS, 84, Brunswick Street, Cardiff, lately carrying on business at 3, Royal Arcade, Cardiff, and 52, Cowbridge Road, Cardiff. Hairdresser and tobacconist. Last day for proofs, November 23rd, 1901. Trustee, George David, 117, St. Mary Street, Cardiff.

Notices of Release of Trustees.

LATHAM, JOHN THOMAS, tobacconist and confectioner (trading as A. & J. T. Latham), 74, Cross Westgate, Tadcaster, Yorkshire. Trustee, Edward T. Wilkinson, 28, Stonegate, York.

LYONS, MARTIN, tobacconist (trading as Lyons and Company), 223, Burbury Street, Birmingham, and lately trading at 13, County Chambers, and Corporation Street, Birmingham. Trustee, Luke Jesson Sharp, 174, Corporation Street, Birmingham.

MEREDITH, DANIEL MORGAN, tobacconist, 21, James Street, Cardiff. Trustee, George David, 117, St. Mary Street, Cardiff.

Partnership Dissolved.

The partnership lately subsisting between JOSEPH MEYER, OTTO BRADEN, and CARL PHILIPSON, carrying on business as Importers of Cigars and Cigarettes, at 106, Fenchurch Street, in the city of London, and formerly at 61, St. Mary Axe, in the same city, under the style or firm of Joseph Meyer, was, on the 15th day of October, 1901, dissolved by mutual consent, so far as regards the said Otto Braden. All debts due and owing to or by the late firm will be received and paid by the said Joseph Meyer and Carl Philipson, who will continue to carry on the said business at

No. 106, Fenchurch Street aforesaid, under the same style or firm of Joseph Meyer.

Applications for Debtor's Discharge.

GOLDSTONE, ISAAC, tobacconist, 114, Brick Lane, Spitalfields, lately carrying on business at 132, Brick Lane, Middlesex. At Bankruptcy Buildings, Carey Street, London, W.C., at 11.0 a.m.

MARKS, EDWARD, residing at 70, Derby Road, Burton-on-Trent, and trading at 98, Station Street, Burton-on-Trent, tobacconist. At Court House, Burton-on-Trent, November 13th, 1901, at 12.0 noon.

Appointment of Trustee.

COHEN, SAMUEL, carrying on business at 446, Strand, and residing at 114, West End-land, Hampstead, London, tobacconist. Trustee, Ebenezer Hawkins, 3, Barbican, London, E.C., October 14th, 1901.

*Have you found
the Mis-spelt Word?*

*If you have send it
along and be "in the
swim."*

Be careful to mark your envelope—

"SPELLING BEE,"

CIGARETTE WORLD,

2, ELLISON ROAD,

BARNES,

LONDON, S.W.

Window dressing is a great factor with the modern tobacconist. Dress your window with **Pick-Me-Ups.**

Order made on Application for Discharge.

STEVENS, ADA MARY, late tobacconist, widow, Grosvenor House, Churchfields, Salisbury, lately carrying on business at Silver Street, Salisbury. Discharge granted.

In the Matter of—

CHARLES EDWARD OSBORNE, 204, Westminster Road, Hexham, and recently carrying on business at 24, Regent Road, Morecambe, as newsagent and tobacconist, came up for his public examination on October 17th. The statement of affairs was as follows:—Gross liabilities £237 4s. 7d., expected to rank £219 5s. 7d., deficiency £124 9s. 1d. He attributed his failure to want of capital and bad trade.—In reply to the Official Receiver, he stated that before coming to Morecambe he was in business as a newsagent at Bradford. He sold the business on account of being in bad health for £380, and commenced in Morecambe in February of this year. He paid up all his liabilities at Bradford, and had a balance of just over £150. He started at Morecambe with a capital of £115, or, with two bills that were due to him, a total capital of £122. That money was sunk in the business. He did not pay for any of the stock; the whole of it was bought on credit. He did not keep any books of account, although he had done so at Bradford, where he had been in business fifteen years.—The Official Receiver: Do you not think it was neglect on your part?—Yes, I think it was.—You commenced business in February this year, and in about six months you not only lose all your capital, but have a deficiency of £124 9s. 1d.?—I think that deficiency has been reduced.—That is according to your own statement?—Yes.—And you have kept no books of account to show where that money has gone to?—None whatever.—Have you paid your creditors anything?—I have paid Boyd, of Manchester, £45.—And with the exception of that £45, you have paid nothing to your creditors at all?—No.—Where has the money gone to?—I have been losing all along.—And you have not paid anybody?—The money has gone in the paper accounts, and I have paid the rents.—You have simply been living upon your creditors, and haven't paid anybody a halfpenny. Is not that so?—Well, I have been paying the newspaper accounts and trying to keep out of debt.—I repeat you have simply been living on your creditors. Is not that so?—Debtor (after a pause): It is partly so.—The Official Receiver: Of course it is. Then about the tobacco trade?—I think I have been losing on that trade all along. I have been buying a lot of my tobacco in Morecambe, and have been paying on an average about 15s. a week for it.—That would amount to about £10.—Yes.—And for these unsecured creditors down to you, you have not paid more than £10 ready money during the six months.—No, I do not think I have.—Then it comes to what I have said; you got these goods and have been selling them and simply living upon your creditors, and without keeping account of a single penny. Is not that so.—It must be so.—The Official Receiver to the Registrar: He has only been here six months and his net loss amounts to £170. It is a most extraordinary statement of facts.—The Registrar: When did you find yourself insolvent?—A month ago.—It is very extraordinary. You have never tried to find out.—No, sir.—The Official Receiver: You did not care to find it out?—Oh, yes, I did.—You did not care so long as things were going on favourably.—Oh, yes I did, sir.—You knew from the very commencement that the business was not paying? Now don't beat about the bush.—Yes.—And although you knew, you went on contracting more debts?—No, sir; they had

been contracted, sir.—Some of them were, no doubt. You went on, just as was necessary to you in your business, and yet you knew you were insolvent all the time?—Yes, sir.—As to the furniture, what is its value?—I estimate it at £200. Of course that was what it was bought for.—I think you say some of it belongs to your wife?—Yes, her mother bought it for her.—When was it bought?—Seven years ago.—That was when you were married?—Before we were married, and when we were at Bradford.—What was spent upon it when it was bought?—About £150.—How much of it was your wife's money?—£38.—And the remainder was yours?—Yes.—And that is the same furniture you have now?—Yes, we have the same yet, with the exception of about three articles we have since bought.—That seems very clear; you have been very frank about that. Your wife's sisters thought some of the furniture belonged to them, didn't they?—Yes, but they make no claim for it now.—In answer to his solicitor, Mr. Clemesha, debtor said that he had kept two assistants, and paid them by the week. He had also kept four boys who had drawn weekly wages. He had to pay something like £2 5s. a week on that account. He left Bradford on account of his bad health, and had suffered from nervous debility. That was his reason for coming to Morecambe. It had also interfered with his looking properly after the business. Before going into bankruptcy he executed a deed of assignment, but was not satisfied with it.—The Official Receiver: You say you spent £120 in fixtures and rigging up the two shops, and you only put down the amount at £20.—Debtor: That was owing to a misunderstanding. The fixtures cost me £73.—There being no account showing how the £120 was spent in fitting up the shop, an order was made for debtor to render it within a fortnight, and the case was adjourned for a month.

J. R. GLENDENNING.—On October 10th, James Robinson Glendenning, tobacconist, of 3, Newgate Street, Newcastle, came up for his first public examination.—He stated that he had been in the same shop for 22 years, and had carried on business for 17 years. The rent had nearly quadrupled since he first became the tenant of the shop. It had gone up from about £70 to £250. He considered himself quite solvent now, and able to pay everybody. His temporary difficulties had been due to pressure of creditors and loss in shares in which he had invested.—When the petition was filed, the demand was about £600—rather too thick to pay at once. He was quite prepared to pay everybody, but not to be "rushed." His present liabilities were £1,100, and his assets about £3,200. Many of his difficulties were due to the fact that he had been overstocked. He demurred to the Official Receiver's statement that he had had 42 writs issued against him during the past year. He did not think that there were so many.—The Official Receiver: Well, assume that the number was somewhat exaggerated, and that there were only 36. That is a fairly large number. And you have had 17 executions.—Debtor assented.—Ultimately, the examination was adjourned.—The adjourned hearing of the case came before His Honour Judge Greenwell on October 17th.—The Official Receiver (Mr. Gibson) said that the debtor had offered a composition of 20s. in the £, without interest, which his creditors were willing to accept. The debtor's present position was in a great measure due to his having bought stock very far in advance of his business requirements.—His Honour Judge Greenwell, asked when, under such a composition, the creditors would be paid, and the Official Receiver explained that it would take six weeks or two months to realise the stock.—The Official Receiver said that he would like to say a word to the debtor in reference to his unreasonable behaviour in not handing over his stock to the auctioneer. The creditors had agreed to accept the composition, which would bring to them something less than if the debtor became bankrupt, and it was only fair that the debtor should render every assistance in his power.—Mr. Glendenning said he had done everything possible to assist Mr. Gibson, who already held about £330

Mahomet Cigarettes in 10's, 20's, 50's, and 100's, and by weight. Splendid line for every tobacconist.

worth of cigars and a stock of pipes. He did not feel disposed to let his whole stock of cigars leave the shop to go to a sale room until they were required.—The next six weeks or two months would make a great difference to him, and he could sell the cigars himself. If they went to a sale room, they would be sold at a very great loss.—Mr. Jno. Winn, who appeared for Mr. Glendenning, asked if his Honour would be satisfied with the debtor's word that he would render every assistance to Mr. Gibson.—His Honour: It seems to me that a further stock of cigars should be handed over.—The Official Receiver: I should like to make the position perfectly clear. On August 1st a quarter's rent for the debtor's business premises became due, and the amount has been paid by the realisation of a portion of the stock. The terms upon which he holds the premises are that he pays a quarter's rent in advance. The landlord is only too anxious to get the debtor out of the premises, and would take immediate advantage of any default in the payment of the rent, so that it is very necessary that when the next quarter's rent falls due—that is on November 11th—we shall hold sufficient stock to cover payment. Now the debtor demurred in handing over to the auctioneer his stock of cigars, but has handed over the riff-raff of his stock, which consists of fancy pipes, which are the collection of years. It will be readily seen that such a stock can only be realised at a very heavy loss. People do not want to buy large numbers of pipes—a man cannot smoke forty or fifty of them at once—but people will buy numbers of boxes of cigars. The debtor is acting very foolishly in this matter. If the auctioneer gets the stock of cigars and the sale is properly advertised, there is every reason to believe that it will realise as much as if the cigars had been sold in the shop.—His Honour decided to adjourn the hearing until the November sitting, or longer if necessary, and the result of the case would largely depend upon the debtor's behaviour.

H. L. STERN.—His Honour Judge Collier delivered judgment on October 11th on a motion made on behalf of Mr. Tranton, the trustee of the estate of H. L. Stern, a cigar merchant in South John Street, Liverpool, to determine whether or not the trustee was entitled to certain monies in the Savings Bank and in the North and South Wales Bank in the name of Mrs. Stern at the date of the receiving order, and also to a piano, sewing machine, and other articles of furniture in her possession at the same date. The hearing of the motion occupied two days. In regard to the various articles of furniture, the onus of proof changed into Mrs. Stern, and in the case of the piano and other articles he held that she had failed to maintain her claim and they must pass to the trustee. In regard to the sewing machine and other articles which were clearly for feminine use he found in favour of Mrs. Stern. Each party must pay their own costs, those of the trustee to come out of the estate.—Mr. Cockerell, instructed by Mr. W. Harris, was for the plaintiff, and Mr. Tobin, instructed by Mr. J. G. Lynskey, for the respondent, Mrs. Stern.

ZILLAH BULLOCK.—The adjourned meeting of the creditors of Mrs. Zillah Bullock, fancy storekeeper, news-vendor, and tobacconist, of the Royal Library and Cigar Stores, was held at the London offices of the Official Receiver on October 8th. The Official Receiver, Mr. Cecil Mercer, presided; and the creditors present or represented were Messrs. R. Robinson, A. R. Robinson, S. E. Harwar, E. H. Hawkins, Whyte, R. Clemance, C. F. Quicke, &c. The debtor was also in attendance.—The amended statement of affairs showed gross liabilities amounting to £3,631 14s. 9d., of which £3,229 9s. 9d. is expected to rank. The net assets are estimated at £1,073 6s. 4d., and the deficiency at £2,156 3s. 5d.—The Receiver stated that two special proxies had been given to him to vote for himself as trustee, but two other gentlemen having been named in connection with the trusteeship he should decline to act.—Mr. Hignett proposed the appoint-

ment of Mr. Whyte.—The Receiver said he held special proxies requesting him to vote for Mr. E. H. Hawkins as trustee, and he would, therefore, nominate him *pro forma*.—Creditors to the amount of £1,128 11s. 2d. voted for Mr. Whyte, and creditors for £1,338 16s. 5d. for Mr. Hawkins.—The appointment of Mr. Whyte having been defeated, Mr. Quicke formally proposed the appointment of Mr. Hawkins, which was agreed to.—A committee of inspection was appointed as follows:—Messrs R. Clemance, S. E. Harwar, and Alfred Martin, Southend; J. Wesbey, Houndsditch; and C. F. Quicke, Euston Road, London.—The Receiver said that, so far, Mrs. Bullock had had no allowance out of the estate. She was without means, except such as her friends gave her, and he had been asked to bring before them her application for an allowance for maintenance. It was a case of considerable hardship so far as she was concerned, although she was to a certain extent to blame.—It was unanimously decided to pay the debtor £10 for maintenance since the day of the receiving order.

MARGARET JEPHSON.—On October 10th, at Wigan, Margaret Jephson, a married woman, trading apart from her husband, as Thomas Doran, at 135, Chapel Lane, Wigan, as a tobacconist and yeast dealer, came up for her public examination in bankruptcy. The gross liabilities were £815 1s. 4d., and the deficiency was stated to be £777 17s. The debtor stated that she commenced business in 1899 with a capital of £305. The competition was exceptionally keen, and she was unable to secure sufficient profit for trade and living expenses.—The Registrar said it appeared as though the debtor had been losing £1 a day, and the Official Receiver (Mr. Winder) said that the loss was even more than that. He asked that the proceedings should be adjourned in order that the debtor might furnish a cash and goods account. The Registrar agreed, and the examination was adjourned for a fortnight.

OSBORNE BAKER.—None of the creditors of Osborne Baker, of 3, Stuart Street, Cardiff, hairdresser and tobacconist, appeared at the offices of the Official Receiver on October 9th, for which day the first meeting of debtor's creditors had been fixed. Debtor up to June last had been in business at Tonypany, but in consequence of the strike at Clydach Vale he was obliged to leave the district, and he had endeavoured to open a connection at Cardiff. His liabilities amounted to £151 1s., and the deficiency was £126 4s. 6d. The Official Receiver will remain trustee of the estate.

WILLIAM JOHN DAY.—The liabilities in this case amount to £88 13s. 5d., and the assets to £27 1s. 8d.—Debtor commenced business in 1891 when 21 years of age, in a small way, and afterwards shifted to a more expensive shop. This with the illness of a child caused his failure. If he could have sold the business he could have paid his debts. He was entitled to a share in a reversionary interest, but did not know any more about it than what he had been told.—Examination closed.

AARON ROSENSTRAUCH, of Portland House, Basinghall Street, E.C. It appeared from examination by Mr. Pope that he came to this country from Galicia in 1884, and, having been converted to Christianity, he changed his name to Abraham Hornstein, in order to keep the fact from his parents' knowledge. In 1891 he matriculated at King's College, and then became a missionary for the spread of Christianity amongst the Jews, in connection with which he opened a mission house in Devonshire Street. Owing to domestic differences, he subsequently gave up the house and traded for 18 months as a cigar merchant. That business was a failure, and he then became an insurance agent on salary and commission. Subsequently, owing to financial difficulties and distress, he had been compelled to pawn his jewellery, and even clothing, to obtain sufficient

money to get along with. Mr. Pope: I see that you purchased a gold watch from Mr. Gabriel for 60 guineas, which you have not paid for. What became of that?—I had paid £18 on account of that watch, and then pawned it for £20. Did you buy it for the purpose of pawning it?—No; I pawned it when I was in distress. I see you also bought another watch for £19, and pawned it for £4.—Yes, but I paid £10 on account of that. Mr. Pope pointed out that there were 53 creditors in the case, many of them being for goods purchased upon credit, and subsequently pawned, and he asked for an account of such pawnings for the past 12 months to be filed. His Honour directed the debtor to file such an account, and adjourned the sitting for six weeks to enable it to be prepared.

THE TOBACCO WAR.

A CROP OF CIRCULARS.

In our last issue we gave the first two circulars issued by the American Tobacco Company. We now publish those since issued. We will letter the circulars, beginning with "C" and so on, and eventually we shall probably exhaust the alphabet.

C.

Referring to our circular of the 25th, we beg to intimate to those of our friends who cannot sell sufficient of the "St. Julien" to enable them to avail themselves of our offer of rebate on the "Coolie Cut Plug," we will also for every 5 lbs. of "Bruno Flake" ordered with each 5 lbs. of "Coolie" allow the same rebate on the "Coolie." There are, therefore, two ways of ordering, thus—5 lbs. of "Coolie" with 2 lbs. of "St. Julien," or 5 lbs. of "Coolie" with 5 lbs. of "Bruno."

D.

We have complaints from several of our wholesale friends that, owing to our scheme *re* free cigarettes, they have to handle a larger quantity with no allowance for their extra trouble. We have, therefore, decided to allow them 1 per cent. as a bonus on "Guinea Golds" and "Tabs" invoiced, which will be paid every three months. We can, however, only allow this on the sole condition that the prices are not cut, as if they are the bonus will be withheld. Of course this will be only given while the present scheme of free cigarettes is running.

E.

Having made favourable arrangements with the American Tobacco Company, we have pleasure in informing you that we are able to import their celebrated brands of Sweet Caporal, Richmond Gem, Chancellor, Cameo, Kinney's Straight Cut, Kinney's Special Straight Cut, Richmond Straight Cut, and Full Dress cigarettes, and Old Judge tobacco, and can offer them to the trade at prices which will leave both wholesale and retail dealers a fair profit. At the same time, we desire to intimate to you that you will find, on reference to the new combined price list which we are issuing, that we can offer many of their other well-known brands at favourable figures, and such being the case they are well worth your attention. It is needless to state that all orders you are good enough to favour us with shall receive prompt attention, and in anticipation of your favourable reply we beg to thank you.

F.

In response to many requests by our friends we have decided to make the conditions whereby the rebate of 3d. on Coolie is given more elastic. Therefore, after this date and until further notice we will allow a rebate of 3d. per lb. on Coolie and Redbreast in packets, provided that with each 5 lb. of Coolie or 5 lb. of Redbreast in packets only 2 lb. of any of the following packet tobaccos are ordered:—St. Julien, Bruno Flake in packets (if in 1 lb. tins 5 lb. weight), Midnight Flake, Fruit and Honey, St. Ino,

Vanguard, Lucky Star Plug, Special Mixture, Gold Flake, Uncle Toby, Sweet Leaf.

Examples of ordering:—

5 1-16s. Coolie	5 1-16s. Coolie.
2 1-16s. Bruno	5/1 tins Bruno.
5 1-16s. Coolie	5 1-16s. Redbreast.
2 16s. Fruit and Honey ...	2 1-16s. St. Ino.

P.S.—Kindly note Bruno in 16's and 32's is 3s. 11d. per lb.

G.

We have to inform you that on and from this date and until further notice we will give 200 "Guinea Gold" cigarettes, free of charge, with each 1,000 "Sweet Caporal" cigarettes you buy from us; and with each 1,000 "Guinea Gold" cigarettes we will give, free of charge, 100 "Sweet Caporal" cigarettes and 100 "Tab" cigarettes. This cancels our offer of September 26th with regard to the 200 "Tab" cigarettes with each 1,000 "Guinea Gold" cigarettes, but the offer of 200 "Tab" cigarettes with each 1,000 "Tab" cigarettes we still continue.

H.

This cancels all previous circulars and rebates relating to tobaccos only.—We beg to inform you that our circulars dated September 25th and 30th and October 10th, 1901, are as from this date withdrawn, and in lieu thereof kindly note that we have reduced the prices of

"Coolie," 1/16 and 1/32, to 3s. 3d. per lb.

"Redbreast," 1/16 and 1/32, to 3s. 3d. per lb.

"St. Julien," 1/8, 1/16, 1/32, to 4s. 6d. per lb.

The minimum retail prices for these tobaccos must be 3d. per ounce for "Coolie Cut Plug" and "Redbreast" Flake, and 4d. per ounce for "St. Julien," and they cannot be sold at less.

[They find out that they have just got to sell "Coolie" on its merits.]

I.

On and after Monday, November 4th, we shall discontinue giving away cigarettes with the "Guinea Gold" and "Sweet Caporal" cigarette orders, and in place thereof we shall invoice these two lines at 19s. per 1,000, less the usual discount; also from the same date no free cigarettes will be given with "Tab" orders, but this line will be invoiced at 13s. per 1,000, less the usual discount. Minimum prices at which these cigarettes are to be sold are as follows:—Wholesale: "Guinea Gold" and "Sweet Caporal," 17s. 3d. per 1,000, or 1s. 9d. per 100; "Tabs," 12s. per 1,000, or 3s. per box of 250. Retail: "Guinea Gold" and "Sweet Caporal," 2½d. per packet of 10, 5d. per packet of 20; "Tabs," 1d. per packet. We shall continue the giving away of the free cigarettes on the above-mentioned brands up to and including Saturday, November 2nd, but we shall reserve to ourselves the right to reject or reduce any order that we may deem excessive.

K.

Referring to our circular letter of the 10th October, in which we informed you that we had made favourable arrangements with the American Tobacco Company, enabling us to import their celebrated brands of cigarettes, namely, "Sweet Caporal," "Richmond Gem," "Chancellor," "Cameo," Kinney's "Straight Cut" and "Special Straight Cut," "Richmond Straight Cut," and "Full Dress," and their noted brand of tobacco, "Old Judge," we notice that some newspapers state we are offering them at the reduced prices because they are manufactured at our factories.

To remove any misapprehension, we desire to assure our friends that these goods are still being manufactured at the American Tobacco Company's own factories in America, and are being imported by us direct from there.

Lastly, a circular was sent on 31st October announcing reductions of about 3d. a pound on certain packet tobaccos, including such as "Capital Flake," "Yankee Navy Cut," and "Redbreast." These reductions came into force on 6th November.

Palatable Paladins are welcomed in Palaces. Get prices from Millhoff.

As again
Tobacco C
follows:—
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As against this superabundance of circulars the Imperial Tobacco Company have only issued two, which are as follows:—

"October 14th, 1901.
"You are aware that Messrs. Ogden's business has been absorbed by the American Tobacco Company, with the obvious intention of controlling the British tobacco trade in the American interest.

"We cannot suppose that this would be ultimately beneficial to British traders, even although they might, at the outset, be tempted by pecuniary inducements to transfer their allegiance from their own countrymen to those whose homes and interests are in another land.

"We are glad to be able to inform you that we have agreed upon an amalgamation of our businesses under the name of 'The Imperial Tobacco Company (of Great Britain and Ireland), Limited,' and we wish our customers to be assured that if they remain loyal to British commerce we shall stand by them, and that in the arrangements which are now being made for carrying out the amalgamation, the interests of the retail trade will be carefully borne in mind.

"As soon as our arrangements are completed a further communication will be addressed to you, and we venture to hope that meanwhile our respective customers will continue the confidence hitherto reposed in us.

"Yours truly,

"W. D. & H. O. Wills Ltd., Bristol.
Edwards, Ringer & Bigg Ltd., Bristol.
Franklyn, Davey & Co., Bristol.
Lambert & Butler Ltd., London.
Hignett's Tobacco Co. Ltd., London.
Adkin & Sons, London.
John Player & Sons Ltd., Nottingham.
Hignett Bros. & Co. Ltd., Liverpool.
William Clarke & Son Ltd., Liverpool.
Richmond Cavendish Co. Ltd., Liverpool.
Stephen Mitchell & Son, Glasgow.
F. & J. Smith, Glasgow.
D. & J. Macdonald, Glasgow."

The following further circular was issued on October 28th by the promoters of the Imperial Tobacco Company (of Great Britain and Ireland), Limited:—

"Dear Sir,—Referring to our circular letter of the 14th inst., we have pleasure in stating that the organising committee of the Imperial Tobacco Company (of Great Britain and Ireland), Limited, has now given full consideration to the position of our wholesale and retail customers. It is felt that the amalgamation of interests hitherto in competition will result in a saving of expenses, and will enable the Imperial Tobacco Company to confer increased advantages on its customers. A scheme is in preparation for giving them a bonus in proportion to the amount of their purchases from the Imperial Tobacco Company, and full particulars of this will be forwarded to you with the least possible delay. As the Imperial Tobacco Company will take over our respective businesses as from November 22nd next, provision will be made for our customers to receive the benefit of the new scheme as from the same day.

"Yours truly,

"W. D. & H. O. Wills Ltd.	} Bristol.
Edwards, Ringer & Bigg Ltd.	
Franklyn, Davey & Co.	
Lambert & Butler Ltd.	} London.
Hignett's Tobacco Co. Ltd.	
Adkin & Sons	
John Player & Sons Ltd.	Nottingham.
Hignett Bros. & Co. Ltd.	} Liverpool.
William Clarke & Son Ltd.	
Richmond Cavendish Co. Ltd.	
Stephen Mitchell & Son	} Glasgow.
F. & J. Smith	
D. & J. Macdonald	

"October 28th."

MURATTI'S

LATEST PRODUCTIONS.

ARISTON, Gold Tipped 100's, 50's & 20's	} POCKET CASES.
ARISTON, No. 6	
NEBKA, No. 3	
	100's, 50's & 25's

All the above are packed in beautiful enamelled Tins.

PRICES ON APPLICATION.

Head Office and Factory: 54, WHITWORTH STREET, MANCHESTER.

London Office and Sale Rooms: 5, CREED LANE, E.C.

THE TRADE AND THE TOBACCO WAR.

MEETING OF WALSALL TOBACCONISTS.

On October 23rd a meeting of the Walsall branch of the United Kingdom Tobacco Dealers' Alliance was held at the Old Still, Digbeth, Mr. T. Whitfield presiding. There were also present Messrs. H. Sanders, F. T. Perry, H. S. Farrington, F. Eyre, J. Chapman, W. A. Miller, T. A. Wigley, J. W. Hislop, J. Haycock, F. Webb, H. Langley, J. Stanton, F. Russell, and F. J. Dean, the hon. secretary. The meeting was originally convened for the purpose of considering a scheme which Mr. H. G. Hey, the organising secretary of the Alliance, was to have discoursed upon, as to co-operative working between Salmon & Gluckstein Ltd. and the Alliance, but Mr. Hey was not able to attend, another engagement taking him to London.

The Chairman said that when Mr. Hey sent his apology he requested that representatives of the Walsall branch should attend a meeting of the Birmingham Association the night previously, when the suggested scheme was to be discussed, and Mr. Dean and himself went to Birmingham accordingly. The scheme which had been formulated between the Alliance and the firm of Salmon & Gluckstein was of co-operative working, Salmon & Gluckstein agreeing to supply any member of the Alliance with their own particular brands at a profit of 3 per cent. above cost price, and so secure profit to the retailer of 20 per cent. upon all goods sold by the firm. Mr. Hey pointed out that if the scheme was adopted they were not bound to do any business with Salmon & Gluckstein—they could deal with them as with any other firm; but the decision of the Birmingham meeting was that they should maintain an independent attitude, and not join or support any combine, trust, or alliance for the present.

Mr. Eyre said he could not see where the co-operation came in. Since the great combines had declared war he thought it would be the policy of the Alliance to sit low for a while, and he moved that they should not entertain the question at present.

This was seconded by Mr. Chapman.

Mr. Dean moved an amendment that they support the scheme. He remarked that at Birmingham the previous night they had a talk with Mr. Hey before the meeting, and he convinced them that it would be in their best interests to adopt the scheme. He thoroughly believed that had it not been for the United Tobacconists' Association, which they were all aware was floated in Birmingham, a resolution would have been passed at the Birmingham meeting supporting the scheme. The chairman of the Birmingham meeting was a director of the U.T.A., and immediately Mr. Hey had moved a resolution that they support the scheme two or three different gentlemen called for the opinion of the worthy chairman. No one had sufficient confidence or pluck to speak about it until the chairman had given his views. He threw cold water on the scheme and pointed out the U.T.A., and then no one had a word to say in favour of the scheme, although all approved of the manner in which Mr. Hey had brought it forward. As Mr. Hey pointed out, they would not be tied by the scheme to Salmon & Gluckstein, who simply asked for a show of their goods as any other firm. In the opinion of the governing committee of the Alliance—and he thought it was quite feasible—the only way to get concessions from the great combines was to let them see that they had taken a stand.

Mr. Perry seconded the amendment, which was carried by ten to four, the chairman not voting.

ELECTION OF OFFICERS.

On the proposition of Messrs. Webb and Wigfield, Mr. Whitfield was unanimously elected president of the

Walsall branch, and Mr. H. Sanders was elected vice-president. Mr. Dean was unanimously chosen secretary, and Mr. Tandy was appointed treasurer.

It was decided to hold the next meeting of the branch in a fortnight's time, and Mr. Webb gave notice that he should then move that the resolution they had just passed to support the scheme be rescinded.

IMPORTANT MEETING AT BELFAST.

On October 23rd a meeting of the Belfast branch of the United Kingdom Tobacco Dealers' Alliance was held in the Garfield Chambers, Royal Avenue, to consider the proposal of the Executive Committee regarding the overtures made by Messrs. Salmon & Gluckstein to the Alliance in the present crisis in the tobacco trade.

Mr. W. J. Glover presided, and there were also present—Messrs. Alexander Kapp, J. Harvey, R. M'Connell, A. Davison, T. A. Orr, H. T. Herald, D. Haughey, J. Kilpatrick, D. Young, S. M'Harvey, S. M'Kee, W. Howe, J. R. Keenan, J. Breach, J. E. Byrne, J. T. D. Gallagher, J. Reid, E. Martin, J. Weaver, and John J. Sorahan.

The Chairman, in opening the proceedings, said they were there for the transaction of a very important function. An important crisis had arisen affecting the retailers of the city and the suburbs of Belfast, and they were present that evening to hear a proposal from the Central Executive regarding their action with reference to the proposal of one of the principal firms in the United Kingdom, who had made a proposition towards the Tobacco Dealers' Alliance which would be placed before them, and their sanction to it asked for. Of course, they would have to give it their very best consideration, both as regarded the local branch in the city, and as regarded the principle of the Alliance all over the United Kingdom. If they found it was to their benefit, of course they would pass the resolution that would be submitted to them, giving the Alliance power to negotiate in their favour on the very best terms they could secure; and if they thought the other way, an amendment could be put forward.

Mr. Kapp said the meeting had been called at this juncture in the history of the tobacco trade to take their counsel and hear them in the matter of further developments. They were all conversant with the new phase of trading, and the combine principle had come to stay; therefore, they wished to make the retailer's position as secure as possible in face of the coming tug of war. The scheme by which it was hoped to prevent the utter collapse of the trade, to make them able to stand against all comers, was the one they were there to discuss. They must combine both the productive and the distributive elements of the trade, for the one without the other was powerless. That was all right, but who and where was the firm that would ally itself to the Alliance, and commit its future to the hands of the Alliance? That firm was Messrs. Salmon & Gluckstein. Those present knew full well the scepticism such a pronouncement would arouse. They could gauge somewhat the feeling that would be engendered, and they knew that many a man would be inclined to kick over the traces on the mere mention of their name. After referring to the conditions offered by Messrs. Salmon & Gluckstein, Mr. Kapp said the advantage of the firm would be that, instead of manufacturing for themselves alone as they were doing now, they would be manufacturing for a huge army, and thus the cost of manufacture would be considerably reduced. For instance, if they were to-day manufacturing £100,000 worth, the

Do you want your own name or brand on cigarettes? J. Millhoff & Co. Ltd. will supply them without any extra charge.

expenses incurred, say, were £10,000, but suddenly their output was increased to double, the standing expenses were not increased double, but the net effect was to lessen the cost of production on the original amount or basis of trade, and to decrease correspondingly with each additional increase of business done, so that while they would be able to produce cheaper for their own shops, by amount saved on producing for the Alliance, would get theirs cheaper by amount saved on their own output. The firm had a factory built and equipped on the most modern lines, and capable at present of doing the trade of the present Alliance, and with native foresight they had secured sites for extension, which would put them in a position to compete with anybody at anything. In conclusion, he said that the firm had promised a legal document binding them for a term of years, and not to sell at any time to either combine without the consent of the Alliance.

Mr. Sorahan said it was not the intention of the retailer to boycott the Americans.

Mr. Byrne said he thought joining Messrs. Salmon and Gluckstein would benefit the retailers in the long run. Of course, they would not forget the old manufacturers. He had great pleasure in supporting the proposal.

Mr. Sorahan said they would support the home trade before the foreign, but they wanted the home manufacturers to deal fairly with them.

Mr. Howe asked if the firm proposed to establish a depot in Belfast.

Mr. Sorahan said they did not. Any trade with the firm would be optional, but they guaranteed 20 per cent. profit on what the retailers sold. He was of the opinion that at the present time Messrs. Salmon & Gluckstein had the best equipped firm in the three kingdoms.

Mr. Kilpatrick: That's strange.

Mr. Sorahan: But true.

Mr. Kilpatrick: I doubt it.

Mr. Sorahan: There is no question at all about it.

Mr. Kilpatrick said there was a double question—a flat contradiction. He was of the opinion that it required the knowledge of a manufacturer to deal with the question, which he (Mr. Kilpatrick) had not, and which he didn't believe the men on whom they were relying had either.

Mr. Sorahan: Question.

Mr. Kilpatrick: You must take a firm by its record, for a firm, like an individual, makes a character. That takes a length of time, and I don't think Messrs. Gluckstein have made a character in the manufacturing line yet.

Mr. Sorahan: They will with the assistance of the retailers.

Mr. Kilpatrick: They would like to know what strength you are at the present time.

Mr. Sorahan: So would the manufacturers. They tell us nothing and we tell them nothing; it is give and take.

Mr. Kilpatrick: I hold the minute you narrow the United Kingdom Tobacco Dealer's Alliance down to one little firm—

Mr. Sorahan: We do not narrow them down.

Mr. Kilpatrick: Well, it is not just in a moment that people should throw themselves into the arms of tobacco-nists. Continuing, Mr. Kilpatrick said that at the present time he held, despite what appeared in the Press, that customers got at 3d. an ounce an article that cost the retailer 3s. 8d. a lb., and to guard against the like of that in the future he thought they should make their battalions stronger in the future than they had been in the past. He was of opinion that in throwing themselves into the arms of one manufacturer the tobacco retailers were making a mistake which they would find out later on.

Mr. Sorahan said that on one or two points the last speaker was in error, and pointed out, in the first place, that even though the scheme with Messrs. Salmon and Gluckstein was perfected it would not compel any tobacco-nist or tobacco dealer to buy from this firm. Messrs. Gluckstein were satisfied that the Alliance was the coming power, and therefore they had come and said to the Alliance, "Back us up, and we will back you. If you give

us a certain portion of the trade, no matter how small, we will be satisfied."

Mr. Stalker thought the terms of Messrs. Salmon and Gluckstein were very good.

Mr. Harvey proposed, "That this meeting approve of the scheme as adopted by the Executive Committee of the United Kingdom Tobacco Dealers' Alliance to the furtherance of the position of the retail trade, and that it will place the utmost confidence in them."

Mr. Stalker seconded.

Mr. Gallagher proposed a direct negative, and said they should treat with the American Tobacco Combine if the Imperial Tobacco Combine would not do so.

Mr. M'Connell seconded.

The Chairman said he would like to stand aloof, for at present the scheme was in a transitory stage. They might get better terms later on, and there was no reason why they should tie themselves down at present.

On a vote being taken, the proposal was carried by 11 votes to 10.

On the proposition of Mr. Sorahan, it was unanimously agreed that a deputation be appointed from the local branch to meet the Dublin and Cork Associations with a view to having a uniform price list for Ireland.

A vote of thanks having been passed to Mr. Kapp, the meeting concluded.

BIRMINGHAM RETAIL TOBACCONISTS' MEETING.

The crisis in the tobacco trade drew together a large number of members of the Birmingham and District Tobacconists' Trade and Benevolent Association at the Colonnade Hotel, on October 22nd. The President (Mr. F. A. Badman) took the chair, and was supported by the Vice-Presidents (Messrs. E. H. Mann and J. A. Margoschis), the Secretary (Mr. J. Silvester), and representatives from West Bromwich, Wednesbury, Walsall, Darlaston, and other parts of the district. The Organising Secretary of the United Kingdom Tobacconists' Alliance (Mr. Hanson G. Hey) also attended, and by the invitation of the President made a statement upon the present condition of affairs in the tobacco trade. The question was of the most vital importance, he said, and upon its right solution depended not only the welfare, but the very existence of the retail trade. The American invasion, of which they had heard so much, had come to fruition, and one of the most popular firms in the country had sold itself to the American Tobacco Combine. When the first combine was formed, it was only a matter of days before the self-same manufacturers who had previously never had time to come to a conference were taking counsel with each other. They did not care so long as only the retailers suffered. An English combine had now been formed, and the two organisations were facing each other, ready for a battle royal. Sooner or later the sinews of war would give out on one side or the other, and one would absorb the other. When that happened the retailers would be faced with a huge capital controlling 75 per cent. or 80 per cent. of the trade of the country. Unless they prepared themselves in a time of comparative peace, when each of the combines was bidding for their support, they would have the life-blood crushed out of them to meet the cost of the combine. Coming to the third combination, the Alliance, Mr. Hey said it had seen fit to bring forward a proposal to amalgamate with the firm of Salmon and Gluckstein. He knew the feeling that would be aroused by the mention of that name, which had stunk in the nostrils of the retail trade for a great number of years. He asked them to weigh the arguments carefully in their minds before they came to a decision. Salmon and Gluckstein had offered to manufacture any tobacco for them, and to provide them with an honest living at a cost of 3 per cent., and the remainder would be handed over to the Alliance to be divided amongst the customers of Salmon & Gluckstein. By that scheme every man would

become his own manufacturer. At the very outset Salmon and Gluckstein told them that there was no philanthropy in the offer; it was a pure matter of business. Instead of manufacturing solely for their own shops they would be manufacturing for a huge army of retailers, and therefore the cost of manufacture would be sensibly reduced. Salmon & Gluckstein were willing to raise their prices to those of the Alliance provided the latter body took up the offer properly. In the scheme the middle-men would be considered dispensable, and their position would at any rate be as good as under the present cut-throat system. The salvation lay in the raising of the retailer from being a mere purveyor of other people's goods to being the manufacturer of his own. He would participate in the profits of Salmon & Gluckstein, which was a thing never before heard of in the trade. The Alliance asked that meeting of retailers to throw in their lot with a firm which had always been considered their biggest enemy, and which was now offering them terms. Salmon & Gluckstein would be bound for a number of years to sell to no other combine without the assent of the Alliance, whereas the other manufacturers had refused to meet the advances of the Alliance. It was a pure business question, and no sentiment or patriotism should be introduced into it. If the English manufacturers had taken the Alliance by the hand last November there would have been no room for an American combine. Salmon & Gluckstein were prepared to manufacture the retailers' own brands for them.

Mr. Sheldon remarked that Salmon & Gluckstein had never yet given anything to the public, nor would they to the retailers.

At the request of the President, Mr. Hey proposed a resolution expressing approval of a scheme of co-operation working with Salmon & Gluckstein.

Mr. Muir formally seconded.

The President then opened the discussion, saying that they all admitted that the Alliance had done something for the trade. The manufacturers had been too slow for anything, and personally he was glad that something had occurred to raise them from their lethargy. He hoped the Birmingham Tobacco Trade Association would always remain absolutely independent of any combine, trust, or alliance, for he was convinced that a good time was coming for the retailers if they would only look after their own interests. That association, he believed, would secure a 20 per cent. profit, and a little more. It had been said that they wished to get 30 per cent. on their goods, but it had to be remembered that when all expenses were paid they seldom cleared more than 2½ per cent. profit. In the early future the United Tobacconists' Association would have a scheme to bring before the meeting which, if accepted, would be a finer thing than any trust, combine, or offer by Salmon & Gluckstein.

An amendment declaring the Association's intention to maintain an independent position was then proposed by Mr. Mann, seconded by Mr. Rentoul, and carried unanimously.

BRIGHTON TOBACCONISTS IN CONFERENCE.

On October 23rd a meeting of local tobacconists in connection with the Brighton branch of the United Kingdom Retail Tobacco Dealers' Alliance was held at Booth's Restaurant, East Street, under the presidency of Mr. H. King.—The Chairman, after explaining that he occupied the post of Chairman that evening as one outside the trade, and therefore possessing an absolutely impartial mind, pointed out that the meeting was essentially a retailers' meeting, and asked any manufacturers who might be present to refrain from voting.—Mr. A. S. Shaw, of London, explained that the object of the meeting was to discuss the advisability of adopting or rejecting a scheme having for its object the prevention of "cutting" and of securing a fair profit for retailers. After referring to the attitude of the manufacturers towards them, and stating that the

Alliance were still unsuccessfully engaged in attempting to come to a satisfactory agreement with them on the basis of 20 per cent. profit for 20 years, Mr. Shaw said he had been approached, as the London representative of the governing body of the Alliance, with a view to getting the cutters into line, and a proposal had been made to the Alliance whereby Messrs. Salmon & Gluckstein would join hands with them on co-operative principles, and manufacture for them for a profit of three per cent. upon cost and another three per cent. to go to the Alliance to be shared out at the end of the year on co-operative lines. As far as proprietary goods were concerned every man would have a free hand.

DETAILS OF THE SCHEME.

Mr. Shaw went into the scheme at considerable length, his remarks going to show that the prices of goods manufactured by the firm mentioned would be arranged with the Alliance, which would endeavour to form branches in every town of any note in the United Kingdom and push their goods; that Messrs. Salmon & Gluckstein were willing to cease opening new shops and to give up existing ones in cases where the scheme would bring them in sufficient profit by reason of extra output, and that Messrs. Salmon & Gluckstein were prepared to enter into an agreement which would be drafted and submitted to the different branches of the Alliance. Mr. Shaw pointed out that the retailers would not be required to sign anything or be bound in any way, or to buy the goods of the Alliance, and there would be no compulsion or coercion of any kind, and they would all be free to buy of anybody they liked.—The general feeling of the meeting, which found expression through only two or three speakers, seemed opposed to the scheme, and Mr. Wieland vigorously condemned it with, as he expressed himself, "the worst kind of venom."—Mr. H. Wade Stiles, the Acting Secretary and Chairman of the Branch, after expressing a wish to remain neutral, yielded to the desire of the meeting for an expression of opinion, and threw the weight of his views into the scale against the scheme.—Mr. Shaw was asked a number of questions by Mr. Wieland and Mr. Welling, and in the end the meeting adopted a cautious, non-committal attitude, the following resolution being passed *nem. con.*, on the motion of Mr. Wieland, seconded by Mr. Welling: "We, the members of the Brighton Branch of the United Kingdom Retail Tobacco Dealers' Alliance, refuse at present to endorse the proposals to form a co-operation with Messrs. Salmon & Gluckstein on the lines sketched out at this meeting."

SOUTH LONDON MEETING.

A meeting of the Tobacco Retailers of South London was held on October 24th at the Horses, Kennington, Mr. Dennant in the chair. There were upwards of forty present. The meeting was convened by the South London Tobacconists' Association in order to hear a statement from representatives of the United Kingdom Retail Tobacconists' Alliance, with regard to the scheme of co-operation with Messrs. Salmon & Gluckstein.

Mr. H. G. Hey, Secretary of the Alliance, said the scheme was to combine the productive and the distributive elements of the trade, and in this Messrs. Salmon and Gluckstein had agreed to ally themselves to the Alliance. Having explained the details of the scheme, Mr. Hey stated that Messrs. Salmon & Gluckstein promised a legal document binding them for a term of years to the Alliance, and not to sell at any time to either combine without the consent of the Alliance. In conclusion he commended the scheme to the acceptance of the meeting.

Finally a motion and amendment were submitted to the meeting. The motion was:—

"That we, the members of the South London Association, recommend that the governing body do not accept at present the proposal of Messrs. Salmon & Gluckstein, but wait for overtures that will probably come from other

Tobacconists who understand their business are never without a good stock of **Pick-Me-Up** Cigarettes.

quarters, and then place them before the Association for consideration."

The amendment, moved by Mr. Newson, and seconded by Mr. Briggs, was as follows:—

"That this meeting of South London retail tobacconists empower the governing committee to proceed with the negotiations with Messrs. Salmon & Gluckstein, and to get an agreement drawn up to be submitted to us for our consideration before being signed."

On a division the amendment was rejected by 13 to 12, but on a second count was declared carried by 17 to 15.

THE ALLIANCE AND THE CUTTERS.

LIVELY MEETING OF LONDON RETAILERS.

THE SALMON & GLUCKSTEIN SCHEME REJECTED.

A meeting of the Central London Branch of the United Kingdom Tobacconists' Alliance was held at Anderson's Hotel, Fleet Street, on October 31st, at 3.30 p.m. Mr. H. O. Hamborg presided, and at the beginning of the proceedings there were only about 50 present, though before the close the number had increased to about 70 and included several lady members of the trade. We noticed among those present the following gentlemen:—Messrs. Henderson, Laurence, Mabile, Arkell, Custance, Grahner, Ransford, Taylor, Ramill, Freeman, Stubbings, Stephens, Shaw, Wilson, Garton, Lee, Welch, Arden, De Meza, Roe, Hinton, Lovatt, Terry, and Fraser. We may say at once, that while we heartily congratulate the meeting on the decision ultimately arrived at, we cannot congratulate either the Chairman, Mr. Hey, or the retailers present on the way in which the proceedings were conducted. The Chairman, who is highly respected and deservedly popular in the trade, was so anxious to give fair play that he went to the other extreme and allowed a good deal of entirely irrelevant chatter, and, moreover, after a good deal of discussion had taken place and Mr. Hey, the mover of the resolution, had replied, permitted a fresh series of speeches to be delivered, thus causing Mr. Hey to again reply. This was entirely contrary to the usual practice of putting a resolution immediately after the reply of its mover, and as the meeting was exceedingly excited a good deal of unseemly wrangling ensued. Besides this, the Chairman having given a ruling that only members of the Central London Branch of the Alliance could vote yielded to clamour and ruled to an exactly opposite effect, a course which, though received with enthusiastic applause, hardly seemed consistent with the dignity of the chair. It is only fair, however, to add that the task of presiding over such a turbulent gathering was a most difficult one, and a chairman might well be pardoned for any little lapses. Still less can we congratulate Mr. Hey on the tone of his speech. Energetic and able as that gentleman is, he has yet to learn the art of managing a meeting, and his defiant attitude undoubtedly tended to alienate support. Mr. Hey complained of being interrupted, and he was fully entitled to do so, but it was a mistake to protest so loudly against the storm of hisses with which the well-known names of Salmon & Gluckstein were greeted. The hisses were not intended for Mr. Hey, and though it would have been no doubt wiser for opponents of the proposal to wait their opportunity, yet retailers are but human, and when we remember the terrible injuries which this unscrupulous firm have inflicted upon the trade for some years past, we cannot wonder that their names should evoke strong expressions of disapprobation. Mr. Hey, moreover, made it abundantly clear that he had a very poor opinion of London as compared with the North, and his caustic remark that he expected fair play *even in London* was an instance of this. It may be true, indeed it probably is true, that London lags behind, while Northern

commercial centres are pressing eagerly on, but it is not wise to say so—in London. Least of all, however, can we congratulate the meeting generally. Interruptions were frequent, the ruling of the chair was disregarded, and personalities were "frequent and free." To criticise Mr. Hey's proposal is one thing, but to make insulting personal attacks upon him is another. Such methods of controversy only tend to discredit those who adopt them.

We regret to be obliged to speak in such terms as to the conduct of this meeting, but we feel it an imperative duty to frankly and fearlessly criticise its proceedings at such an important crisis; there is no use in disguising the fact that London retailers are, as usual, showing themselves apathetic to a degree, and even the half century which can be got together to discuss matters of vital interest seem to altogether miss the real point at issue, and waste valuable time in personalities and wrangling. Never before have the retailers had such an opportunity of securing for themselves a chance of a decent living profit; let them take that chance and leave all controversial matters alone till they have secured their object.

The Chairman, in opening the meeting, said that many years ago powerful representations had been made to those men who had been keeping the nose of the retail tobacconist to the grindstone, but all to no purpose. Now, apparently, it was very simple, and no urging was required, since the manufacturers were coming forward voluntarily. Nevertheless the state of the trade was very bad, and the position had become simply ridiculous. They were between two stools. (Voice: "Between three stools.") They had come there to hear Mr. Hey explain the scheme which the executive of the Alliance proposed, and without further words he would call upon that gentleman to address the meeting.

Mr. Hey then proceeded to deliver a vigorous speech. He said they had reached a momentous crisis, and the entire future of the trade depended upon the judgment shown. Let them examine the three or the six stools between which they stood, and decide what was best to be done. There could be no doubt that the "combine" principles had come to stay, and the question they had to settle was how to face it. They could only face it by an alliance between the retailer and some manufacturer. What firm of manufacturers was the natural question, and his answer was—Salmon & Gluckstein. (Groans and hisses, and shouts of "Down with them.") Mr. Hey caustically observed that he thought he was addressing gentlemen. (Voice: "So you are, but don't mention names and we won't 'boo.'") Mr. Hey said he demanded fair play; his executive were quite prepared for a display of feeling, but not for "booing." It was true that the names of Salmon and Gluckstein stank in the nostrils of every retailer in the country, but poverty made us acquainted with strange bed-fellows, and it was their duty to consider every hand held out to them. Salmon & Gluckstein were now holding out to them the right hand of fellowship. (Voice: "Yes, and a dagger at the back of it.") The speaker then gave details of the scheme which are sufficiently explained in other reports, and went on to say that Salmon & Gluckstein's factory was modern, thoroughly well equipped, and capable of supplying their demands. He must say that the fancy goods department alone was an eye-opener, and he thought that the proposed alliance would benefit them if only for the advantage they would obtain from that one department alone. (Loud expressions of dissent and "Question.") Mr. Hey, angrily, "I am not categorical and I refuse to be catechised." They had two powerful combinations to consider—the English and the American. The former consisted of those very men at whose doors they had been knocking in vain till they had worn the skin off their knuckles. Up till now they had found manufacturers always too busy to attend conferences. It was curious to see how, when their interests were attacked, they were all eager to come together, though when recently pressed to confer with the Alliance only five turned up. What could they expect from such a source? Their duty

Why Smith Left Home.—To find a shop where he could buy Mahomet Cigarettes.

was to stand firm and demand proper agreements from all these parties. In business they must not consider patriotism, but how to make most money. At this stage several gentlemen angrily protested against Mr. Hey taking up so much time. Mr. Hey retorted that the meeting had been specially called to hear him, and the place for those who did not wish to do so was outside. After a further detailed explanation of the scheme the speaker concluded with an appeal to the meeting to consider the proposal dispassionately and without prejudice.

In reply to questions, Mr. Hey said Salmon & Gluckstein would agree not to open more shops in places where the scheme was taken up "with spirit."

This reply was received with derisive shouts, and Mr. Hey observed, "This is not a cockfight."

Mr. Taylor then criticised the proposal in a trenchant and powerful speech, which was much applauded. As a tobacconist, he could not see his way clear to trust Salmon & Gluckstein—(loud cheers). It must, indeed, be a momentous crisis when such a proposal was brought forward. The proposal did not deserve their sympathy; they had nothing whatever to lose by delay; the very people who had something to lose were Salmon and Gluckstein. Their shares would soon fall in value unless their new manufactories were employed, and they were not fully employed now. That firm had tried to smash the small retailer in London, and had been up to every possible trick to effect their purpose. Did the lamb go to the wolf to protect him from the lion?—(cheers). The Alliance would have to be cleverer than they were to create a demand for Salmon & Gluckstein's goods, and if they ever did create a demand they would find themselves entirely in their hands. As to the 3 per cent. profit at which it was said Salmon & Gluckstein were going to manufacture for them, all he could say was that the Company was managed by a triumvirate of very smart Jews, who never would work for 3 per cent.—(roars of applause). In conclusion, Mr. Taylor declared they could have no reliance whatever on Salmon & Gluckstein. Let them vote against the proposal and prevent such a miserable Company from succeeding; they could use the opportunity now given them to insist on better terms from the two "combines." The Alliance had entirely lost touch with London, and had shown insufficient business capacity—(cheers).

Mr. Jacobs and Mr. Lockwood having briefly spoken against the proposal, Mr. Hinton addressed the meeting. In his view the "cutters" were now going to be "cut," and no one should help them. He had had great hopes of the Alliance, who deserved great credit for their work up to the present. Now, however, they had simply committed suicide.

Mr. Ramill said that as a member of the executive committee he regretted to have to oppose their secretary, but he felt it an imperative duty to do so. The scheme had been rushed by three or four men; it was proposed on October 7th, and on October 8th the committee were asked to pass a resolution in favour of it. What was the hurry? What was the meaning of this sudden conversion of Salmon & Gluckstein? What was the necessity for this stumping about the country? They were told that one of the advantages to be gained was the privilege of buying loose tobaccos cheap. In his view they were dear at any price. Then they were to have 20 per cent. profit on Salmon & Gluckstein's proprietary articles. What advantage was that when there was no demand for them? Some called the scheme amalgamation, he called it absorption. Let them reject the proposal and not allow the Alliance to be managed by a clique—(applause).

Mr. Hey, replying, urged that there was no compulsion; no one need deal with Salmon & Gluckstein who did not wish to do so. Desperate diseases required desperate remedies, and their disease was desperate—(cheers). Mr. Hey, angrily, "I neither want applause nor contradiction; I demand a fair hearing even from a London audience."

Continuing, Mr. Hey denied there was any rushing of the proposal, and pointed out that all the criticism of his

proposal was destructive; not one speaker suggested anything in its place.

Mr. Boutall, one of the London delegates, spoke against the proposal, and declared that Northerners supported it because they had got a sop in the pan in the offer of Salmon & Gluckstein to shut up shops in the provinces. The offer did not apply to London. He urged the meeting to vote against such a mad-brained scheme.

Mr. Shaw, another member of the executive committee, also strongly denounced the scheme. He was a Jew, and certainly would not work for 3 per cent., neither did he believe that Salmon & Gluckstein would do so.

Mr. Hey's resolution was then formally put, whereupon Mr. Hinton proposed and Mr. Baker seconded an amendment instructing the executive committee not to accept the offer of Salmon & Gluckstein, but await proposals from other quarters.

The Chairman ruled that only members of the Central London Branch of the Alliance could vote, whereupon a scene of great uproar took place, and there were angry shouts of "Packed meeting." Eventually the Chairman said that he was sure no one could object to those present voting, and he would allow them to do so. In the result the amendment was carried by an overwhelming majority, only two voting against it.

The meeting concluded with a vote of thanks to the Chairman, which was carried unanimously with great enthusiasm amid the singing of "For he's a jolly good fellow."

The above reports of the more important meetings held will be sufficient to show the views of the trade, though there have been other meetings which we cannot report owing to pressure on our space. In all, 17 branches of the U.K.T.A. have voted in favour of the Salmon & Gluckstein scheme and eight against, while three have remained neutral. London is strongly against the scheme, East London and South London being in favour, North London, Tottenham, and Central London against. On the vote being first taken at the South London meeting the proposal was defeated by 13 to 12, but on a second count was carried by 17 to 15. We therefore consider this a virtual defeat. The meetings cannot be said to be at all representative of the views of London retailers, but we are, however, able to say that beyond doubt the great majority of London tobacconists are dead against any alliance or agreement with Salmon & Gluckstein. They regard the firm as their most unscrupulous and determined enemy, and will have nothing to do with them at any price. It is a most striking fact that Salmon & Gluckstein's shares rose five shillings on the announcement that they had come to terms with the Alliance, but the price slipped back when it was found that London was against the scheme. Money speaks, and the Stock Exchange operators are well aware of the significance of the opposition of the trade in the metropolis. Let our readers ponder over the fact that Salmon & Gluckstein's offer to the Alliance to open no more shops only applies to the provinces. London is excluded. Why? Because in London the "cutter" finds his greatest opportunities; in the provinces he does not do anything like so well. The real truth is that Salmon and Gluckstein find that they cannot secure sales large enough to work their splendid new factory to its utmost capacity, and are anxious to use the retailers, whose business they have been trying to wreck for years past, as agents to push their products. This, of course, they have a perfect right to do, but the retailers will be fools indeed to consent to such an arrangement. It is asserted that in the goodness of their hearts Salmon & Gluckstein offered to finance the Alliance; if this be so they must be indeed anxious to get their scheme carried. We advise our readers to have nothing to do with Salmon & Gluckstein or the Alliance until all these matters are cleared up; when this occurs we fancy the Alliance will cease to exist altogether.

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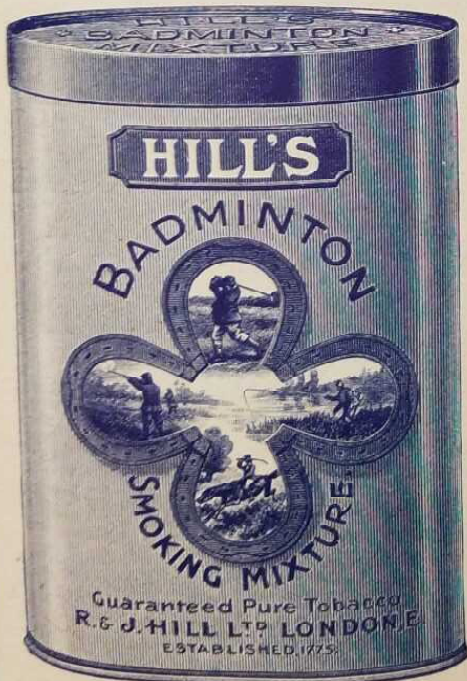
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THE SOVERANE HERBE.*

IMPORTANT NEW WORK BY Mr. W. A. PENN.



WE have received for review a copy of the above work, which has just been published by Mr. Grant Richards. The volume, which is handsomely bound, consists of 320 pages, and is the first attempt to deal at all exhaustively with the subject since "Fairholt's Tobacco" was published in 1850. It is, in short, a complete history of smoking, and is presented in a most readable and interesting shape. Every smoker should add it to his library at once, as it is really a perfect treasure-house of information and anecdotes. The lover of the weed will linger with delight over the glowing account of his favourite pleasure, while the fanatic would find much to reflect upon were he to be wise enough to read Mr. Penn's useful and entertaining book.

THE BEGINNING OF SMOKING

is treated in a thoroughly convincing way, and there can be little doubt as to the correctness of the writer's conclusions. "Nicotia had no birth, and smoking no beginning; they know not time. With the other herbs of the field tobacco rose from chaos, and smoking had its being in the earliest and deepest feelings of man's soul. The origin of the strange practice of inhaling the fumes of tobacco must not be sought among the pleasures of primitive man. It was as a religious rite that smoking originated; the burning of tobacco was an expression of man's homage to the Great Spirit. The burning of incense on shrines has had a place in the worship of all peoples from time immemorial, and as myrrh and frankincense were offered in the East, so was tobacco in the West. Among all the aboriginal people of the Americas, from Cape Horn to Hudson's Bay, tobacco was regarded as a sacred plant, as the special gift of the gods to man. It was this fact that led European writers, Spenser among them, to term tobacco on its introduction the 'holy,' the 'divine herb.' It was as incense that tobacco was first used by the American Indians, the leaf being dried, powdered, and then burnt as a sacrifice as any aromatic herb might be.

"Hariot, in the first English account of the Indian practice of smoking, writes that *uppowoc* or tobacco 'is of so precious estimation among them that they think that their gods are so marvellously delighted therewith, wherefore they make hallowed fire, and cast some of this powder therein for a sacrifice.' . . . The Iroquois and Dakota Indians still burn tobacco as incense to their gods, and Catlin, travelling among the red men 70 years ago, was told by them that they smoked to the Great Spirit through their red-stone pipes. Imperceptibly the burning of tobacco passed from a religious rite into a daily practice of pleasure. From burning tobacco as a sacrifice the medicine or mystery man evolved the inspiration of the fume. By inhaling the smoke of the holy herb he claimed to enter into communication with the Great Spirit in the stupor produced by the smoke. Awaking from the stupor he related what the gods had vouchsafed to tell him for the guidance of men. To him came the sick and injured, and for all the ills that flesh is heir to he prescribed the smoke of the holy herb. . . . The primitive manner of the inspiration of the tobacco smoke was to brood over the burning leaves as the Delphes priestess of Apollo was inspired by the fumes of smouldering herbs over which she sat.

The next and most obvious step would be the use of a hollow reed or tube which, thrust into the burning tobacco incense, enabled the prophet or patient to inhale the smoke without fumagating his eyes or head. Thus came the first pipe. The primitive form of this was the *tobago* as used in San Domingo when the Spaniards landed there. This was a hollow forked cane about a span long and as thick as the little finger, resembling a Y in shape. The two ends were placed in the nostrils, and the other end over a small pastille of the burning leaves, and the smoke thus drawn up into the nose and head. . . . Speedily following the introduction of the reed would be the making of a receptacle at one end of the reed to hold the smouldering tobacco.

First burnt as incense, tobacco gradually became the inspiration in times of health and the remedy for disease. The resource on certain occasions passed into the general habit, and gradually the smoking and inspiration of tobacco ceased to be a purely religious ceremony and became a common and a daily custom." Mr. Penn notes a fact which is of great interest as to the connection of smoking with religion. "Curiously enough, indeed, during the 17th century tobacco was used in English churches as incense. There are frequent entries in churchwardens' accounts of sums paid 'for tobacco and frankincense burnt in church.'"

The remainder of the first chapter traces the evolution of the cigar and cigarette, and we regret we cannot follow it in detail. We must, however, not omit to notice the writer's account of

THE INTRODUCTION OF TOBACCO INTO ENGLAND,

and we regret to say that he concludes that Sir Walter Raleigh did not introduce it, though he was undoubtedly the first noted smoker in England, and gave the practice a good standing in Society and at Court. According to Mr. Penn, the man who is entitled to the distinction was Ralph Lane, the Governor of Raleigh's Colony of Virginia. "Virginia, whence the tobacco was brought, was founded by Raleigh, Lane being his lieutenant or deputy," hence the popular idea that Raleigh introduced tobacco is easily explained.

On the whole, however, though much evidence is given in favour of this contention, for once the popular belief is not far from the truth, and there can be no doubt that the good Sir Walter deserves every credit for having popularised smoking. It is on record that before his execution Sir Walter Raleigh smoked a pipe of tobacco, so that to the last he found comfort in the "divine herb." Irish readers will be pleased to be reminded that when Governor of Kilcolman in 1586-7 Raleigh cultivated tobacco at Cork and Youghal, and in the garden of Youghal Manor House there still stand four yew trees, forming an arbour where he is said to have smoked his first and many subsequent pipes. Mr. Penn gives an interesting account of

TOBACCO LEGISLATION IN ENGLAND.

Under the good Queen Bess there was an import duty of only 2d. a pound, but in 1604, the very year after his succession to the throne, James began to try to stamp out smoking altogether. He raised the duty to 6s. 10d., a sum equal to about 25s. of our money, but this increase only applied to Virginian tobacco, for there were diplomatic reasons against making it to apply to Spanish tobacco. As a result, in 1611 only 142,085 lbs. of tobacco were imported from Virginia, or about a sixth of the amount previously exported. The smoker was accordingly reduced

* "The Sovereane Herbe," by W. A. Penn. London: Grant Richards. Price 6s.

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to the Spanish article. In 1624, however, the Virginians had their revenge, for the importation of all tobacco from Spain and Portugal was prohibited, only Virginian tobacco being allowed. The duty was, however, maintained at the same high figure, and there were also introduced a number of vexatious restrictions designed to crush smoking. Persecution, however, only served to make the smoker love "the sovereign herbe" with a more ardent devotion.

Mr. Penn follows the history of the trials of tobacco and its final world-wide triumph in great detail. We cannot follow him here, but we cannot refrain from quoting the fine panegyric of the herb with which he fitly concludes his chapter on "Tobacco's World Triumph."

"Than tobacco there is nothing more universal. The taste for it is world-wide. Salt, a necessity of life, can alone compare with tobacco, really and theoretically a luxury, though Lock classes it with bread in its universality. There is, indeed, a great likeness between salt and tobacco. The King and the humblest beggar, the sage and the fool, must take salt to live; in each it preserves the spark of life. So it is with tobacco; it soothes and helps the life of the navy and the aristocrat, of the savage African and the cultured philosopher—whether it be in the coarse shag or half-guinea Havana the effect is the same; the miner sucking thick twist out of a short black pipe does not enjoy it less than his noble employer proudly puffing a costly cigar in a gold-mounted holder—whether in roughest cut-cake or finest shiraz, in smutty clay, rich meerschaum, or the bejewelled hookah of some wealthy magnate or Eastern Sultan, tobacco appeals in its most divine form. There is no diminutive of tobacco; it is wholly superlative; there are no degrees of comparison in its use. . . . It matters not whether they live in the farthest north with sunless days and perpetual frost, in the fair fields of favoured lands, or in the sweltering heat and rich luxuriance of the tropics, tobacco is ever the same to its devotees, be they black or white, red or yellow, man or woman. Tobacco knows not colour, sex, nor creed, country, age, nor race. On the world-wide empire of tobacco the sun never sets. In all the intermediate states of light and darkness there rises the incense of tobacco and the red glow of countless pipes: The occident world smokes, and when it slumbers the orient takes up the pleasant task, pouring forth incense in praise of tobacco's joys and inspirations. If ever the Utopian dream of the brotherhood of man be realised, tobacco will have had no small share in its realisation. Tobacco draws men together and binds them in the common bond of sympathy as smokers. It is the true democrat, the only Volapuk, the veritable cosmopolite. Bring together a Hindu and an Englishman, they know not a word of each other's language, but tobacco binds them together, and they sit in such silent converse as smoke alone can afford. Tobacco has played a greater part in the cultivation of man and the progress of civilisation than has ever been credited to the divine herb."

To us who are privileged to smoke the finest tobacco at very trifling cost it is interesting to read the account given by Mr. Penn of

THE COST OF THE WEED IN EARLY DAYS.

When first introduced it cost 3s. per ounce, a sum equal to nearly 18s. of our money. In the reign of James I. the best tobacco cost 18s. per lb., or £3 12s. of our money. This costliness naturally led to adulteration, and the poorer smokers were forced to mix coltsfoot with the "divine herb," while "rare old Ben Jonson" writes of the apothecary "sophisticating" tobacco with sack, lees, oil, muscatel, and grain.

Our author has much that is interesting to say of the social progress of tobacco despite many ill-advised efforts to interfere with the trade, and it is of special importance to note that the great plague of 1665 did much to increase the popularity of smoking. It is recorded that no tobacconist's household was invaded by the plague. Doctors, nurses of the plague-stricken, and the collectors

and buriers of the dead smoked freely to prevent infection. Samuel Pepys records that on June 7th, 1665, he was going down Drury Lane and saw some houses marked with the red cross and "Lord have mercy upon us." "It put me in an ill-conception of myself and my smell, so that I was forced to buy some roll tobacco to smoke and chew, which took away my apprehension."

It is a remarkable fact that smoking was at one time constantly indulged in in churches, and even the Puritans listened to the three-hour sermons of those days to the soothing accompaniment of a pipe. Eventually the practice became condemned as unseemly, and we find that in 1615 the Vice-Chancellor of Cambridge forbid smoking in the University church under pain of expulsion.

Like a great many other things, tobacco reached the zenith of its popularity in the reign of good Queen Anne, and between 1702 and 1709 the aggregate consumption in England and Wales was 11,260,659 lbs. a year, or an average of over 2 lbs. per head of the population, figures only again reached in the last few years. The "weed," however, soon afterwards began to decline in popularity slowly but surely, and in 1773 Dr. Johnson, himself an ardent smoker, declared that smoking had gone out. Coming to more recent times, when Queen Victoria ascended the throne in 1837, though smoking was on the increase, it was considered very "fast" to smoke in the streets, and to this day it is an offence against University discipline for an undergraduate to smoke in the streets of Oxford or Cambridge.

It is noteworthy that it was when the introduction in 1868 of a Board of Trade Bill to regulate the railway system of the country that Mr. H. B. Sheridan, M.P. for Dudley, moved the following new clause:—"All railway companies shall, from and after this Act, in every passenger train where there are more carriages than one of each class, provide smoking compartments for each class of passengers." In the last speech which he made in the House of Commons John Stuart Mill strongly supported this proposal, which was incorporated in the Act by 38 to 16. Smokers who find tobacco such a delightful relief to the weariness of long railway journeys should remember the name of Sheridan with gratitude.

Dealing with the rapid advance of the weed in popular favour during the last half century, Mr. Penn attributes the fact mainly to the better equipment offered to the smoker and to the greater variety of tobacco from which to make a selection. Moreover, the use of cigars and cigarettes gave an immense stimulus to the consumption of tobacco, and the invention of lucifer matches also helped towards this end on account of the facilities which smokers now had for "lighting up" in the open air. Mr. Penn, who is nothing if not an enthusiast, proceeds to discuss whether smoking led to less drinking or the diminution of drinking led to smoking, and comes to the conclusion that the former is the correct view. We give his reason in his own words, though we fear it is not altogether convincing:—"After dinner a smoker drinks less between the whiffs of his cigar than does a non-smoker, whose whole time is free for the bottle."

Mr. Penn has two chapters which appeal specially to the literary smoker—"Tobacco and Genius" and "The Literature of Tobacco"—but there are very few new anecdotes, and, indeed, there might easily have been a better and larger collection of the old. The following about Mazzini, the great Italian patriot, shows the coolness and courage of that noble-hearted man. He had been warned that his assassination had been planned, but scorned to take any steps to defend himself. One day the conspirators entered his room and found him smoking. "Take cigars, gentlemen," he said, and began to chat genially. "You do not proceed to business," he then observed, noticing their discomfiture at this reception. "I believe your intention is to kill me." The would-be assassins, overcome with this calmness and geniality—and the cigars—sought his forgiveness and retreated. Oliver Wendell Holmes, the genial autocrat, we are told, called

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himself a "tobacconian." "Really," he said once, "I must not smoke so persistently; I must turn over a new leaf—a tobacco leaf—and have a cigar only after each"—he paused as if to say "meal"—but continued, "after each cigar."

One of the best-written chapters in the book is the last but one, on

THE HYGIENE OF TOBACCO.

As we have seen, tobacco was originally hailed as a panacea for all ills. To-day there is only one preparation of it in the British Pharmacopœia, and we have constantly to combat the assertions of those who declare it to be injurious even when used moderately. It is unnecessary for us to follow the author's arguments upon this question as we have so frequently dealt with the subject, but we may give an analysis which is quoted as being made by an authority on the subject:—

Nicotine	...	...	1 to 9 per cent.
Malic and Citric Acids	...	...	10 to 14 "
Oxalic Acid	...	...	1 to 2 "
Resinous Fats	...	...	4 to 6 "
Pectic Acid	...	...	5 "
Cellulose	...	...	7 to 8 "
Albuminoids	...	...	25 "
Ash	...	...	12 to 20 "

The essential flavouring oil, acetic acid, and sugar also contribute small percentages. Mr. Penn exultantly calls attention to the fact that there is one advantage in the use of the weed which not even its bitterest enemies can dispute. "As a prophylactic tobacco is unequalled. It is deadly in action on nearly all germs and bacteria. In bacteriological laboratories smoking is forbidden as destructive to the cultivation of bacilli. Smoke retards the growth of many kinds of microbes, and absolutely destroys many others, especially that of Asiatic cholera. Only one smoker is attacked by diphtheria to 28 non-smoking victims. When cholera was raging in Southern Europe in 1885, and people were dying by thousands, not one of the 4,000 women engaged in the National Tobacco Factory at Valencia was attacked." We have found it a labour of love to deal with the work before us; it is not too much to say that the author deserves the gratitude of the noble army of smokers throughout the world. We would strongly urge all who love tobacco in its many seductive forms to get a copy of "The Sovereign Herbe." It is as entertaining as it is instructive, and it provides a regular battery of arguments for the utter routing of that diminishing class—the non-smokers. We must not omit to add that there are some excellent illustrations by Mr. W. Haisley.

It is well known that pipes are rarely smoked in the French metropolis in public. A singular tradition pronounces this mode of consuming tobacco to be vulgar and quite unbecoming on the part of well-educated citizens of the Republic. Nevertheless, it is amusing to read of the "unprecedented occurrence"—the smoking of a pipe—which, according to the *Temps*, created a sensation, and scandalised everybody the other day at the Palais de Justice. True, the delinquent was a barrister, which perhaps aggravated the offence against good breeding. He was noticed perambulating the lobby with a pipe in his mouth, and forthwith, it seems, his indignant colleagues proceeded to inform the *bâtonnier* of the incident. The smoker was requested to cease the perpetration of such a breach of the conventionalities. He resolutely declined to put out his pipe, alleging that no law existed forbidding the use thereof. In presence of this flat refusal, the barrister was, it is stated, summoned to appear before the *bâtonnier*, who severely lectured him on the impropriety of his conduct. The offender still clung tenaciously to his briar, expressing his intention of smoking it, when and where he pleased. The incident, it appears, is to be brought under the notice of the Tribunals.

NEW BRANDS

The following appeared in the *Trade Marks Journal* for October 16th, 1901:—

Bunny.—240,416. A manufactured tobacco. Ogden's, Ltd., 33, Wapping, Liverpool; tobacco and snuff manufacturers. September 2nd, 1901.

La Loqueza.—240,648. Cigars, cigarettes, and tobacco. Partridge & Sons, Mansfield Street, Leicester; cigar manufacturers. September 13th, 1901.

Chittabob.—240,694. Manufactured tobacco. Franklyn, Davey & Co., 12, Welsh Back, Bristol; tobacco and snuff manufacturers. September 17th, 1901.

Kulal.—240,746. Tobacco, whether manufactured or unmanufactured. Ogden's, Ltd., Boundary Lane, Liverpool; tobacco and snuff manufacturers. September 18th, 1901.

The following appeared in the *Trade Marks Journal* for October 23rd, 1901:—

Longpull.—238,501. Manufactured and unmanufactured tobacco. Tyler & Co., 8, Castle Gate, Nottingham, and 2, Bank Street, Sheffield; manufacturers. May 29th, 1901. *By consent.*

Good Joke.—240,057. Tobacco, whether manufactured or unmanufactured. F. & J. Smith, 151-163, George Street, and 29-33, North Albion Street, Glasgow; tobacco, snuff, and cigarette manufacturers. August 14th, 1901.

El Verbeto.—240,096. Cigars, cigarettes, and tobacco. Aviss Bros., Ltd., 90, Gosford Street, Coventry; cigar manufacturers. August 16th, 1901.

Town Crier.—240,454. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. September 4th, 1901.

Flor de Capados.—240,647. Cigars, tobacco, and cigarettes. Partridge & Sons, Mansfield Street, Leicester. September 13th, 1901.

The following appeared in the *Trade Marks Journal* for October 30th, 1901:—

Rudocan.—240,942. Tobacco, whether manufactured or unmanufactured. John Sinclair and Robert Sinclair, trading as John Sinclair, 61, Bath Lane, Newcastle-on-Tyne; tobacco manufacturers. September 28th, 1901.

The following appeared in the *Trade Marks Journal* of November 6th, 1901:—

Dulcinea.—239,676. Cigars and cigarettes. Philip Alexander Dewar Head, 159, Victoria Street, Westminster, London; Director of Joint Stock Company. July 22nd, 1901. *By consent.*

240,536. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., Clarence Works, York Road, City Road, London, E.C.; tobacco manufacturers. September 9th, 1901.

Armodios.—239,162. All goods included in Class 45. Joseph Wainwright Wilson, 31, Barbican, London, E.C.; tobacco merchant. June 27th, 1901. *By consent.*

Commissionaire.—241,096. Tobacco, whether manufactured or unmanufactured. Henry Walmsley, 9, Oxford Street, St. Peter's, Manchester; cigar and tobacco merchant. October 5th, 1901.

PICK-ME-UP Cigarettes. The most profitable and quick-selling line for your shop.

THREE NUNS Tobacco.

J. & F. BELL, Ltd.,
GLASGOW.

1 oz., 2 oz., 4 oz.

Write for Copy of NEW ILLUSTRATED PRICE LIST with fixed Minimum Retail Prices.

RESULT OF OCTOBER COMPETITION.

The Winner of last month's competition, in which the word "Sole" was mis-spelt on page 368, was—

Mr. A. HESTEY, 321, Lilley Road, Fulham, S.W.,

to whom a parcel of A. M. Hooper & Co.'s "Specialities" to the value of 20/- has been forwarded.

Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY DECEMBER 6th, 1901.

In one of the *Advertisements* in this issue can be found a word, not a proper name, 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 December, 1901.

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

The Editor's decision is final.

CUT OUT AND FORWARD THIS COUPON

SPELLING BEE:

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

Addressed as follows: {

Word Mis-spelt _____

In Advert. of Messrs. _____

Signature of Competitor _____

If a Retailer, state so _____

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

Postal Address _____

STANDARD LINES.

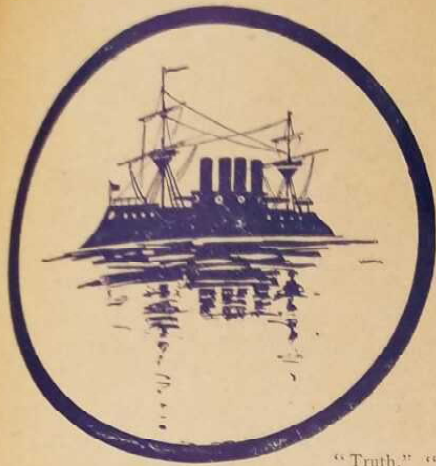
... FREE TO ADVERTISERS.

ANASTASSIADES <i>Highest Class Turkish Cigarettes.</i> The Tobacconists' Supply Syndicate.	CIGARETTE PAPERS A. Maffniades & Co. Ltd., 39, Duke St., St. Mary Axe, London, E.C.	GAINSBOROUGH <i>Cigarettes.</i> Cohen, Weenen & Co., 52, Commercial Rd., London, E.	SHIP'S TOBACCO <i>Cigarettes.</i> Robinson & Barnsdale, Ltd., Nottingham.
ARISTON <i>Turkish Cigarettes, &c.</i> B. Muratti, Sons & Co. Ltd., Whitworth St., Manchester.	CIGARS James Steel & Co., 78, Duke St., Liverpool.	GENERAL SUPPLIES Singleton & Cole, Ltd., Birmingham.	THREE NUNS <i>Tobacco.</i> J. & F. Bell, Ltd., Glasgow.
ASTHORE <i>Cigarettes and Cigars.</i> J. H. Custance, Putney, S.W.	COLONIAL EMPIRE <i>Cigars.</i> Sidney Pullinger, Ltd., Birmingham.	GOLD FLAKE <i>Cigarettes and Tobacco.</i> W. D. & H. O. Wills, Ltd., London and Bristol.	TOBACCONISTS' SUNDRIES Adolph Elkin & Co., London.
BADMINTON <i>High-Class Smoking Mixture and Cigarettes.</i> R. J. Hill & Co., Shoreditch, London, E.	COMMODORE <i>Cigarettes.</i> Adkin & Sons, London.	GUINEA GOLD <i>Cigarettes.</i> Ogdens Ltd., Liverpool.	TURKISH CIGARETTES Teofani & Co., London. <i>Highest Award at Paris Exhibition, 1900.</i>
BAHADURS <i>Indian Cigars.</i> A. M. Hooper & Co., 1, Gresham Buildings, London, E.C.	DARVEL BAY <i>Cigars.</i> John Caridi & Co., 5 & 6, Bury Court, St. Mary Axe, London, E.C.	LA SAGERA <i>Cigars.</i> Goodman & Harris, Leicester.	TURKISH TOBACCOS <i>and Cigarettes.</i> J. D. Pappaelia, 39, Duke St., St. Mary Axe, London, E.C.
BANDMASTER <i>Special 1d. Packet Line.</i> Cohen, Weenen & Co., 52, Commercial Rd., London, E.	FLOR DE MUNSHEE <i>Indian Cigars.</i> John Caridi & Co., 5 & 6, Bury Court, St. Mary Axe, London, E.C.	LLOYD'S TOBACCOS <i>and Cigarettes.</i> R. Lloyd & Sons, London.	TWO ROSES <i>Cigarettes.</i> J. Biggs & Son, Commercial St., London.
CHALLENGE FLATS <i>The Original.</i> All Wholesale Houses.	FLOR DE SUMATRA <i>Indian Cigars.</i> Jarrett Bros., 70 & 71, Bishopsgate St., London, E.C.	MIXED PARCELS Tobacconists' Supply Syndicate, London. <i>See special advt.</i>	VAFIADIS <i>Cigarettes.</i> Melbourne, Hart & Co., 19, Basinghall St., London, E.C.
CHERRY-TIPPED <i>Cigarettes.</i> Jacobi Bros. Ltd., 9 to 11, Wilson St., London.	FLOR DE VARZES <i>Cigars.</i> R. I. Dexter, Nottingham.	NAVY CUT <i>Tobacco and Cigarettes.</i> John Player & Sons, Ltd., Nottingham.	VIKING <i>Tobacco and Cigarettes.</i> Lambert & Butler, Ltd., Drury Lane, London, E.C.

OF WHOM AND WHAT TO ORDER.

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**SHIP
BRAND**

(BY WEIGHT)

**TWO
GOOD
THINGS**

Retailers who have a demand for a High-grade Virginia Cigarette should immediately stock our celebrated "**Palm Brand**" Special Straight Cut, now being extensively advertised in the best London papers, including "Punch," "Graphic," "Daily Graphic," "Illustrated London News,"

"Truth," "Navy and Army," "Country Life," "Statist," "Westminster," "Sphere," "Sporting and Dramatic," &c., &c. They are manufactured **by hand**, from **picked** leaf of the very finest quality, and are absolutely pure. Pronounced by connoisseurs to be "an ideal Cigarette." Very popular and successful lines are our "**Ship Brand**" Cigarettes (by weight), also largely advertised by Poster. They include six sizes, qualities, and prices, show a good profit, and like the "Palm" Cigarettes are best **hand work** only. Write to-day for List to the



**PALM
BRAND**

(BOXED)

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R. Lockyer & Co.

13, BUNHILL ROW, LONDON. E.C.

THE

FLOR DE MUNSHEE

(CIGARS and WHIFFS),

The Perfection of Mild Indian Cigars.

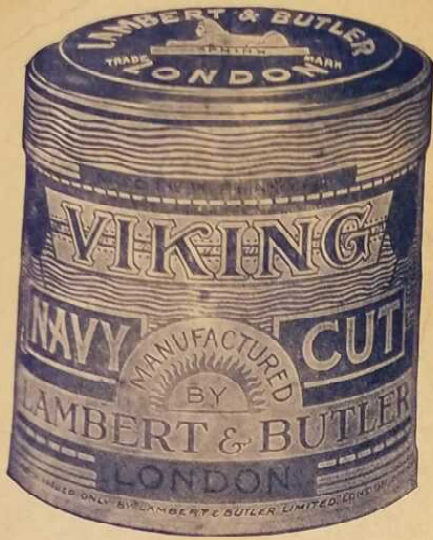
SOLE AGENTS—

JOHN CARIDI & CO.,

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

Telegraphic Address: "DRASTIC," LONDON.

Telephone: 477 Avenue.



'VIKING' NAVY CUT TOBACCO.

In three strengths—Mild, Medium, Full.

In 1-oz. decorated Tins and
2-oz. and 4-oz. air-tight
Tins.

'VIKING' NAVY CUT CIGARETTES.

Medium Strength.

In Packets of 10, air-tight
Tins of 50, and decorated
Tins of 100.



PRICES AND SHOW CARDS ON APPLICATION TO

LAMBERT & BUTLER, Ltd.

DRURY LANE, LONDON, W.C.

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