

# 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.,

**B**EG to inform the Trade that the giving away of Boxes of Matches or anything else with their Proprietary Brands, sold at "Minimum Schedule Prices," will be interpreted by them as an evasion of their "Minimum Schedule" and "Conditions of Supply."

## Cohen, Weenen & Co.'s



New Premises.

52, Commercial Road, E.

COMMERCIAL "RICHMOND BOUQUET," 12 CIGARETTES 3d. Prices on application. 56

BIGGS'S



**3d.**  
PACKETS OF  
**10**

**6d.**  
TINS OF  
**20**

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

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.

CIC  
Garc  
La  
Uwe  
Hon  
ca  
The  
Tob  
Sup  
Syn  
Ware  
1, 2  
Facto  
21,  
Telep  
Teleg  
S  
W  
G  
E  
O  
H  
E  
A  
S



## CIGARS in 25's for XMAS Trade.

Garoko Bouquets	... 9/-	per 100.
" Elegantes	... 10/-	"
" Bouq. Sublimes	12 9	"
La Sava Perfectos	... 10/-	"
" Especiales	... 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.

# T S S

## A few Special Lines in CIGARETTES.

FANCY BOXES. PADDED LIDS.		Per 100
Lady Bettys (zact. 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 splendid high-class Cigarette, selling well.

No.	100	50	25
No. 1	50/-	52/6	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	... ..	} 4/4 per lb., in 1 oz. Packets.
" Mixture	... ..	
" Dark Flake	... ..	
" Cigarette Tobacco	... ..	
" 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 S S

## Weight CIGARETTES

That are worth your Attention.

T. S. S. Straight Out	... ..	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 Out Cigarettes,  
4/1 per lb.





**GAINSBOROUGH**  
**CIGARETTES.**

---

---

**Cohen, Weenen & Co.,**

**LONDON.**





To Retail at **4<sup>D.</sup>** 26/-  
Per 1,000.



To Retail at **3<sup>D.</sup>** 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.

OCTOBER 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.



HERE has been a deal of ink slinging anent the recent purchase of Ogden's by the American Tobacco Company, and every effort has been made to work up a sensation.

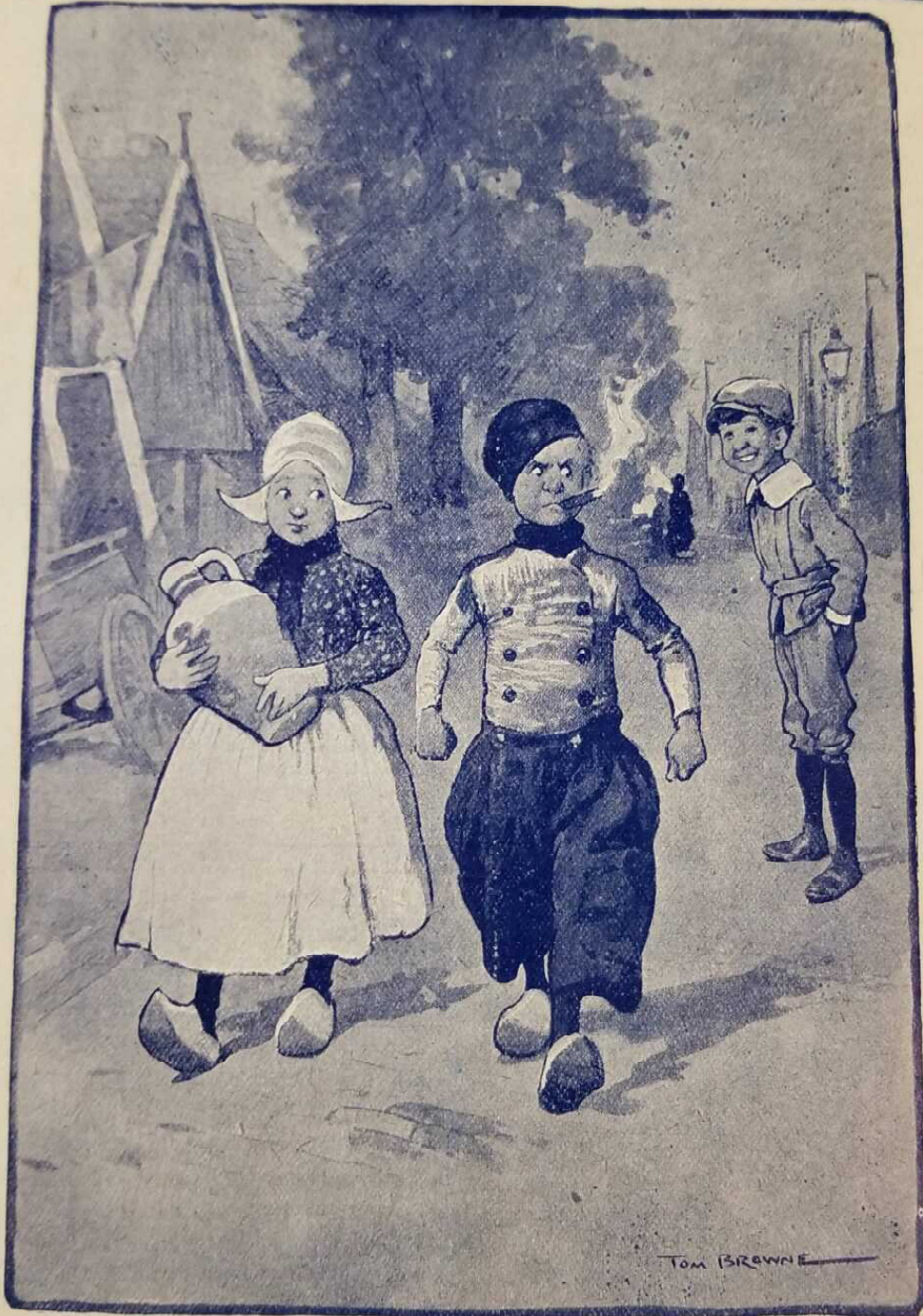
One would think, to read the mawkish stuff which has been put before the public, that poor old England must retire discomfited from the race for business because a company managed by some of the shrewdest men in the States has seen fit to buy at a good price a progressive and up-to-date business. Terrible prophecies as to the effect on the consumer are indulged in, and the trade is solemnly warned to rouse itself to avert ruin. One concern goes into American hands, and we are almost asked to believe that the workhouse stares other English manufacturers in the face. Everyone in the trade who knows anything about the matter, and very many who neither know nor care, have been pursued by eager interviewers, and have expressed various opinions, some sensible, most otherwise. The following is an instance of the latter:—In a recent interview Mr. M. St. John,

For Price Lists of THEODORO VAFIADIS & CO.'S Imported EGYPTIAN Cigarettes Apply MELBOURNE, HART & CO.,  
19, Basinghall St., E.C.



# COLONIAL EMPIRE

A  
G  
R  
A  
N  
D  
C  
I  
G  
A  
R



F  
O  
R  
A  
L  
L  
T  
I  
M  
E  
S

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

# SIDNEY PULLINGER, L<sup>TD.</sup>

BIRMINGHAM AND NOTTINGHAM.

chairman  
Association  
slides with  
though pr  
the packe  
to the ol  
more prof  
We think  
taken; it  
thousands  
their busi  
suggested  
keener a  
advertisin  
the wish  
get his s  
see the  
reminds  
Alliance  
forcing t  
be true,  
would a  
large su  
This wo  
Alliance  
damaged

If yo  
motto, b  
the man  
Birming  
and oth  
though  
assured  
and ene  
likely t  
country  
and if  
control  
will fin  
do ever  
trade v  
decline  
so long  
offered  
able to

We  
from a  
our vie  
among  
Wills,  
Tobac  
Nottin  
Davey  
Higne  
Comp



chairman of the United Kingdom Tobacco Dealers' Association, stated that his members will not take sides with either American or English manufacturers, though pressed to do so. They expect a collapse in the packet trade through this new rivalry and a return to the old system of selling loose tobacco, which is more profitable to the consumer as well as the retailer. We think Mr. St. John will find himself vastly mistaken; it is hardly likely that big firms who have spent thousands to make their specialities known will allow their business to suffer in any such way. If, as has been suggested in other quarters, competition becomes much keener and more advertising is required, then more advertising will be done. The fact is that with Mr. St. John the wish is father to the thought. He has been unable to get his scheme accepted, and is not unnaturally hoping to see the packet trade go and the cutters with it. This reminds us that it has been recently stated that the new Alliance contemplate manufacturing themselves by way of forcing the hands of the manufacturers. If this statement be true, we think the policy extremely foolish, and we would ask where is the money to come from, for a very large sum would be required to carry out the scheme? This would simply be a declaration of war, and we fear the Alliance would come out of the struggle very considerably damaged.

If you wish for peace be prepared for war is a good motto, however, and though they have no fear of the result the manufacturers are certainly ready for the fray. From Birmingham, Glasgow, Bristol, Dublin, Liverpool, Belfast, and other trade centres we hear of private conferences, and though no details are allowed to leak out we may rest assured that the vast interests built up by English pluck and energy, and backed up by English capital, are not likely to be injured through lack of energy. In this country we have the strongest dislike of the trust system, and if it is supposed that our tobacco trade is to be controlled by any American Company, those who think so will find themselves very much mistaken. Money cannot do everything, and there are men among the leaders of the trade who are patriotic enough and independent enough to decline to sell the concerns with which they have been so long associated, no matter what tempting prices may be offered. We need not mention names—our readers will be able to fill them in for themselves.

We had written thus far when we received information from an authoritative source which most amply confirmed our views. A combination has been entered into including, among others, the following:—Messrs. W. D. & H. O. Wills, Lambert & Butler, Adkin & Sons, and Hignett's Tobacco Company, of London; John Player & Sons, of Nottingham; Edwards, Ringer & Bigg, and Franklin, Davey & Company, of Bristol; and William Clarke & Son, Hignett Bros. & Company, and the Richmond Cavendish Company, of Liverpool. It is also understood that other

manufacturers representing England, Scotland, and Ireland are in communication with the committee of organisation. The title of the combination will be the Imperial Tobacco Manufacturers' Company of Great Britain and Ireland, and the capital will be from £12,000,000 to £15,000,000. It will thus be seen that the American Tobacco Company are by no means likely to have things all their own way, and that whatever move they make will be watched carefully, and if necessary prompt measures taken to counteract it. It should be noted that the firms mentioned intend carrying on their businesses exactly as hitherto, but profits will be "pooled" and divided. The primary object of the Alliance, however, is for mutual protection against unfair competition.

THAT this protection is absolutely essential appears necessary from the first steps taken by the American Tobacco Company. In the first place, lavish sums are being spent to obtain further support from the retail trade; in one instance a customer in Liverpool ordered 20,000 Ogden's Guinea Gold Cigarettes and received a bonus, besides all the usual discounts, of 5,000 cigarettes, or practically a gift of £5. As a next move the following circulars have been issued broadcast:—

Boundary Lane,  
Liverpool, *September 25th, 1901.*

DEAR SIR,—We beg to announce that on and after this date, and until further notice, we will allow, in addition to existing discount, a rebate of 3d. per lb. on "Coolie Cut Plug" ordered from us, provided that with every 5 lb. of "Coolie Cut Plug" you order at the same time 2 lb. of "St. Julien" in packets. This allowance of 3d. per lb. will be deducted from your invoice on "Coolie Cut Plug" ordered in combination with "St. Julien" as above.

Yours faithfully,  
OGDEN'S LIMITED.

Example of Ordering—  
5 lb. "Coolie,"            2 lb. "St. Julien."  
Or 10 lb. "Coolie,"       4 lb. "St. Julien."  
Or 20 lb. "Coolie,"       8 lb. "St. Julien," and so on.

Boundary Lane,  
Liverpool, *September 26th, 1901.*

Ogden's Limited.

DEAR SIR,—From this date, and until further notice, we will give 200 "Tab" cigarettes, free of charge, with each 1,000 "Guinea Gold" cigarettes bought from us, and will give, free of charge, 200 "Tab" cigarettes with each 1,000 "Tab" cigarettes bought from us; but this offer is contingent upon the "Guinea Gold" cigarettes being sold retail at not less than 2½d. per packet of ten cigarettes, or 5d. per packet of twenty cigarettes, and the "Tab" cigarettes at 1d. per packet of five cigarettes.

Yours faithfully,  
OGDEN'S LIMITED.

P.S.—With regard to the agreements which our wholesale friends have signed respecting the minimum price at which the above cigarettes are to be sold wholesale, they can be modified so as to bring into operation the above offer by giving to each purchaser the proportion of cigarettes they will be entitled to according to their purchases.

WITH regard to the first circular, it must be observed that this is by no means a fair system; it means paying a man to push goods he does not require by giving him an

"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 5102.  
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.**



extra discount on goods he does require, and it also means penalising a man who has a large trade in "Coolie Plug," but practically no trade in "St. Julien," to the extent of 3d. per lb. Inasmuch as there is already a very small profit on the former owing to the impossibility of getting the extra duty out of the customer, this is naturally greatly resented. As to the second circular, it is clear that Guinea Golds should continue to be retailed at 3d. per packet, and that 2½d. per packet does not show a fair profit; the retailer must, however, sell at the latter figure if he is to compete with his rivals, and he is to make his profit by disposing of the "Tabs." The value in cash of 200 of the latter is, taking the wholesale price, less discount, about 2s. 4d., and they retail at 3s. 4d.; if we add 3s. 4d. to £1 os. 10d., the retail price of 1,000 Guinea Golds sold at 2½d. per packet, we get £1 4s. 2d. as the total amount received, whereas were the cigarettes sold at 3d. per packet the amount received would be £1 5s. It is thus apparent that the unlucky shopkeeper not only gets 10d. per thousand less profit, but in order to get even that he has the extra trouble of selling 40 penny packets of "Tabs." Moreover, he will naturally be tempted to push the penny packets, since unless he can sell them he will make practically nothing out of the Guinea Golds. This in itself is most undesirable from every point of view; there can be no doubt that incalculable harm to the trade has already been done by the sale of these cheap cigarettes, and, indeed, they are responsible for most of the juvenile smoking which has sprung up of recent years. In short, the tobacconist should, despite the popular proverb, look the gift-horse in the mouth, and he cannot fail to see that it has no real value whatever. But this is not the worst; the future must be considered, and it needs no gift of prophecy to predict that, should the present circular attain the desired objects, other articles will be pushed in the same way, and very possibly when a demand has been thus artificially created the price will be raised to the vendor but not to the public, and the former given as a *solatium* a certain quantity of some other brand, which, as before, he will have to push in order to get a living profit. In the end we should find the retail trade occupied in trying to create a demand for the various specialities of the American Tobacco Company, for which they have no sale at present, in order that they might get an ordinary trade profit out of those articles for which they have a ready sale. This would naturally prevent them from giving the same attention which they now bestow upon the sale of the goods of other manufacturers, and the result would be simply disastrous.

It will be noticed that at the end of the second circular reference is made to the wholesale trade, and it is stated that purchasers from them are to be entitled to their proportion of the bonus cigarettes. Now, as "Tabs" are sold in boxes of 250, the distributors will have continually to break the bulk in order to give their smaller customers what is their due. This will entail a great deal of extra work and more worry, and the distributors not unnaturally ask why they should be put to all this trouble

when they do not get any benefit at all; not only, in fact, do they get no benefit, but they will have increased bills for carriage of parcels to pay, since they will be sending to country customers quantities of cigarettes in addition to those for which they have paid. This in a large business is a very serious item, and it is not reasonable to expect that the burden should fall upon wholesale houses. We think we have said enough to awaken all branches of the trade to the necessity of extreme care in their dealings with the big American "combine."

THE present certainly seems to give the Alliance a good opportunity, but, as we have pointed out above, Mr. St. John does not seem to grasp the situation, and, moreover, it unfortunately happens that the new body is not sufficiently strong to be able to effectually deal with the question. If the question of circumventing the "cutter" by the scheme which has up to now failed were left alone, and a big effort made to support the British manufacturers who have recently joined forces to face a common enemy, we believe it could do vast good and lead to a better understanding, and would later bring many round to Mr. St. John's original proposals. This is, we think, the proper line on which to work, and we commend it to Mr. Hey, who has now a chance of doing the trade an inestimable service.

IN these days it is truly refreshing to have to record instances of genuine benevolence, and to find in the most unexpected quarters real love for the human race. It is one of the most agreeable duties of the journalist to give due publicity to these efforts to benefit mankind, albeit modesty so often prevents these generous benefactors from claiming the credit of their self-sacrificing labours. We therefore hasten to record that a high-souled firm in Paternoster Row are offering to perfect strangers a chance of acquiring wealth beyond the dreams of avarice. They are willing to sell ordinary shares in A. Baker & Co. at the paltry price of 19s. for each fully-paid £1 share. It is true that the Stock Exchange quotation is 17s., but even this fact cannot prevent our appreciation of the unselfish conduct of men who will sell shares in a property which they regard so highly. Sad to say, there are unkind people who think even 17s. far too much, but then gratitude must not be expected in this vale of tears. Our advice to any who receive the circular referred to is to be self-sacrificing too, and not to seek to take advantage of such confiding good nature.

Messrs. R. & J. Hill, in order to still further popularise their Fine Art Cigarettes, are issuing a coupon with each packet. In return for 100 of these coupons the purchaser is entitled to a high-class phototype reproduction of the famous statue "The Three Graces," executed on art paper and framed complete, size 11½ by 9¾ ins. This should bring a lot more orders, though the excellence of the cigarettes themselves is their best advertisement.



# Indian Cigars.



WRITE  
FOR  
PRICE LIST.



Sole Agent—

**A. M. HOOPER,** 1, Gresham 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.**

MATCH-  
present a  
Match C  
able imp  
matches  
on subm  
Security  
with the  
that the  
the Fed  
our 18  
The pr  
works  
manufa  
in phos  
materi  
are uti  
called  
the wo  
and its  
45 to  
rough  
peeled  
then  
and t  
desig  
mach  
super  
little  
stroke  
allow  
nearl  
dried  
place  
silver  
the  
straig  
they  
rows  
wool  
draw  
for t  
"ho  
15 i  
larg  
mat  
wax  
deli  
taki  
out  
Gen  
eng  
whi  
Pen  
tray  
a s  
felt  
"b  
Aft  
in  
we  
one  
pre  
the  
we  
T  
of



# Our Smoking Mixture.

**MATCH-MAKING EXTRAORDINARY.**—In view of the recent absorption of Bryant & May by the Diamond Match Co., the following particulars as to recent remarkable improvements in machinery for the manufacture of matches will prove of interest. We extract them from an admirably-written and well-illustrated article in the *Scientific American*:—The rapidity of match manufacture with the latest machinery may be judged from the fact that the machine which is in operation in the factory of the Federal Match Company, Paterson, N.J., is turning out 18,000,000 matches per day of 20 working hours. The process of match-making, as carried out at the works of this company, may be broadly divided into the manufacture of the splints and the dipping of the splints in phosphorus to produce the finished matches. The raw material for the manufacture of "splints," as the diminutive sticks of wood which carry the igniting material are called, usually consists of a special grade of sawn lumber, the wood being chosen for the straightness of its grain and its freedom from notches. This lumber costs from £5 to as high as £10 per 1,000, board measure. The rough lumber, as soon as it is delivered at the works, is peeled, split, and stacked to dry. The split wood is then sawn crosswise of the grain into 2 inch lengths, and the splints are cut from these blocks in a specially-designed planing machine. The planing tool of this machine consists of a double row of circular knives superimposed above one another, there being 32 of these little knives in each row. As the knife makes 250 strokes per minute, the capacity of each machine, allowing for time lost in picking up a fresh block, is nearly a million splints per hour. The splints are first dried by hot air, and then gathered up by boys and placed in the hopper of a cleaning machine, where all slivers or broken fragments are separated out. From the cleaning machine the splints are taken to a straightening machine, where they are shaken down until they arrange themselves side by side in long parallel rows, just as cordwood is arranged and stacked by the woodcutter. The machine is then stopped and the slats drawn away, leaving the matches straightened out ready for further handling. They are picked up and put in "holders," little boxes 4 inches deep, 2 inches wide, and 15 inches in length. These holders are carried to the large match-making machine proper. This finishes the match in one continuous operation; dipping it in paraffin wax, tipping it with phosphorus, drying it out, and delivering it ready for shipment, the whole operation taking just 32 minutes, and the matches being turned out at the rate of 18,000,000 per day of 20 hours. Generally speaking, the machine may be described as an endless belt, 600 feet in length, known as the carrier, which extends up and down the length of the room, passing at each turn over end-sprockets. The belt travels with an intermittent motion at the rate of 9 inches a stroke and thirty strokes a minute. Each link of the belt consists of a set of transverse slats, known as a "block," and in each block are placed 400 splints. After the splints have been inserted no further handling is necessary, each block being successively dipped in wax, dried, tipped with phosphorus, and again dried, and finally delivered as finished matches ready for packing. In closing, it may be mentioned that only five boys are required for operating this machine. This may be compared with the older match-making machines for which the services of 25 men were necessary.

**TOBACCO TRADE FLOURISHING IN DUBLIN.**—The *Irish Times* gives the following satisfactory account of the Dublin Tobacco Trade:—It is a matter of satis-

faction that this important industry, giving as it does well-paid employment to many hundreds of hands, is at the present time in a busy and prosperous condition. With the departure of summer—a season when the production of ordinary tobaccos is not extravagant—the work in our city factories has experienced a pleasant stimulus, and, all over, the turn-out of the various descriptions of the manufactured article is large. Cigars are not made in Dublin, though their consumption locally and in the provinces is very considerable—much greater, indeed, than was the case a year ago, but they are now coming in for a return of public favour, those in use coming largely from English factories, with, of course, consignments of Continental make, and a limited quantity from Havana. The Greenville Factory of Messrs. T. P. & R. Goodbody is one of the most extensive of its kind in Ireland, and since the latter end of July the works have been as busily employed as they could be. Retailers cleared off a lot of tobaccos bought in advance in April in anticipation of an increased duty being placed on the article by the Chancellor of the Exchequer, and since July they have gone in for fresh supplies on a large scale of nail-rods, roll, plug, and fancies, but the manufacture of cigarettes is the strong point of the firm, and their output in this direction is enormous. Their trade with English cities, and notably with London, Manchester, and Liverpool, with cigarettes is extremely large, and Dublin and the provinces are liberal patrons of this manufacture.—Messrs. J. & E. Kennedy's well-appointed factory in Amiens Street is, at the present time, a veritable hive of industry, their home trade having within the last twelve months largely increased, while across-Channel, in the more important cities, they have many valuable trade connections. The cross-Channel trade of all the Dublin factories is, however, suffering considerably from a practice prevalent in the retail trade in England of what is known as "cutting," and this is interfering with the volume of Dublin exports of manufactured tobacco. Cigarette manufacture forms an important element at the Amiens Street works, and these products are held in great esteem by smokers in the city and provinces. Roll, plug, and fancies are turned out by the firm in profusion, and their snuff trade—the genuine Dublin article—is particularly large, both for home and cross-Channel requirements.—The remaining big Dublin factory is that of Messrs. W. & M. Taylor, in Francis Street, established so far back as the year 1800. The factory is one of the largest of its kind in Ireland, great additions having been made to it within the past couple of years, and at the present time a large number of hands are employed. Their specialities are Bendigo roll and plug, Bendigo mixed flake, and Dublin smoking mixture, while they are also importers of Havana cigars. As showing the importance of the tobacco industry in Dublin, it may be mentioned that, of the total amount of Customs duties received at this port week after week, tobacco contributes more than one-half.

**CUBAN TRADE.**—The export duty of 1 dol. 35 c. per 1,000 cigars, and 6 dol. 30 c. per 100 kilos of leaf tobacco was suppressed in March of this year. All the cigars and cigarettes exported from Cuba were shipped from the port of Havana. The destination of the cigars was as follows:—94,228,056 to the United Kingdom and British possessions, 38,007,381 to the United States, 29,624,918 to Germany, 9,951,506 to Spain, 9,198,325 to France, and 28,184,446 to other countries, making a total of 209,194,632 cigars exported. The cigarettes were sent almost entirely to Spain and Spanish-American countries.

**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,  
 LONDON. E.C.

Telegraphic Address:  
 "DRASTIC LONDON."  
 Telephone 477. Avenue.



## Gossip.



HERE is only one subject talked of in the trade this month, and, needless to say, that is the trust business, and the public, too, have caught the fever. Before this great subject, alliances and district societies fade away in their comparative littleness, while "legitimate traders" and "cutters" look at each other in the face and wonder what will be the outcome of the "invasion." That the dollaraires, who are masquerading under the style of The British Tobacco Company, are in earnest was very soon evidenced by the initiation of free gifts and rebates, or rather the promises of the former, as I hear on all sides complaints of the difficulty experienced by the trade in getting supplies of the terrible "Tabs" from the manufacturers.

\* \* \* \*

At no time in the history of the tobacco trade has there been such a crisis as now faces the manufacturers and retailers alike. In the case of the former, I have every confidence in the ability of our great firms to hold their own in the struggle which will inevitably take place—a contest not merely for supremacy, but a fight for existence—but for the retailer it means—Shall he remain a free man, buying where he likes on his own judgment, or merely sink into the condition of an automatic machine, delivering goods that are placed in his soulless carcase by his "proprietor," on receipt of the magic penny in the slot?

\* \* \* \*

The domineering tyranny of The American Tobacco Trust in the United States is too well known to require comment or explanation, and it could only exist in a land where gold is the god and freedom is a farce, while the trick of attempting to bribe the British tobacconist with a few penny packets of cigarettes to fall into the net on this side of the Atlantic is too transparent to think about. As an old tradesman said to me the other day, "Mark my words, for every penny they are giving away now, they will wring a sovereign out of the retailer presently, if they succeed." The "British" Tobacco Company may continue to use this or any other title, but it will take a lot of hard swearing to convince the majority of us that it is not the old wolf dressed up for the occasion in "lamb fashion."

\* \* \* \*

Walking along a country road the other day I turned into an old-fashioned house merely to see the time. I was startled in my reverie by seeing a card bearing the legend—  
**POOR TRUST IS DEAD!**

BAD PAY KILLED HIM.

It was the first line that attracted my attention, but as I read on I reflected that this referred to another kind of trust—not the one on whose grave I would joyfully jump.

\* \* \* \*

And now, having discussed the trusts, let us proceed to what will be their natural sequence should they succeed—the Benevolent Fund. I am glad to learn from many sources that the collection on the 4th inst. was taken up enthusiastically by the trade, and that a magnificent addition to the funds of the Association has been the result. The general collection, and the literature distributed in connection with it, has been the means of bringing the fund before thousands who had never heard of the work the T.T.B.A. has been doing quietly for years. The new blood on the committee has certainly been productive of good, but it should not be forgotten that the older members of the executive worked hard in their labour of love, giving time and money with a sincerity of purpose which eventually

brought the society up to the present point, where, from the solid basis which had been established, the blessed work of helping less fortunate fellow creatures may be more widely extended owing to increased funds. All honour, then, to those who have borne the heat and burden of the day, and also to those whose younger energies saw the opportunity and took it.

\* \* \* \*

In this page last month I commented on the fact that Messrs. W. D. & H. O. Wills Ltd. were then permitting boxes of matches to be given away with some of their goods, in moral contravention, as I suggested, of their minimum schedule. I am very pleased to say now that they have fallen in line with other manufacturers to put down this practice, and notices to this effect have been duly circulated. The matter was comparatively a small one in itself, and the evil was confined to, practically, one firm, but it was the thin edge of a wedge which might eventually have dislocated the whole working of the schedule, and was certainly contrary to the spirit of it.

\* \* \* \*

A firm of "cutters," whose name we need not give, are adopting another method of giving things away. A friend of mine went into one of this firm's numerous branches, and, after paying for a packet of "Wills' Gold Flake Cigarettes," was presented with two or three, I am not sure which, of the firm's own flake cigarettes as a bonus. The irony of the deal is unique; not only was the spirit of the schedule contravened, but the enterprising gentleman behind the counter took the opportunity of advertising his own wares in connection with those of another manufacturer. Smart! Rather! Oh, they know something out of Judea.

\* \* \* \*

Which, by the way, reminds me of a little incident that happened some years ago. A retail tobacconist, in London, of the same name as a certain firm of manufacturers, for a long period had business dealings with each other until through some dispute they disagreed, and "Jones" (shall we say), the retailer, took his shag trade from "Jones," the manufacturers, and placed it elsewhere. The manufacturers, being "nettled" at this, engaged a number of sandwich men to parade before the retailer's door with placards requesting the public to "Buy only 'Jones' Fine Shag." When Mr. Retailer saw this he was astonished; he had not engaged these men. Then the solution dawned on him. "Jones," the manufacturers, forgetting that the names were the same, had sent these men down to advertise their shag in front of "Jones," the retailer's, shop. The public naturally took it that Mr. Retailer was advertising his own goods, and the sandwichmen were surprised at the liberal treatment they received at that gentleman's hands for the whole week that they were on duty near Tooley Street.

\* \* \* \*

As we go to press, we hear of an astounding change of front on the part of Messrs. Salmon & Gluckstein. Full particulars are given elsewhere and will certainly cause something of a sensation in the trade. I prefer not to comment fully at present as much depends upon the details of the scheme and these are not yet settled. One thing is apparent, however, and that is that the astute firm in question is sure to gain by the arrangement; whether the retailer will gain equally is another question. At the moment I am inclined to say:—

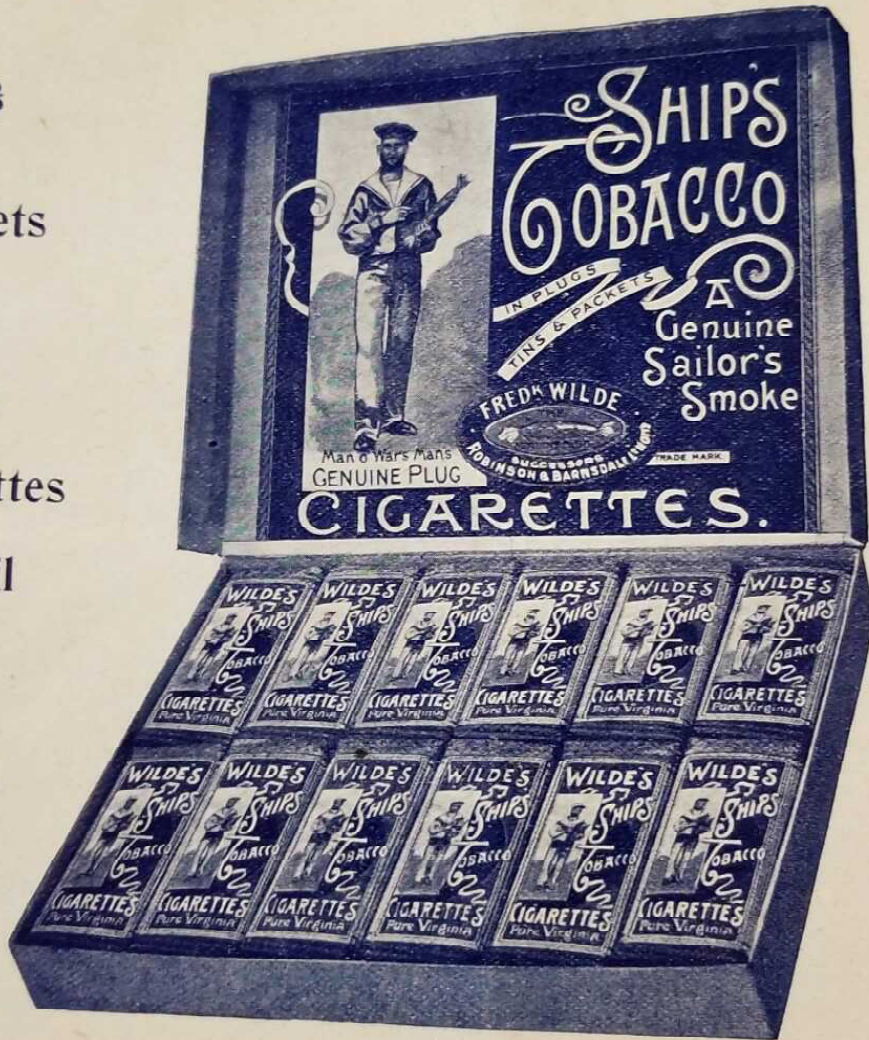
"TIMEO DANAOS ET DONA FE RENTES,"

or, freely interpreted, "Beware Cutters! even when they are apparently giving you something."



# SHIP'S TOBACCO CIGARETTES.

\*  
 Packets  
 of  
**12**  
 Cigarettes  
 Retail  
 at  
**3<sup>d</sup>.**  
 \*



\*  
 Free  
 sample  
 Package  
 and  
 Wholesale  
 Price on  
 application.  
 \*

## ROBINSON & BARNSDALE, LTD.

Sole Licensees, NOTTINGHAM.

London Address: 183, ALDERSGATE STREET, E.C.



# Trade News and Notes.

## Trade Notes.

Mr. JENKS, hairdresser and tobacconist, of Kirkham, has sold his business and has purchased a similar one in Bewdley, near Kidderminster.

MESSRS. GODFREY PHILLIPS' well known "Sweet Guinea Gold" and "Marigold" Cigarettes came under the *Science Siftings* Searchlight recently, and were reported upon as follows:—

ANALYSIS.		
Moisture ... ..	...	14.30 per cent.
Fat ... ..	...	7.85 "
Ash ... ..	...	12.07 "
Alkalinity of ash (calculated as K <sub>2</sub> O) ... ..	...	7.14 "
Carbonic acid in ash ... ..	...	3.34 "
Nitrogen ... ..	...	1.77 "

The nitrogen in these cigarettes is low, showing us that the nicotine is not excessive, and the ash and its alkalinity

are high enough to evidence a thoroughly genuine article. The leaf, on breaking open the cigarettes, proved to be of that beautiful golden tint, which seems to be the aim of growers of this particular variety. It was free from dust and cut with great regularity, lying evenly in the little paper cylinders, the material of which proved to be perfectly combustible, and of the finest grade. So much for what we ascertained in the laboratory. Our practical use of the cigarettes bore out everything we had inferred from our technical examination. They burn easily—not too quickly, not too slowly.

The ash is white; the combustion is even and there is no greasy and ugly charring of the paper. The aroma is delightful, the flavour exquisite and mild. They burn neither the tongue nor inflame the throat as do so many cheap cigarettes, for these are cheap, remarkably cheap, but lowness of price is combined, as we have shown, with qualities that are dear to the nose, palate, and health of every smoker. We also sampled the "Marigold" cigarettes which come from the same factory. They are just as commendable as those we have already enlarged upon, presenting as they do similar charming characteristics, combined with rather greater fulness of flavour. We have pleasure in awarding Messrs. G. Phillips and Sons the *Science Siftings* Certificate of Merit as a token of the esteem in which we hold their very excellent cigarettes.

Mr. S. R. SIMMONS, late of E. Turner, Church Lane, has opened as a tobacconist at 41, Wicklow Street, Dublin.

MESSRS. EDWARD SAMUELSON & CO., in their monthly report, deal as follows with the trade during September:—We report an active market for North American tobacco during September, and the month's sales will reach a total in excess of any previous month this year. For a long time things have been allowed to drift in spite of the many warnings that values were going

against buyers, and it is not surprising that an awakening has taken place. It is not necessary to particularise more than to say that the demand embraced most grades, with a strong leaning to the kinds lowest in price. *The New Warehouse*.—The Mersey Docks and Harbour Board deserve the thanks of the trade for the labour they have given to erect, not only the largest, but the most perfect tobacco warehouse in the world. Charges, like rates, are always objected to, and, on the plea of excessive charges, an attempt is being made in America to induce shippers to store the tobacco prepared for the English trade in some seaport there, with the additional inducement that when occasion offers, the tobacco could be "boomed" (after it has passed into other hands) to the disadvantage of those whose tobacco is on the wrong side of the Atlantic. That's talk. As to our dock charges, no American company could do the necessary work cheaper, certainly as far as rent is concerned; and we are sanguine that, with the saving in labour to be effected in the new warehouse, we may expect reductions in charges before long. It behoves the trade, therefore, to see that our warehouses are properly supported. Patriotism, and the more pleasing self-interest, should impel manufacturers to cease coquetting with the decoying stranger, and buy tobacco only when it is in a British warehouse, on British samples.

# TEOFANI'S

HIGH-CLASS

CIGARETTES

AWARDED THE

# GOLD MEDAL

AT

## PARIS EXHIBITION, 1900

(HIGHEST AWARD).

TEOFANI & CO., 18, Bury Street, St. Mary Axe, E.C.

Telegraphic Address: "TEOFANI, LONDON." Telephone No. 2783 Avenue.

THE TOBACCO TRADE IN LIVERPOOL. LIVERPOOL CHAMBER OF COMMERCE.—*Tobacco Trade Section*.—A meeting of the members of the Tobacco Trade Section was held in the board-room of the Chamber on September 20th, Mr. H. Kerr Waddell, chairman of the section, presiding. There were also present Messrs. G. H. Brown, T. H. Edwards,

E. S. Forster, Thomas Parry, A. A. Reid, W. J. Rodatz, F. W. Smith, H. K. Yates, and Thomas H. Barker, secretary. *Weighing of Tobacco in Pounds*.—The Mersey Docks and Harbour Board had been asked, subject to the approval of His Majesty's Customs, to weigh and render accounts for tobacco in pounds (avoirdupois), and to abandon the present practice of rendering accounts in cwt., qrs., and lbs. The Board had replied that the matter had been submitted to the Commissioners of His Majesty's Customs, who had intimated that whilst they had no objection to the expression and calculation of the weight of tobacco in terms of pounds alone, it would be necessary for the tobacco trade to obtain the sanction of the Board of Trade before the suggestion that the tobacco should be actually weighed in pounds could be adopted. The Board of Trade, who were communicated with on the subject, replied "that there would appear to be nothing in the Weights and Measures Acts to prohibit the weighing of tobacco in pounds, providing that the weights used are of the denomination of Board of Trade standards. A list of such standards, the cental only excepted, is given in the 2nd schedule of the Weights and Measures Act of 1878." It was resolved to forward a copy of the reply of the Board of Trade to the Mersey Docks and Harbour Board, and repeat the former request of the section, viz., that tobacco in future may be weighed in pounds (avoirdupois).



## TRADE NEWS AND NOTES—continued.

**A RELIC OF LADYSMITH.**—At a recent London sale, a silver tobacco box, presented by Lloyd's to a seaman of the Naval Brigade of His Majesty's ship *Powerful* to commemorate the relief of Ladysmith, the lid engraved with Lloyd's heraldic badge, and dated May 7th, 1900, fetched £3 15s.

## Limited Companies.

**TOBACCO COMBINE. NEW COMPANY REGISTERED.**—In view of the acquisition of Ogden's business by the American Tobacco Company, it is interesting to note that a new company, called "The British Tobacco Company," has been registered in London. The principal subscribers are James Buchanan Duke, of 111, Fifth Avenue, New York, president of the American Tobacco Company; William Whitehead Fuller, of the same address, American counsel; William Rees Harris, of the same address, vice-president of the American Tobacco Company; and Joseph Hood, of 41, Castle Street, Liverpool, solicitor; the other three subscribers (making up the necessary seven) being clerks and book-keepers. The nominal capital of the new company is £100, divided into 100 shares of £1 each; but there is power to increase the capital from time to time, and to divide the shares into several classes. The Company is registered for the purpose of carrying on the business of growers of tobacco, of manufacturers of and dealers in tobacco, cigars, cigarettes, and snuff, and of tobacco brokers; also to purchase the businesses of any other companies, trusts, corporations, or persons, to promote, form, subsidise, and establish any other companies, trusts, or corporations, and generally to engage in the tobacco business in any part of the world.

**WHAT WILL BE THE NEXT DEAL?**—It is rumoured that the American Tobacco Company have been negotiating for the purchase of Albert Baker, Ltd., and Salmon & Gluckstein, Ltd. It is impossible to give details, but the shares of both Companies have been remarkably firm in the market, and the quotation for the former has appreciably advanced.

**THE DUBLIN TOBACCO TRADE AND THE AMERICAN DEAL.**—On September 27th a meeting, called under the auspices of the Dublin Branch of the United Tobacco Dealers' Alliance, was held in Jury's Hotel, College Green. Mr. Brown, County Councillor, Kingstown, presided, and there was a good representation of the trade.—Mr. A. H. Kapp (Messrs Kapp & Peterson, Limited) acted as secretary to the meeting.—The Chairman said the large attendance showed the interest the members took in their business. Since they had started their branch they had achieved a great improvement in their business. They showed the people of Dublin that they should combine to do a fair trade with the public, and those who were engaged in it.—Mr. Kapp said it was very

important that they should know how they stood with the manufacturers, and in reference to the new factor which had arisen in the trade. He wished, therefore, as Dublin's representative of the Executive Committee, to point out some little of the work accomplished by the Alliance during the present year. They had seen the introduction of the minimum schedule into circles which never would move without a strong incentive. Then they had, through their officers, an entrance to the offices of the manufacturing firms, and looking at the matter fairly he claimed that they had done more than was considered possible at first, and if they stuck together, loyally together, they should be able to do all they started out to do, in spite of American ways of doing business.—Mr. Hey, Secretary of the Alliance, then addressed the meeting, and said a good deal had transpired since they met together to form the Dublin branch of their organisation. They had won many concessions from the manufacturers, and expected to do still better. For instance, they had risen the old existing minimum

schedules to a point which, twelve months ago, would have been considered beyond the bounds of possibility. Other concessions had also been obtained from the manufacturers on points which would be of great benefit to the trade on both sides of the Channel. They had won a decided improvement in the marking system, by which it was possible to trace a packet back through ever so many dealers to the manufacturer. When they asked for this originally they were told it could not be done, but eventually the Alliance proved that it could be done, and it was conceded to them. Other difficulties had presented themselves, which provoked a good deal of discussion, but their solution had come much nearer by reason of recent events, and especially on account of the way their American cousins were rushing things along. It was an open secret that their American friends had been over here for some time, but when they remained so long without showing signs, it was considered that there was no immediate danger.

However, they woke up the other morning to learn that one of their big English firms had sold itself, lock, stock, and barrel, to the Americans, and that the Trust was in active operation in their midst. This Trust was by its very nature opposed and antagonistic to all British ideas of doing business, and he hoped they would never, for their own sake, adopt American methods. The retail trader might imagine that the Trust would benefit him for a time, particularly when he was receiving circulars such as were sent out to the trade that morning, announcing that they were to have the rebate system introduced. But those who allowed themselves to be deluded by such baits were only committing commercial suicide, because undoubtedly the desire of the American Trust was to overwhelm the whole English and Irish trade, retail and otherwise. This had set the manufacturers by the ears, and it was wonderful the exertions they could make now on their own behalf, when they could scarcely be induced to meet the retail trade for a discussion of their grievances. He wished to assure the members of the retail trade that

The Subscription  
to this Journal is

**One Shilling  
per Annum.**

(POST FREE.)

YOU CAN BEGIN NOW.

—+X+—

Send Stamps or Postal Order to

**The Cigarette World and  
Tobacco News, . . .**

BARNES, LONDON, S.W.



## TRADE NEWS AND NOTES—continued.

they had it in their power either to make or mar any "combine" with which they were confronted, if they were only united in themselves. They should close their ranks and fight as one man, refusing to take any of the baits which the Trust held out to them.—Mr. J. M. Gallagher thought the members of the Dublin trade need not be frightened at the prospect of this "combine." He believed it would pass away like a shower of snow. However, it was no harm for them to combine, in order to help their brethren elsewhere.—Mr. Byrne advised the members of the Dublin trade not to be hoodwinked by clap-trap, and not to sign any compromising agreements.—The Chairman, in conclusion, said the Dublin traders should urge on the manufacturers to provide proper goods of Irish manufacture, and they themselves should do all they could to encourage their sale. The meeting concluded with a vote of thanks to Mr. Hey, proposed by Mr. Byrne, and seconded by Mr. Gallagher.

**KAPP & PETERSON LTD.**—The fourth annual meeting of the shareholders was held on Saturday, the 21st September, at the offices, 111, Grafton Street, Dublin, to receive the annual report of the directors for the past year's trading. Mr. Michael K. Roche, J.P., the chairman, presided. The other directors present were: Mr. R. A. Millner and Mr. Charles Peterson (managing director). Mr. Alfred Kapp, secretary, read the notice convening the meeting and the balance sheet and statement of accounts, which were of a very encouraging character. A dividend of 6 per cent. on the preference shares and 5 per cent. on the ordinary shares was declared, and the sum of £2,857 was left to be dealt with, of which £1,830 was carried to the credit of various reserve accounts in order to strengthen the financial position of the Company. The sum of £1,027 was carried forward to next year's account. The Chairman, in moving the adoption of the report and statement of accounts, said the business of the Company had greatly increased during the past year; it had, in fact, quite exceeded their most sanguine expectations. He would not go into the figures of the balance sheet, as they spoke very well for themselves, but would confine his attention to some of the most important items. As regards the retail trade, during the past year they had added to their present retail establishments another shop, 35, Sackville Street, which had, up to the present, given them entire satisfaction. He was quite certain that the business in this branch would increase a great deal more in the future. He was also in a position to inform the shareholders that the other two establishments in Grafton Street showed a decided increase for the past year. Referring to the wholesale foreign trade, the Australian, New Zealand, American, and Canadian markets were steadily improving, and the sale of our goods in South Africa has been strengthened by the opening up during the year of two more first-class agencies. The London trade was also steadily on the increase under the able management of Messrs. T. P. and R. Goodbody. Mr. Peterson, the managing director, had lately visited some of the most important Continental cities, and opened several agencies, which should prove of very great benefit to the Company. As regards the manufactory of the Company, the present premises were too small, and they would take an early opportunity of securing more extensive premises. Mr. R. A. Millner seconded the adoption of the report, which was unanimously carried. Mr. Roche was re-elected a director of the Company for the ensuing year, and Messrs. M. Crowley & Co. were re-elected auditors. Mr. A. E. Goodbody having been moved to the second chair, a vote of thanks was passed to the Chairman, which brought the proceedings to a close.

**LUSBY & CO. LTD.** has been registered with a capital of £10,000 in £1 shares, to acquire from Lusby Ltd. the business of tobacco and cigar importers, manu-

facturers and merchants and dealers in smoker's requisites carried on by them, and to carry on the same and the business of dealers in pinoza specialities, soaps, perfumery, medical, surgical, and toilet requisites, tea, coffee, cocoa, and alcoholic or other beverages, &c. No initial public issue. The first directors (to number not less than three nor more than nine) are C. Joseph, A. Joseph, and A. C. Jarvis. Qualification, £100. Remuneration, £50 each per annum.

**NORTH BORNEO TRADING CO. LTD.**—Mr. A. J. Scrutton presided at the fourth ordinary general meeting of the above Company, held on September 17th. The Chairman moved the adoption of the report and balance sheet, and congratulated the shareholders on the fact that the Company had at last turned the corner and earned a profit. Mr. C. P. Bennett (managing director) seconded, and congratulated the shareholders on the fact that there was a substantial reserve for deterioration being gradually accumulated. This reserve sum amounted to £1,950. The motion was unanimously passed, as was a subsequent resolution thanking Mr. Roberts for his past services, and regretting his retirement.

**AMERICAN CIGAR STORES LTD.**—Registered 27th September. Capital £1,000 in £1 shares. Objects:—To take over the business carried on at 1, Adelaide Street, Charing Cross, London, as the American Cigar Stores, and to adopt an agreement with A. Nadel. No initial public issue. Registered office, 1, Adelaide Street, Charing Cross, London.

## Festive.

**GOODBODY'S CHOIR. MESSRS. T. P. & R. GOODBODY'S EMPLOYÉS.**—On September 16th a deputation from the Feis Ceoil Association visited by appointment the Greenville Tobacco Factory of the Messrs. T. P. & R. Goodbody, Dublin, to invite the employés to form a female voice choir for the Competition for Commercial Choirs. Professor Brendan Rogers, Miss Margaret Kelly, Mr. C. H. Oldham, B.L., and Mr. A. A. Kelly reached the factory at 6 p.m., where they were received by Mr. R. Goodbody. The deputation addressed a large gathering of the employés in one of the long sheds. As a result, the following were nominated as a provisional committee to enrol the names of all who wish to join the proposed Choral Society for the firm's employés, viz.:—Miss Mary Anne Neill, Miss Ada Heaps, Miss Kathleen Johnstone, Miss Margaret Johnstone, Miss Esther Sharpe, Miss Shortal, Miss Kavanagh, Miss Annie Jones. The industry being conducted under Inland Revenue regulations, it is not feasible for the Choral Society to be provided with a room for musical practices on the premises, but Mr. R. Goodbody has expressed his willingness to pay for a suitable room elsewhere, if the employés wish to start a choir. As the firm employs about 400 girls, there is plenty of material for a choir of fresh young voices that should give a good account of themselves next May.

On September 7th, the employés of MESSRS. W. A. and A. C. CHURCHMAN, tobacco and cigar manufacturers, of Ipswich, had their annual outing at Yarmouth. Upon arrival at their destination the members separated, seeking amusement according to their several inclinations. At three o'clock all sat down to a sumptuous dinner provided by Host Foulsham, of the London Hotel, Market Place, the chair (in the absence of a member of the firm) being taken by Mr. M. Porter, the vice by Mr. C. Counter. After ample justice had been done to a very excellent repast, an hour was spent in toast and song. The Chairman, upon



TRADE NEWS AND NOTES *continued*

submitting the toast of the firm, remarked that this was their thirty-sixth outing, and certainly one of the best they had had. The toast was received with acclamation. The members visited the various sights of Bloatertown, returning to Ipswich all thoroughly satisfied with a long and happy day at the seaside.

## Fires.

A small outbreak of fire occurred on September 17th in Westgate, Bradford. Smoke was observed issuing from the shop of No. 22, occupied by Mr. J. H. WILDMAN, tobacconist. The outbreak is stated to be due to the fusing of the gaspipe, which was adjacent to an electric lighting wire.

About half-past ten p. m., on September 16th, the Stockton Fire Brigade received a call to the shop of Mr. ARTHUR BAINBRIDGE, tobacconist, Dovecot Street. The property and shop fixtures, which belong to Mr. T. Devereux, are only partly covered by insurance, the damage being estimated at about £600. Mr. Bainbridge's loss is stated to be about £130.

Just before eight o'clock on Saturday night, September 21st, a fire occurred at EWEN'S Tobacco Establishment, 12, Sidwell Street, Exeter. It arose through the igniting of a case of matches in the storeroom over the shop. Some members of the City Fire Brigade were passing at the time, and with a few buckets of water they soon had the flames under. The stock was slightly damaged.

On October 1st, a fire broke out at a clay pipe factory in Welford Street, Middlesbrough. The premises are owned by Mr. RUTHERFORD. The fire brigade, under the command of Captain Gear, were soon on the scene, and after playing on the flames for about half an hour got them under. The building, however, was gutted, and damage to the extent of about £200 done.

**FIRE CAUSED BY RATS.**—A serious fire which broke out on Saturday, September 21st, in the premises of Mr. JOHN OAKES, tobacconist and confectioner, Crown Street, Northwich, is believed to have been caused by rats or mice. The outbreak was found by the firemen to have originated among some large cases of matches, and it is supposed that these were set fire to by being nibbled at by the vermin. The damage done is estimated at £700.

## Foreign.

Following the award recently of the Grand Prix at Brest International Exhibition, MESSRS. TEOFANI & CO. have again been awarded by the jury the Grand Prix for their brands at the International Exhibition held at Ostend.

**RUSSIAN CIGARETTES.**—The Imperial Court of Justice at Leipzig has confirmed, on appeal, the sentence of six months' imprisonment passed by the Breslau tribunal upon a lithographer named Otto Scheffer found guilty of having fabricated more than 30,000 Russian Custom House stamped bands for cigarette packets with the object of making it appear that these cigarettes had been imported into Germany from Russia. The Court did not admit the excuse offered by the prisoner that he was not aware, in executing an order for these bands, of the fraudulent use for which they were intended.

**AMSTERDAM TOBACCO SALES.**—The first of the autumn sales, after the customary vacation, took place in Amsterdam, on the 20th September, when 17,628 bales of Sumatra and 1,259 of Borneo leaf were put upon the market. Owing to the death of President McKinley, and to the fact that the funeral took place on the day before the sale (which is the usual occasion for buyers to examine and sample the lots offered), American buyers were conspicuous by their absence, and this doubtless had its effect on prices. Nevertheless, there was keen competition for good stuff; and although medium and low-class leaf went at poor prices, some satisfactory results were shown in the case of the finer parcels. As has happened on several previous occasions this season, the honours of the sale fell to the United Lankat Plantations Company, which tops the list with a parcel of 453 bales (mark Padang Brahrang/III.), reported at 160 cents (2s. 8d.) per pound. Another lot, of about 400 bales, from the Company's other estates, fetched 100 cents. The Deli Maatschappij sold a parcel of 682 bales at 140 cents, and another of 900 bales at 128 cents. Taking the sale as a whole, some 6,133 bales (or about one-third of the total amount offered) sold at 100 cents and upwards—a result which may well be considered satisfactory, when it is borne in mind that most of the parcels were second, third, and in many cases still later shipments, these autumn sales generally consisting more or less of "tailings."

**CONDITION OF AMERICAN TOBACCO CROPS.**—Since August there has been a general improvement in the condition of tobacco. The States of Virginia, Tennessee, Maryland, and Pennsylvania report the condition one, three, nine, and ten points above their respective ten-year averages. In Kentucky the present condition and the ten-year average are equal, and in North Carolina, Ohio, Wisconsin, and Missouri the conditions are respectively 12, 13, 23, and 49 points below such averages.

**THE WEED IN MALTA.**—Two descriptions of tobacco are imported at Malta for the purpose of manufacture, viz., Turkish and Greek for cigarettes, and American for cigars. Although an attempt was made some two years ago, says American Consul Grout, to introduce machines for cigarette making, the manufacturers preferred hand work. The principal cigarette factory in the island employs from ninety to one hundred hands. A good deal of the work of the smaller concerns is done at the homes of the employés. The manufacture of cigarettes in the islands is not only sufficient for local consumption, but for an export trade. Prohibitive tariffs, &c., have much reduced the once flourishing trade in Maltese cigars. No machinery will probably be employed in making cigars. Women work for three cents for every 100 cigars rolled and cut. The present source of supply is as much from the United States direct, as from European tobacco centres.

## Freemasonry.

The September Lodge meeting of the SIR WALTER RALEIGH LODGE (2432) was held on the 26th ult. at the Inns of Court Hotel, Holborn, W.C., when the chair was taken by the W.M., Bro. Thos. Rayner. During the evening Bros. Samuel Phillips, Taylor, and Drake were passed, and Bros. Beatty, Cornish, and Daniel raised to the degree of M.M. Bro. W. H. Oades was elected as a re-joining member of the Lodge. Among those present besides those already mentioned were W. Bros. Ch. Ransford, I.P.M., P.P.G.S.B.; G. Ransford, P.M., P.P.G.S.B., Treasurer; Bros. A. S. Benjamin, S.W.; O. C. Moore, J.W.; W. Bros. W. H. Bullock, P.M., Secretary; G. Emblin, P.M., D.C.; S. Maier, W.S.;

H. O. V.  
James P.  
E. G. G.  
Custance  
Klengens  
Procter,  
an excel  
admirabl

Ger

A RE  
fail to  
Mr. Pie  
hierogly  
strange  
amusing  
In exca  
of a Ro  
local m  
They w  
pipe, b  
picked  
had sat  
mystic  
Upon t  
asked  
having  
tion.  
Antedi  
antedil

A G  
must l  
a year

CH  
a mos  
mean  
non-c  
mann  
how t  
with  
or thi  
read  
cigar  
chara  
the si  
of it.  
happ  
of a  
to be  
You  
loose  
appli  
a fat  
forge  
very  
pock  
buy  
utter  
cigar  
bite  
or a  
leaf,  
ciga  
your  
oper  
epic



## TRADE NEWS AND NOTES—continued.

H. O. Winter, I. L. Van Gelder, E. Asser, Stewards; James Parkins, Organist; Bros. Alexander Jones, S.D.; E. G. Grabner, J.D.; W. C. Lightfoot, I.G.; J. H. Custance, P.M., P.P.G. Std.-B., Berks.; Selly W. Klengenstein, P.M.; J. Moore, O. H. Beatty, and W. M. Procter, P.M., Tyler. After the business of the evening an excellent repast was served, the usual toasts being admirably proposed and responded to.

## General.

**A REAL ANTIQUITY.**—Readers of Pickwick cannot fail to remember the celebrated stone discovered by Mr. Pickwick and the learned interpretation of the curious hieroglyphics thereon inscribed. Fact being notoriously stranger than fiction, it is not surprising to hear that an amusing incident of this sort occurred recently at Hastings. In excavating for a new lift on the East Hill the remains of a Roman building were found, and the authorities of the local museum hugely busied themselves with the discovery. They were much mystified, however, by a short black clay-pipe, bearing a strange inscription, which a workman had picked up in the ruins. After the Hastings antiquarians had sat in judgment on this curious relic for some days, the mystic sign was deciphered, and found to read "R.A.O.B." Upon this another workman came forward and indignantly asked that the pipe should be handed over to him, he having dropped it while employed on the work of excavation. It appeared that he was a member of the Royal Antediluvian Order of Buffaloes. So it was, any way, an antediluvian pipe.

**A GOOD CUSTOMER.**—Mark Twain's tobacco account must be a large one, for he consumes over 3,000 cigars in a year. He is said to allow himself 300 cigars a month.

**CHARACTER IN SMOKING.**—A man may possess a most secretive nature, he may have a face as destitute of meaning as a stone wall, and a manner of speech absolutely non-committal; but watch him over his cigarette; note his manner of holding it between his lips or his fingers; see how he puffs the smoke out of his mouth, what he does with the ash, if he consumes the cigarette to a mere stump or throws it away half finished, and, sure as fate, you will read his character like a book. Cigarette, I said, for a cigarette and a cigar in a lesser degree, are much better character revealers than a pipe. A man sticks a pipe into the side of his mouth and puffs away, and there's an end of it. You discover next to nothing unless, indeed, he happens to puff very violently, which is a certain indication of a nervous, irritable temper. From the filling of a pipe, to be sure, many luminous little hints may be gathered. You see a man stuff his bowl quickly and lavishly, letting loose threads of tobacco dangle over the brim, while he applies the match, if he be not good natured, generous to a fault, careless, indolent, quick to make friends, quick to forget them, I shall be much astonished. One notices men very often taking their cigars from an upper waistcoat pocket into which they have been stuffed. Too poor to buy themselves a cigar-case? Not a bit of it, but too utterly untidy to keep one, or too lazy to arrange their cigars into one. And the same men almost invariably bite the tips off their cigars, instead of using a penknife or a cigar-clipper—a shocking habit that not merely fills the mouth with tobacco grit, but disarranges the outer leaf, often spoiling an otherwise excellent smoke. The cigar once happily prepared for smoking, observe how your man holds it between his teeth. But stay! The operation of lighting has also its interest. The tobacco epicure grips his cigar not merely with his teeth, when

applying the match, but with the finger and thumb of his left hand also, and between every third puff draws the weed from his mouth and examines the glowing end, in order to make sure that it has been ignited equally all round. The majority of men hold their cigars with the front teeth and puff the smoke out on either side of it. A large minority hold them in the corner of the mouth, so that if you happen to be walking behind them on a dark night you catch sight of the glowing end protruding just below the ear. Others, again—and these, as a rule, are persons of vivacious temperament—seldom keep their cigars for two consecutive moments between their lips. They take a few puffs, and then the cigar is given a rest between finger and thumb. A man of determined character, energetic, pugnacious, impatient, often betrays himself by giving his cigar an upward tilt while consuming it—a favourite method with a Yankee, to whom the above epithets are distinctly applicable. The contemplative, dreamy individual will let it droop towards his chin; while level-headed persons—and fortunately they form the vast majority—hold theirs horizontally. Naturally insolent people frequently omit to remove the cigar from their mouths when speaking to you, while others of a sullen, brooding disposition, chew the end into horrible pulp. And is there anything more eloquent of stinginess than the habit, largely indulged in by Germans, of sticking the stump of a cigar on the small blade of a penknife and consuming it until the glow almost touches the lips?—*Royal Magazine.*

## Law.

**STURGEON v. GILLING.**—In this case, recently heard at the City of London Court, the defendant was sued for £9 7s. 6d. for goods ordered. Both the plaintiff and the defendant carried on business in Eastcheap. The defendant gave the plaintiff an order for 10,000 cigarettes, 2,500 of which were delivered at once. The defendant was to have the others "as and when required." As he had not required them for 16 months the plaintiff now sued for the value. The defendant said he did not want the cigarettes yet, and therefore he did not think that he ought to be compelled to pay for them. The jury, however, found for the plaintiff.

**JOHN PLAYER & SONS, LTD., v. SMOROFF. AN IMPUDENT IMITATION.**—Sitting as vacation judge, in the Chancery Division of the High Court of Justice, the Lord Chief Justice of England had brought to his notice a motion on behalf of the plaintiffs in this action, who carry on business at Nottingham, for an interim injunction restraining the defendant till the trial of the action, or further order, Max Smoroff, a tobacco dealer, of Lady Lane, Leeds, from passing off as the plaintiffs' cigarettes which were not of their manufacture. Mr. Waggelt appeared for the plaintiffs.—Mr. Compston, for the defendant, asked that the motion might stand over for a week, to enable him to answer the plaintiffs' affidavits.—The Lord Chief Justice would be prepared to assent to that if the defendant undertook that he would not in the meantime sell any of the cigarettes complained of. He had looked at the papers, and wanted to know how Smoroff became Payler, the cigarettes being marked "Payler's weights."—Mr. Compston: That at present I cannot say.—The Lord Chief Justice: I may tell you at once that, looking at the thing itself, it appears to me to be a most barefaced imitation. The motion was ordered to stand over for a week, the defendant undertaking in the meantime not to sell any of the boxes of cigarettes. In the result, on October 2nd, it was stated that defendant had consented to a perpetual injunction. Order accordingly.



## Police.

### SERIOUS CHARGE AGAINST A TOBACCONIST.

At Leicester Borough Police Court, on September 24th, Nathan H. Muxlow, tobacconist, Gunton, Norfolk, was charged on remand that by incurring a debt of £20 to John Henry Adcock, a retired cigar maker, he did unlawfully obtain credit under false pretences, on the 23rd June, 1900.—Mr. William Simpson prosecuted on behalf of the Public Prosecutor, and Mr. Hincks represented the prisoner.—Mr. Simpson said these proceedings were taken under the Bankruptcy Act on an order made by Judge Wightman Wood. The gist of the case was that the prisoner, by falsely representing that his wife was entitled to some money and property under the wills of her parents, succeeded in borrowing several sums of money. The prisoner, continued Mr. Simpson, carried on the business of a tobacconist in Belgrave Gate for about eight years, becoming bankrupt in January last. His wife was the daughter of John and Sarah Smith, who lived in Bedfordshire, and she was presumptively entitled to one-ninth share of the estate of her father, who had died some years before. Under John Smith's will Sarah Smith, his wife, was entitled to a life interest in the estate, and at her death Mrs. Muxlow would be entitled to one-ninth of the estate of John Smith. The prisoner started in business in 1893, and wanting money he obtained a loan of £90 from his mother-in-law. He and his wife gave a joint promissory note for the sum borrowed, the intention being that the loan should remain, and that when Mrs. Smith died the money should be repaid or deducted from Mrs. Muxlow's share under her father's will. About May, 1897, Mrs. Smith died, and Mr. Margetts, on behalf of the executors, administered the estate. Mr. Margetts required the repayment of the £90, but the prisoner and his wife said in effect that they were not going to repay it. Mr. Margetts, however, pressed for the repayment of a portion of it, and it was agreed that they should pay back £15. Two months after Mrs. Smith's death, both her estate and the estate of her husband were wound up, and it was then found that the amount Mrs. Muxlow was entitled to under both wills was £87 12s. 4d., and in February, 1898, a cheque for £8 12s. 4d. in full settlement was sent to Mrs. Muxlow. At the end of 1899 and in the beginning of 1900 the prisoner was very much pressed for money, and it was then that he proceeded to obtain loans from many persons on the representation that his wife was entitled to money under the wills of her father and mother, but that he could not get the matter settled up until he had paid off a sum of money which he had borrowed on the estate. Those representations were made two years and three months after his wife had received all that she was entitled to under the estates. He obtained a loan of £20 from Mr. Adcock, and £16 from Mr. Collins. He had, in fact, borrowed money from ten or twelve different people on these representations. His liabilities were nearly £1,000, and his assets were not £200, and not a single penny of those assets had been available for the creditors.—John Henry Adcock, retired cigar maker, Barkby Street, Leicester, stated that he knew the prisoner at the time he was carrying on business as a retail tobacconist, at No. 2, Belgrave Gate, Leicester. Witness lent him £20 in June, 1900, for which he gave a promissory note payable four months after date. Before lending him the money witness saw him with reference to the loan on three or four occasions. He saw him at his shop on the 18th June, 1900, and prisoner told him his wife had some property left to her at Peterborough, mentioning the sum of £400, and adding that he proposed to buy some cottages with the proceeds of it. A few days later, upon going to the shop again, prisoner said he was in trouble—that he wanted a sum of £90 to repay a loan to his mother-in-law, and

mentioning the property at Peterborough as security. He said if he could get £20 he might be able to raise the other £70 by reducing his stock. Witness believing it to be a genuine case, decided to lend him £20 upon being assured by him that the money coming to his wife would be available for repaying the loan in the course of three or four months. It was only on the representation that his wife had this property coming to her that he lent the money. Prisoner explained to him that the property in question was a shop in the main street of Peterborough, worth about £400. Witness applied formally for the repayment of the money, but prisoner put him off with various excuses, and ultimately Muxlow filed his petition.—Mr. C. B. Margetts, solicitor, Huntingdon, said he acted as solicitor in the winding up of the estate of the late John Smith and his widow, Sarah Smith, of Honeydon, Bedfordshire, the parents of prisoner's wife. There was a legacy to Mrs. Muxlow, from which a sum of about £80, formerly lent to the prisoner, had to be deducted, leaving a balance of about £8, which was handed over to Mrs. Muxlow in 1898. The whole affair was settled in that year, and there was nothing due to Mrs. Muxlow from the estate in the year 1900. Mr. Simpson intimated that this was the case so far as Mr. Adcock was concerned. It was decided that the case should be dealt with summarily, and prisoner pleaded guilty. Mr. Hincks, addressing the Bench in mitigation of punishment, said the prisoner, when he came to Leicester, bore an excellent character. He had served in the Army, and had been on active service, and there was nothing against him. He started in business as a tobacconist, in a shop rented at £100 a year. He knew nothing whatever about the business, but he did fairly well for several years. Then another large firm of tobacconists started close to him, and he was absolutely knocked out. In the meantime his rent had gone up £20, and his liabilities had increased. It was then that he ought to have filed his petition, but he had hoped against hope, and went on. No one could defend his action in obtaining the money in the way he did, but this much could be said, that not a penny piece of it had gone into his own pocket. He had immediately paid it away to his creditors. Mr. Geary was called to speak to the character of the prisoner. The Bench said although they were inclined to take a lenient view of the case, the offence the prisoner had committed was a very serious one. He must go to prison for two months with hard labour.

**SWEETENED TOBACCO. HARD LINES ON THE VENDORS.**—At the City Police Court on September 18th, two cases of great importance to tobacconists were heard by Mr. F. J. Headlam, stipendiary magistrate. The Inland Revenue authorities summoned Mr. T. R. Withecombe, of Victoria Street, and Mr. W. B. Russell, of Piccadilly, Manchester, two well-known tobacco retailers, for having sweetened tobacco in their possession not protected by Customs labels. Mr. Hawkins, solicitor, of Somerset House, prosecuted on behalf of the Excise authorities. The case against Mr. Withecombe was first heard, and in answer to the stipendiary, defendant admitted the offence, with an explanation. Mr. Hawkins said that these proceedings were taken under the Manufactured Tobacco Act, 1863, which dealt with the importation to this country of certain tobacco. In the ordinary way nothing might be used in the manufacture of tobacco except water, or, in the case of rolled tobacco, water and a small quantity of oil. It was, however, found that there was a large trade in America and on the Continent in sweetened tobacco, and that tobacco was allowed to be imported into this country on condition that it paid a higher rate of duty than ordinary tobacco, and that this duty should be denoted by a Customs wrapper or label on the packets in which it was enclosed. The section of the Act under which these proceedings were taken provided for the imposition of a penalty on any importer, manufacturer, or dealer, having

in their po  
unless enc  
comb's ca  
by an offi  
window t  
ened toba  
labelled  
stamp up  
Tobacco.  
their req  
purpose  
similar t  
of any s  
no mean  
had been  
that it h  
of the r  
material  
tions sh  
know v  
The of  
the san  
Custom  
for the  
The pr  
that it  
Victori  
should  
The to  
and w  
the ex  
Mr. H  
officer  
who,  
thoug  
would  
Mr. V  
tobac  
They  
cut, i  
it wa  
the r  
expe  
buy  
pack  
In t  
in t  
The  
Def  
tob:  
dut  
the  
hee  
she  
dur  
pro  
wh  
de  
he  
off  
M  
to  
th  
th  
te  
p  
t  
t  
a  
e



## TRADE NEWS AND NOTES—continued.

in their possession tobacco containing prohibited materials unless enclosed in a Customs wrapper. In Mr. Withecomb's case an Inland Revenue supervisor, accompanied by an officer, called at the defendant's shop, and in the window they saw two packets apparently containing sweetened tobacco. There was no trace of a stamp upon one, labelled "Gold Block Tobacco," and only a portion of a stamp upon the other, which was labelled "Carte Blanche Tobacco." The packets were produced to the officers at their request, and were taken away by them for the purpose of analysis. There was a half-pound packet of similar tobacco in a show case, and this bore no stamp of any sort upon it. The Inland Revenue authorities had no means of knowing that the extra duty on the tobacco had been paid, but they were assured by Mr. Withecomb that it had. Even if it were so, there had been a breach of the regulations, and though there might have been no material loss sustained, it was important that the regulations should be observed, so that the authorities might know whether the tobacco had been smuggled or not. The officers visited another shop of Mr. Withecomb's the same day, and saw a sample of tobacco bearing no Customs label. Mr. Withecomb refused to produce it for their inspection, and he was not pressed to do so. The prosecutors had strong reasons to believe, however, that it was the same class of tobacco as that found at the Victoria Street shop. The law required that this tobacco should be sold to the consumer with the stamp intact. The tobacco taken from the defendant's shop was analysed, and was found in each case to be sweetened with glycerine, the common sweetening matter used in these cases.—Mr. Hawkins' statement was supported by Mr. P. Daly, an officer of the Inland Revenue, stationed in Manchester, who, in cross-examination by defendant, admitted that, though he offered to purchase the tobacco, the assistant would not sell it to him. *Mr. Withecomb's Explanation.*—Mr. Withecomb explained to the court that the packets of tobacco had not been exposed for the purpose of sale. They had simply been opened, and the labels consequently cut, in order that customers might see what sort of tobacco it was before buying any. When a new tobacco came on the market, and people were told the price, they naturally expected to see what it was like, otherwise they would not buy it. As he read the law he was required to sell the packets entire, and the label was then to be obliterated. In this case, as had been admitted, the packets were not in the window for the purpose of sale.—Mr. Headlam: Then what did you put them in the window for?—Defendant: To show people what they were buying. The tobacco had come from the bonding house, and had paid duty.—Mr. Headlam inquired as to what had become of the labels, and was told by defendant that they would have been by the side of the boxes. He did not know why it should have been analysed, seeing that it had paid extra duty as sweetened tobacco.—The Stipendiary said the prosecution had to prove their point, and asked Mr. Daly whether he saw any of the tobacco properly labelled in the defendant's shop, to which question Mr. Daly replied that he did.—Mr. Headlam then observed that undoubtedly an offence had been committed, but it was rather a small one. Mr. Hawkins replied that the object of the prosecution was to bring the requirements of the law in this respect before the notice of the trade, for there was reason to believe that a deal of misunderstanding existed with regard to the matter.—The Stipendiary held that it was quite probable that the labels had been taken off in order to show the tobacco to customers, but, of course, they ought not to have been. He therefore imposed a fine of 7s. 6d. (three times the value of the tobacco) and costs, and one guinea extra costs for the analyst's fee.—In regard to the case against Mr. Russell, Mr. Hawkins explained that the circumstances were somewhat similar to those in the preceding case. Two packets of tobacco were seen by the officers, each bearing a small portion of the

stamp on it. Mr. Russell said he had never had an ounce of sweetened tobacco in his possession without its being stamped. These packets had simply been opened to show customers what the tobacco was like. His assistant had done it without his knowledge; still, if he was not allowed to open the packets to show what the tobacco was like, it was like asking people to "buy a pig in a poke." (Laughter.) He was doing his best to collect money for the Revenue by selling tobacco for very little profit, and the Excise authorities were trying to stop him. This action meant that he must not sell any more of this tobacco except at the risk of incurring trouble if he put the packets in the window and the labels got broken. This seemed to be a ridiculous straining of the law to its fullest extent.—Mr. Headlam inquired why a tobacconist should not be allowed to show one packet opened, and Mr. Hawkins answered that if that were allowed there would be no security in regard to the labels; whereupon Mr. Headlam remarked that, of course, he could see that it might be done to defraud the Revenue, but it might also be done honestly.—Mr. Headlam: But how are they to show their customers what kind of tobacco it is?—Mr. Hawkins: In other towns they don't do it, and it is not my experience that they do it with the packet tobaccos sent out by English manufacturers.—Mr. Russell said he ought not to be called upon to pay costs, but Mr. Headlam inflicted a fine of 3s. 9d. (three times the value of the tobacco) and costs, and one guinea extra costs for the analyst's fee, as in the other case.

**THE TOBACCONIST AND THE BAILIFF.**  
**LIVELY SCENE IN SPITALFIELDS.**—At Worship Street Police Court, on September 11th, Abraham Jacobs (30), tailor, of Finch Street, Spitalfields, and Louis Schiff (37), boot hand, of Chicksand Street, were charged with assaulting Alfred Grotty, a warrant officer of the Whitechapel County Court, and also his assistant.—The prosecutor said that about 12 o'clock that day (Wednesday) he, with his son, as assistant, went to the shop of Henry Goldstein, tobacconist and grocer, of 12, Chicksand Street, to levy for a debt and costs of £7 8s. under a judgment of the county court. He produced his warrant which he read to Goldstein, and the latter told him to wait for a little while till he got the money. The witness sent his son to call up a van he had for the removal of the goods, and no sooner did the van draw up than a number of men forced their way into the shop and hustled the witness and his son. They got out of the shop by a side door leading to a passage and by that way upstairs to the first floor. The men followed and tried to push the witness out, but he got to the window and opened it, blowing his whistle for assistance. He sent his son down to let in the policeman who approached, and while that was being done the prisoner Schiff got hold of the witness by the throat and forced him across the balustrade, which gave way. He was struck by Jacobs and his collar torn. The prisoners were the most active of the men there, and he gave them into custody.—Walter Grotty, the son, corroborated.—Police Constable 302H said he saw Schiff holding the prosecutor by the throat as he went upstairs, and barely pulled him off before the balustrade gave way.—The prosecutor said quite 30 men pushed their way into the place and several hundreds were shouting in different languages outside. The prisoners at the beginning of the case protested that they could not understand English, but when the evidence had been interpreted all through for their benefit, Jacobs broke out in very passable English with a most voluble speech in defence of having only gone into the shop to buy cigarettes, and then been assaulted by the prosecutor. Schiff, too, said he was a customer, and was in the shop when prosecutor bolted the door and would not let anyone out.—The magistrate said they would have to explain why they were upstairs. It was clear they had obstructed the law, and it was monstrous that a warrant officer properly



## TRADE NEWS AND NOTES—continued.

executing a warrant could not go about his business without being obstructed and assaulted by men who in their own country would have been promptly knocked on the head.—After two witnesses had been called for the defence, one being Harris Goldstein, who said the execution was on his goods, and he asked the officer to wait while he got the money, telling the man not to let the things be taken out, the prisoners were fined £5 each, or a month in default.

**UNJUST SCALE.**—At the Liverpool Police Court, on September 12th, Caroline Greaves, tobacconist, 40, Copperas Hill, for having in her possession for trade purposes one unjust scale, was fined 2s. 6d. and 7s. 6d. costs.

**THEFT OF TOBACCO.**—At the Dover Police Court, on September 13th, Walter Pattison and Arthur Green were charged with being concerned together in stealing 14 ozs. of tobacco and a large box of vestas valued at 6s. 11d., the property of Messrs. Salmon & Gluckstein, Ltd., 37, Biggin Street.—James S. Ellard, manager to Messrs. Salmon & Gluckstein, Ltd., said shortly before 10 o'clock on Sunday evening the two prisoners came into the shop and Pattison bought an ounce of tobacco. He then said he wanted to buy a cigarette case, and witness showed them several, which they both examined. Witness had to turn his back to them while getting the articles from the show cases. On turning round he missed some tobacco from the stack on the counter. He walked round to the front door, and asked the prisoners if they would pay for the tobacco or put it back again. Pattison said he had paid for his tobacco, but witness said he did not mean the ounce which he had bought. Prisoner said he had no other. Witness whistled, and his wife came into the shop. Green then produced four 1 oz. packets, which witness missed at first, and Pattison one 2 oz. packet and a ¼ lb. tin of tobacco. Witness knew he had not got all the missing tobacco back, and would not let prisoners go. Pattison managed to get out on to the pavement, where witness held him. Police-Constables Mount and Southey were passing at the time, and took prisoners into custody. Witness accompanied them to the police station, and when they were searched another ¼ lb. tin of tobacco and the box of vestas were found on Pattison.—By Green—You tried to go out of the shop. I saw you take the tobacco out of your pocket.—Emily Ellard, wife of the last witness, corroborated her husband's evidence.—Detective Mount stated he was in Biggin Street with Detective Southey about 9.45 on Sunday evening when he saw Mr. Ellard struggling with Pattison on the pavement. Mr. Ellard told witness what had occurred, and gave the prisoners into custody. On the way to the station Pattison tried to escape. When at the station he took the vestas from his right-hand jacket pocket and said "That's all I've got and I admit it." On being searched the other ¼ lb. tin of tobacco (produced) was found in his left-hand trousers pocket, together with the ounce packet he had bought. Pattison then turned to Green and said "We've got ourselves into a pretty mess, ain't we?" Green said he did not know what he was up there for. Both the prisoners were under the influence of drink.—Prisoners stated they were sent down by a London firm to work on a gasholder.—They were each sent to Canterbury Gaol for one month.

**CIGARETTE THIEVES.**—At the Sheffield Police Court, on September 30th, before the Lord Mayor (Ald. John Eaton) and Mr. F. Percy Rawson, three labourers named Albert Peck (18), of Cave Street, George Crisp (19), no home, and John Collins (17), Royds Mill Street, were charged with stealing 130 packets of cigarettes from the bar of Attercliffe Theatre. On Saturday morning the prisoners entered the theatre, and gained an entrance to the refreshment bar by bursting open the door. They took the cigarettes and decamped, but it was not long before Detective Jacques

was on their track, and they were arrested. Peck, who has a record, was sent to prison for 21 days, Crisp, whose record is a little worse, was sentenced to one month's imprisonment, and Collins was fined 10s.

## The English "Combine."

We extract from the *Financial News* the following particulars of the businesses of the leading firms in the new federation of manufacturers:—

**W. D. & H. O. WILLS LTD.**—Registered 20th May, 1893, with a capital of £1,500,000 in 30,000 shares of £50 each, half being five per cent. preference and half ordinary. There has been called on 9,200 preferences £50, the total calls received being £460,000. The sum of £750,000 was agreed as paid on the 15,000 ordinary shares. The debenture debt amounts to £300,000.

**LAMBERT & BUTLER LTD.**—Registered 6th March, 1899, with a capital of £450,000 in £10 shares, 15,000 being five per cent. preference and 30,000 ordinary shares. The number of shares taken up is 40,007, of which seven had to be paid for in cash, and 400,000 shares were issued as fully paid. The debenture debt is £247,000.

**HIGNETT'S TOBACCO COMPANY LTD.**—Registered as the Tobacco Company, Ltd., on 2nd April, 1881, with a capital of £200,000 in £100 shares. The present name was adopted on 9th May, 1899. The number of shares taken up is 320, the whole of which had to be paid for in cash. There has been called on each of the shares £50, the total calls received being £16,000.

**EDWARDS, RINGER & BIGG LTD.**—Registered 28th May, 1889, with a capital of £150,000, increased 31st August, 1893, to £275,000, in 1,500 ordinary and 1,250 preference shares of £100 each. There were issued as fully paid 1,250 ordinary and 750 preference shares, a further 350 preference shares being subscribed in cash, upon which £35,000 has been called up. The debenture debt is £45,000.

**WILLIAM CLARK & SON LTD.**—Registered 7th April, 1899, with a capital of £500,000 in 20,000 four and a half per cent. preference shares of £10 each, and 300,000 ordinary shares of £1 each; 20,000 of the £10 shares and 200,000 of the £1 shares were issued as fully paid. The Company only comprises seven shareholders, and the total cash calls amount to £7.

**JOHN PLAYER & SONS LTD.**—Registered 2nd April, 1895, with a capital of £200,000 in 4,000 shares of £50 each, half being five per cent. preference and half ordinary shares. The number to be paid for in cash was 1,600 preference and seven ordinary. The total calls received amount to £80,350. The sum agreed as paid on 1,593 ordinary is £79,650. The debenture debt is £80,000.

**HIGNETT BROTHERS & CO. LTD.**—Registered 27th October, 1894, with a capital of £500,000 in 10,000 ordinary shares of £50 each. The number of shares taken up is 3,008, of which eight had to be paid for in cash. The total calls received amount to £400. The sum of £150,000 was agreed as paid on 3,000 shares. The debenture debt is £50,000.

**RICHMOND CAVENDISH CO. LIMITED.**—Registered 1st February, 1865, with a capital of £50,000 in £10 shares. According to the latest return the number of shares taken up is 2,500, the total calls received being £25,000.

It will be seen that the aggregate capital of the above undertakings—share and debenture, cash and issued as fully paid—does not amount to more than a quarter of the fifteen millions with which the new combine is credited, and no particulars are to hand as to how the balance has been apportioned—presumably it merely means a watering of capital.



## From the "London Gazette."

### Receiving Orders.

BULLOCK, ZILLAH, tobacconist and news vendor, The Royal Library and Cigar Stores, Southend-on-Sea. September 16th, 1901, on debtor's own petition.

COHEN, SAMUEL, tobacconist, 446, Strand, W.C. September 25th, 1901, on creditor's petition.

BAKER, OSBORNE, hairdresser and tobacconist, 3, Stuart Street, Cardiff. September 30th, 1901, on debtor's own petition.

### First Meetings and Public Examinations.

DAY, WILLIAM JOHN, hairdresser, photographer, and tobacconist, 184, High Street, Margate. Date of first meeting, October 10th, 1901. Examination, October 10th, 10 a.m., Guildhall, Canterbury.

JEPSON, MARGARET (lately trading as Thomas Doran), tobacconist and yeast dealer, 135, Chapel Lane, Wigan, October 3rd, 1901. Examination, Court-house, Crawford Street, Wigan, October 10th, at 10.45 a.m.

### Adjudications.

BULLOCK, ZILLAH, tobacconist and news vendor, The Royal Library and Cigar Stores, Southend-on-Sea. Date of order, September 16th, 1901.

JEPSON, MARGARET, tobacconist and yeast dealer (lately trading as Thomas Doran), 135, Chapel Lane, Wigan. Date of order, September 23rd, 1901.

ADAMS, WILLIAM FREDERICK, hairdresser and tobacconist, 44, Cotham Hill, and 139, Redcliff Street, Bristol. Date of order, October 1st, 1901.

BAKER, OSBORNE, hairdresser and tobacconist, 3, Stuart Street, Cardiff. Date of order, September 30th, 1901.

### Notices of Intended Dividends.

WROE, WILLIAM (trading as Parkinson & Co.), tobacconist, 51, Old Market, Bradford. Last day for proofs, October 4th, 1901. Trustee, G. F. Whitworth, 15, Bridge Street, Bradford.

RICHARDSON, FRANCES (known as Frances Carter), tobacconist, 306, Shales Moor, Sheffield. Last day for proofs, October 18th, 1901. Trustee, John Charles Clegg, Official Receiver's offices, Sheffield.

HOWARD, W. G. (trading as Byne & Co.), tobacconist, 3, Old Town Street, Plymouth. Last day for proofs, October 23rd, 1901. Trustee, Thomas Henry Blake, Official Receiver, 6, Athenæum Terrace, Plymouth.

### Notices of Release of Trustees.

PAGE, FREDERICK, Market Place, Wantage, hairdresser and tobacconist. Trustee, George Mallam, 1, St. Aldate Street, Oxford.

BEERMAN, JACOB, 374, Essex Road, Islington, W., tobacconist. Trustee, Edwin Seedam Hough, Bankruptcy Buildings, Carey Street, London, W.C.

### Application for Debtor's Discharge.

OLD, WILLIAM CHARLES, tobacconist, 118, Longmore Street, and 103, Cox Street, Birmingham. At County Court, Birmingham, November 14th, at 10.30 a.m.

WALKER, JOHN, tobacconist, 185, Bradford Road, and 180, Main Street, Bingley, Yorkshire. Date fixed for hearing, October 22nd, 1901, at 10 a.m., at County Court, Manor Row, Bradford.

## In the Matter of—

SYDNEY HERBERT SMYTHE.—The statement of affairs of Sydney Herbert Smythe, tobacconist, of 35,

Palmerston Road, Boscombe, and lately carrying on business at 3, Commercial Road, Bournemouth, and 5, Bank Buildings, Boscombe, showed that the gross liabilities amounted to £451 15s. 4d., of which £143 17s. 6d. was expected to rank for dividend. There were no assets. The debtor attributed his failure to want of capital.—At the public examination in Bournemouth Bankruptcy Court, on September 20th, in reply to Mr. Dawes, the debtor stated that he had described himself as manager to the liquidator of S. H. Smythe and the Bournemouth Licensed Victuallers' Association, Ltd. He commenced business at Bournemouth on his own account about six years ago, and converted the business into a company in July of last year, the association being formed for the purpose of supplying tobacco, &c., required by the licensed victuallers. At that time the business was a paying one, but he could produce no balance sheets to show that that was so.—If you have got no balance sheets how could you tell that your business

was a paying one?—By the profits made on the weekly sales and expenditure.—You did not put those down in black and white?—No, sir.—So that it has practically been guess work?—Yes.—Proceeding, debtor stated that the idea to obtain further capital occurred to his mind in March, 1900, as he was being pressed at the time for the settlement of certain accounts. The business was taken over by the company on the following 28th July. At that time he estimated his liabilities at about £1,400, and his assets about £1,600. The idea of the promoters of the company was to put two people in for £1,000 each, and then make the customers shareholders and give them discount. The nominal capital was £5,000, but only about £12 was subscribed. He had to pay £950 in shares, and £50 upon a bill which was never met. The shares were not worth anything. He paid the costs incurred in the promotion of the company, but there was about £30 still owing to Messrs. Edwards & Co. The company went into voluntary liquidation, and Mr. Arthur Williams, of Bournemouth, was appointed liquidator. The latter had since received the takings, which amounted to about £25 per week, the

*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.**



expenses being estimated at just over £5. He had worked the business up from £10 per week when he commenced to £150 a week. The profits in the business were about 10 per cent.—The Official Receiver: It seems strange that there should be these profits and that the shares should be worth nothing.—The Registrar: When it comes to a company it dwindles at once. (Laughter.) Debtor: Yes, that's where it is. Debtor added that he originally put £125 into the business.—The Registrar: Really the reason for the formation of the company was that you were in difficulties? Debtor: For the purpose of raising capital.—The Registrar: Exactly, because you were in difficulties.—Mr. Dawes: I want to know when you first found yourself in difficulties?—Debtor: In March last year.—Mr. Dawes: Was it not about January that you found yourself unable to meet your debts?—Debtor replied in the affirmative, and said that he only took about £100 a year as his personal income.—By Mr. W. H. Curtis, who represented creditors: Before the formation of the company he had been sued by several creditors, and his object in converting the business into a company concern was to obtain relief from his difficulties, and also to launch out into a larger way of business.—Mr. Curtis: When you transferred the business to the company you knew that it was only turning over a profit of about £100 a year.—Debtor said that in March he was making about £10 per week, but as there was no capital he could not get goods, and the business dwindled to practically nothing. He turned over £500 or £600 of assets to a company which had only about £12 subscribed capital. The directors were to be himself, Mr. E. L. Box, of Horne & Co., London, and Mr. Davis, but the latter gentlemen were not shareholders. He could not say why those two gentlemen should have been made directors in view of the fact that they were not shareholders. Since the company had been formed another establishment had been opened; and it was decided that if the capital could be subscribed he was to receive £200 per annum for carrying on the business. When the liquidator was appointed about four shareholders were present. There were two debenture holders—Joseph and Therza Lewis—one being his wife's father. They guaranteed the overdraft on the National Provincial Bank (£800) and Wilts and Dorset Bank (£200); but it was not a fact that the business had been seized by the debenture holders. He had no property, but the bills which he backed would have been of no use without his signature attached.—Mr. Curtis: Your signed bills induced creditors to supply goods?—Debtor replied that he had not signed any bills for fresh goods. Since the bankruptcy he had been discharged from the management. The creditors of the company had pressed for information, but he could not say why Mr. Williams had declined to disclose any information.—The Registrar: There is a way of making Mr. Williams give the information?—Mr. Curtis: I know.—Debtor said he had been arrested on committal orders in the early part of the year, but the amounts had been paid by Mrs. Smythe, his wife having, he believed, borrowed from her mother. Williams certainly did not pay the amounts.—The examination was then formally adjourned, upon the application of the Official Receiver.

THOMAS SALT.—On September 24th, before Mr. Registrar Tennant, at Hanley, Thomas Salt, tobacconist and newsagent, 93, Broad Street, Hanley, came up for public examination on a statement showing gross liabilities £329 17s., and estimated deficiency £171 4s. 8d. The debtor attributed his failure to illness and bad debts. The examination was closed.

HENRY CHARLES RAWLEY.—The affairs of this debtor, hairdresser and tobacconist, of Swindon, were publicly examined on September 25th. His liabilities were put in as being £415 1s. 11d., only £337 7s. 7d. of this being expected to rank as dividend. When his assets had been taken into account, there was a deficiency shown of £134 7s. One of the chief reasons assigned by the debtor

for his failure was that the opening of a hairdressing establishment by the Great Western Railway Medical Fund Society had crippled his trade. The matter was adjourned till October 23rd.

JOHN W. REYNOLDS.—The examination of this debtor, lately trading as a tobacconist in Cardiff, was adjourned until November 1st, on the application of the trustee.

---

## IN PRAISE OF THE PIPE.

The following charming poem, signed K.L.S., recently appeared in the *Sun* :—

Fill up the pipe! And touch the flaming match!  
The swallows twitter 'neath the dripping thatch,  
But bravely leaps the blaze within, and while  
This joy is ours let's troll a lilting catch!

"Ah, sweet content! Here is thy mild abode;"  
In clouds of smoke we slip each weary load  
Of dire responsibility and dread,  
And, care-free, frolic on delight's highroad.

Fill up the pipe! This joy remains the same;  
The weed's a mistress that can ne'er grow tame;  
She never palls, nor solace e'er denies  
To prince or pauper, to the fleet or lame.

The hurrying years depart in goodly show;  
What matter? When the western sun is low  
It gives its richest colour, and the winds  
Through autumn's golden branches softly blow.

Hot youth is good, but on Time's rapid wing  
Maturer years full compensation bring—  
A mind well rounded out and rich with all  
The harmonies that prompt the heart to sing.

A few good friends, a seat beside the fire,  
A well-filled pouch at hand and pipe of brier,  
And in the heart a love of all mankind,  
And age is not catastrophe so dire.

Fill up the pipe! And let me dream again  
Of youth's ambitions, bauble-like and vain;  
So mellow are the memories that I  
Without a bitter thought review and train.

For nearly all is vain to which we cling;  
Wealth, power, fame, success—whate'er the ring,  
'Tis base in metal; even Love, so fair,  
Is far more vain than any other thing.

Fill up the pipe! Here vanity must end;  
Turkish, Perique, Virginia sweetly blend  
With Latakia and Havana, too,  
And each to each new excellence doth lend.

The weed, turned ashes, quickly is forgot;  
But joyously it yields its fragrant lot;  
Also man lives and dies and turns to dust,  
But all in rollicking good cheer. Why not?

This, then, our cue—to sweetly emulate  
Tobacco and its democratic state;

To give of comfort wheresoe'er we may,  
And love all men and leave the rest to fate.

And some far day, if I should chance to be  
Marooned on barren rock in sad salt sea,  
Where this thrice-blessed weed may never grow,  
Fill up the pipe! And smoke that pipe for me.



# OGDEN'S BOUGHT UP.

## FULL PARTICULARS OF THE BIG DEAL.

**I**T never rains but it pours. Recently a sensation was created by the absorption of Bryant & May by the Diamond Match Co.; now a still greater sensation has been caused by the purchase of the undertaking of Ogden's Ltd., a concern the progress of

which we had occasion to eulogise, and in the future of which we expressed our confidence. The matter is one of such vast importance and interest to the trade that we have been to some pains to obtain the fullest details, which we now have the pleasure to place before our readers. Shareholders, on September 17th, read in the press enough to somewhat prepare them for the circulars which they received on the following morning. The document, which was signed by Mr. R. H. Walters, the chairman of Ogden's Ltd., ran as follows:—

"I beg to inform you as the result of several conferences recently held between the directors of this Company and representatives of the American Tobacco Company, which is about to commence manufacturing tobacco and cigarettes in England, that I am authorised to submit to the shareholders and debenture stockholders the offer of the American Tobacco Company to acquire a controlling interest in this Company. The offer is as follows:—To purchase the preference shares at the price of £1 5s. per share, the ordinary shares at £2 10s. per share, and debenture stock at £111 10s. per £100, to include all dividends or interest, provided that 75 per cent. of each class of the shares and of the stock can be purchased. The offer is to remain open until noon on Tuesday next, the 24th inst., by which time all shareholders and debenture stockholders are requested to intimate their willingness to sell or not. If holders of 75 per cent., as aforesaid, do not assent to the offer, the American Tobacco Company reserve to themselves the right to take the shares and debenture stock, or either, of those shareholders and debenture stockholders willing to sell, but will not be bound to do so. The American Tobacco Company is a very large and active corporation with a capital of 70,000,000 dollars, and with its allied concerns controls a capital of over 200,000,000 dollars. They have decided to enter into active competition with the English tobacco manufacturers. The directors have given much anxious thought to the offer, and after the most careful consideration they have unanimously decided to sell on the terms offered all their shares and debenture stock, and to recommend the whole of the shareholders and debenture stockholders to also accept the offer, believing it to be in the best interests of the shareholders and debenture stockholders that they should do so. I, therefore, beg to inclose you a form of assent to the offer which should be forthwith returned to the undersigned, accompanied by the certificates for the shares and debenture stock, and transfers duly signed and witnessed. If the matter goes through a cheque will be forwarded to the shareholders and debenture stockholders selling their shares and stock by post on Monday, the 30th inst. If not, the certificates and transfers will be returned by post without expense to the shareholders and debenture stockholders. Having regard to the fact that some of the shareholders and debenture stockholders would probably like to have the opportunity of meeting the directors to discuss the offer, a meeting of the shareholders and debenture stockholders will be held at the Boardroom, Boundary Lane, Liverpool, on Friday, the 20th inst., at three o'clock in the

afternoon, when the directors will give any further information desired; but they urge upon the shareholders and debenture stockholders, if they are in favour of selling their shares and debenture stock at the prices mentioned, which they undoubtedly consider should be accepted, to send in their assents accompanied by the certificates and transfers before that day, as there is no probability of the offer being extended beyond the date mentioned."

Needless to say, immediately upon the publication of the fact that a deal was in the air the shares had a big jump, and some people were so anxious to participate in the good thing that they actually forced up the prices to a higher figure than the reported offer. After a good deal of wild buying, however, the quotation remained at £2 7s. 6d. It is now necessary, in order to make the nature of the deal quite clear, to give some particulars of the two concerns. First as to Ogden's Ltd. The directors are Mr. R. H. Walters (chairman), Mr. John McConal, Mr. Thomas Ogden, Mr. Percy Callaghan, and Mr. W. B. Ogden. Messrs. Grace, Smith, and Hood, of Liverpool, are the solicitors, and Messrs. F. W. Bentley & Co., of Huddersfield, and Messrs. Townley & Co., of Liverpool, the brokers of the Company.

The capital of the concern is £500,000, in £1 shares, half ordinary and half 5½ per cent. cumulative preferences, and 200,000 of each class of shares have been issued. Of the ordinary shares, 60,000 were issued at par, and 140,000 at £1 15s. Of the preference shares, 60,000 were issued at par, 40,000 at 22s. 6d., and 100,000 at 22s. The debenture stock amounted to £120,000, and was issued at par. The following is a list of the principal ordinary shareholders, as registered on August 25th last. For this we are indebted to the *Financial News*.

*Ogden, T., Chieveley, Warren Drive, Blundellsands	2,716
*Ogden, W. B., Ingle Nook, Merrilocks Road, Blundellsands	2,166
*Ogden, T., Ogden, W. B., and Ogden, Mrs. J. E., Chieveley, Warren Drive, Blundellsands	23,480
Ogden, C., Woodside, Wimbleton	930
Ogden, Mrs. M., Merrilocks Road, Blundellsands	500
Ogden, P., Lyndhurst, Edgerton, Rock Ferry	880
*Walters, R. H., Nethway, Grosvenor Road, Birkdale	2,043
*Callaghan, P., Danville Grove Road, Wallasey, Cheshire	1,938
Smith, F., 41, Castle Street, Liverpool	1,060
Walters, P. R., 7, Grosvenor Road, Birkdale	1,390
Walters, R. H., jun., Bolling Road, Ben Rhydding, nr. Leeds	45
Blamires, J., Bradley Lodge, near Huddersfield	2,000
Sykes, J. H., Cawthorne, near Barnsley	1,360
Holdroyd, G. H., Glenholt, Huddersfield	1,000
Sykes, C. F., Grove House, Dalton, Yorkshire	1,920
Wilson & Glenny Ltd., Kilmeny, Hawick, N.B.	1,300
Crowthor, H. A., Gawthorpe Green, Kirkheaton, near Huddersfield	1,000
Kaye, H., Knowl Villa, Mirfield	1,000
Shaw, W. D., Holmfield, Longwood, Huddersfield	1,040
Conacher, J. H., Springwood Avenue, Huddersfield	980
Ingram, C. L., 198, Strand, W. C.	1,000
Baron, B., 4-6, St. James' Place, Aldgate, E.	900
Eastwood, B., Fitzwilliam House, Huddersfield	1,000
Finlinson, A., Westfield House, Huddersfield	1,000
Fisher, H., Harewood, Birkdale	1,000
Greenwood, Colonel T., J.P., Edgerton Lodge, Huddersfield	1,200
MacLeod, D. M., 20, South John Street, Liverpool	1,350
Sykes, F. W., Green Leas, Lindley, Huddersfield	3,000
Tolson, L., Elmleigh, Dalton, Huddersfield	635
Watson, C., 19, Victoria Road, Waterloo	1,100
Hilton, T., Albert House, Far Headingley, Leeds	635
Maltby, F. T., The Elms, Spilsby	700

\* Directors.



**THE CIGARETTE WORLD AND TOBACCO NEWS, OCTOBER, 1901.**

Dawson, W., 73, Birch Street, Berry Brow, Huddersfield ...	1,113
Briggs, A. H., Cambridge House, Bradford ...	1,750
Brown, J. C., Hazel Holme, Cleator, Cumberland ...	1,000
Cundall, G. S., 8-9, Essex Street, Strand ...	1,000
Charlesworth, C. E., Owston Hall, Doncaster ...	5,000
Day, W., Grass Croft, Honley, Huddersfield ...	750
Keighley, T. B., Upperhead Mills, Huddersfield ...	670
Longbottom, J. S., Kockcliffe, Luddendenfoot ...	800
London Trust Company, Ltd., 37, Lombard Street, E.C. ...	840
Musgrave, A. S. J., Abbeylands, Stackhouse, near Settle ...	920
Northern Counties Investment Trust, 12, Piccadilly, Bradford	1,680
Sykes, J. N., Field Head, Lindley ...	1,000
Smalley, J., 24, Mersey Avenue, Aigburth, Liverpool ...	1,000
Townley, J. H., Sandringham Drive, New Brighton ...	1,350
Wardlow, A., Todd, F., Orr, R., Clydesdale Bank Ltd., Glasgow ...	715
Wilson, W., Knowlbrow, Mirfield ...	1,180
Yapp, W. J., 7, Wardour Street, W. ...	1,000
Newton, A. J., Bart., The Wood, Sydenham, S.E. ...	1,200
Sykes, Mrs. C., Doyley Villa, Fenay Bridge, Huddersfield	1,220
Bentley, F. W., Estate Buildings, Huddersfield ...	4,000

As to the American Company the head of the concern is Mr. Duke, so well-known in connection with "Duke's Cameos." The capital of the business with its allied concerns is stated to be about

**FIFTY MILLIONS STERLING,**

and it at present controls over 80 per cent. of the tobacco trade in America.

The following full details, however, which recently appeared in *The Statist*, will be read with interest by the trade.

**POSITION OF THE AMERICAN TOBACCO COMPANY.**

This Company was organised in 1890 under the laws of New Jersey to manufacture and sell tobacco. It had an authorised capital of 25,000,000 dollars. The businesses amalgamated comprised the firms of Allen & Ginter, of Richmond; W. Duke, Son & Co., of New York; Kinney Tobacco Company, of New York and Virginia; William S. Kimball & Co., of Rochester; and Goodwin & Co., of New York, all of whom, with perhaps the exception of the first-named, being well-known on this side, chiefly in connection with their various brands of cigarettes. In December, 1898, it sold its plug tobacco interests to the Continental Tobacco Company, receiving in exchange 30,274,200 preferred and common stock of the latter. In February, 1899, it acquired control of the Union Tobacco Company. In conjunction with the Continental Tobacco Company it also controls the American Snuff Company and the American Cigar Company. For the last four years its profits have steadily increased as follows:—1900, 6,303,498 dollars; 1899, 5,202,384 dollars; 1898, 4,957,804 dollars; 1897, 4,179,460 dollars.

On account of the sale of its plug business to the Continental Tobacco Company in 1898, and the large amount of undivided profits, it was enabled in 1899 to declare a scrip dividend of 100 per cent. to its ordinary stockholders.

We show below the balance sheet of the American Tobacco Company as on December 31st, 1900:—

**Assets**—Real estate, machinery, &c., 4,880,245 dollars; stock in hand, 9,887,723 dollars; stocks in other companies, 22,630,136 dollars; stocks in foreign companies, 4,456,373 dollars; cash, 1,292,441 dollars; sundry debtors, 6,864,867 dollars; goodwill, &c., 29,921,469 dollars; total assets, 79,933,253 dollars.

**Liabilities**—Common stock, 54,500,000 dollars; common stock, scrip, 3,014,490 dollars; preferred stock, 14,000,000 dollars; dividends, 1,097,500 dollars; sundry creditors, 2,910,065 dollars; advertising fund, 72,967 dollars; interest on scrip, 30,138 dollars; profit and loss account, 4,308,093 dollars. Total liabilities, 79,933,253 dollars.

The present capital of the Company is:—Common stock, 54,500,000 dollars; common scrip, 3,014,490 dollars; preferred stock, 14,000,000 dollars; total, 71,514,490 dollars.

The present price of the 50 dollar ordinary stock is 134 and of the 100 dollar preferred stock 142.

**THE CONTINENTAL TOBACCO COMPANY.**

We next notice, for reasons which will subsequently be obvious, the position of the closely-allied Company—the Continental Tobacco Company—which was incorporated in December, 1898, under the laws of New Jersey. It purchased the entire business of the Drummond Tobacco Company, of St. Louis; the Liggett & Myers Tobacco Company, of St. Louis; also the plug tobacco business of the American Tobacco Company, as referred to above. It also controls a large portion of the P. Lorillard Company's stock, and, in conjunction with the American Tobacco Company, controls the American Snuff Company, and the American Cigar Company. In April, 1899, it increased its common and preference stocks from 37,500,000 dollars to 50,000,000 dollars each. Its profits for 1900 have been as follows:—Net earnings, after deducting all charges and expenses for management, 4,480,858 dollars; deduct dividend on preference stock (7 per cent.), 3,419,122 dollars; carried forward, 1,061,736 dollars.

Its accounts are made up to December 31st, 1900, and assets and liabilities are as follows:—**Liabilities**—Preferred stock, 48,844,600 dollars; common stock, 48,846,100 dollars; debentures, 1,581,100 dollars; provision for interest, 27,669 dollars; dividend on preference stock, 854,781 dollars; accrued commission, 375,680 dollars; advertising fund, 501,725 dollars; sundry creditors, 1,962,365 dollars; balance, 1,384,931 dollars; total, 104,378,952 dollars. **Assets**—Plant trade marks, 78,504,960 dollars; stock in hand, 6,259,166 dollars; stock in other companies, 11,318,950 dollars; cash, 3,194,927 dollars; sundry debtors, 5,100,948 dollars; total, 104,378,952 dollars.

**THE REAL PURCHASER.—THE CONSOLIDATED TOBACCO CO.**

In June of this year the Consolidated Tobacco Company was formed. It was incorporated in New Jersey, and has a capital of 30,000,000 dollars. It decided to offer four per cent. fifty-year gold bonds to the holders of the common stock of the American and Continental Tobacco Companies on the following terms:—For 100 dollars American Tobacco Co. common stock, 200 dollars in bonds; for 100 dollars Continental Tobacco Co. common stock, 100 dollars in bonds.

The common stock of the American Tobacco Co. is 54,500,000 dollars, and the Continental Tobacco Co. 48,844,600 dollars. The exchange up to a recent date was 88 per cent. of the American tobacco stock, and 99 per cent. of the Continental tobacco stock, thus requiring 96,316,154 dollars of the new bonds. These bonds can be issued only to take up the two classes of stock mentioned, and not for any other purpose whatever. The bonds form a lien on the shares deposited, on the 30,000,000 dollars of cash capital of the Company, and whatever property may be acquired with the same, and upon the earnings of the new Company.

The directors of the Consolidated Tobacco Co. are all prominently connected with both the American Tobacco Co. and the Continental Tobacco Co. Therefore it will be evident that the real purchasers of the Ogden business is the Consolidated Tobacco Co., and presumably the money for the purchase price will be found by the issue of bonds as follows:—The price to be paid for the Ogden share and debenture capital is £816,900—presuming that the whole of the shareholders assent to the scheme—which equals 3,400,000 dollars, and this would probably be raised by an issue of ordinary stock of the American Tobacco Co. for that amount. Against this stock the Consolidated Tobacco Co. would issue bonds at the rate of 200 dollars for each 100 dollars stock. This would enable 6,800,000 dollars of four per cent. bonds to be created, which, as the present market price is 66, could be presumably placed at at least 60, which would give 4,080,000 dollars. As only 3,400,000



dollars would be required for Ogden's, this would leave 680,000 dollars as additional working capital for Ogden's, or any other purpose for which the Company might require it.

Dealing with the amount earned by the Company we can only add that, as regards its past record, dividends on the ordinary stock have lately been falling. For the first five years of its history, dividends were paid of 12 per cent. per annum, while in 1900 the dividend was only 6 per cent. In the interval, however, several scrip dividends of large amounts were paid. Of late the American Tobacco Company seem to be doing better, if one can judge from the price movements of the securities. The ordinary stock in 1880 fluctuated between 84½ and 114½, whilst this year the margin has been between 110½ as the lowest and 144 as the highest. The latest cable advices from New York give the quotation of the ordinary stock as 134, whilst mail advices quote the preferred stock as 145 to 150.

The purchasing Company made no secret of their desire to eventually control both the English and Continental tobacco trade, and, indeed, to secure a large share of the trade in other countries, and for securing the English and European trade alone they have already put aside no less than six millions of their capital. With a view to attaining their object the Company have already acquired large tobacco interests in Australia, a big plant has been purchased in Belfast, and a new trade and large properties in India have also passed into their hands.

In Japan, where there is a Governmental monopoly, the Trust has several cigarette factories, the output of which is larger than that of any other concern in the Japanese Empire.

The manufacturers and the trade generally have not been much perturbed by the news. Mr. Councillor Weingott, a well-known expert, interviewed by the *Westminster Gazette*, expressed himself very much to the point as follows:—"To talk of a tobacco invasion from America with any serious and permanent results," he said, "is nonsense. I regard the reported acquisition of a certain cigarette property as merely the belated capture of 'small fry.' Such an acquisition, overdone in importance, merely affects the distributing trade; it has nothing to do with the manufacturers, who are not likely either to warrant or fear any overtures from American 'trusts.' As for the thin edge of the wedge, the large British manufacturers—Wills, Lambert & Butler, and the rest—will see that that is not inserted. American cigarettes may be imported, but they cannot be manufactured under existing Customs laws in England, composed of the same ingredients. No, sir; we do not fear any challenge. Nor am I aware that it has yet been seriously offered."

Interviews with leading manufacturers have been published *ad nauseam*, but the general view seems to be that neither the public nor the trade have any cause for alarm. To control the English tobacco trade by buying even such an active and thriving concern as Ogden's is much the same as to fill a cup with sea-water and then imagine the ocean to be dry. The wily interviewer made strenuous efforts to draw Mr. Gallaher, but that gentleman absolutely refused to make any statement whatever.

The shareholders were called together speedily, and the following report of the meeting, which we extract from the *Financial Times*, will show that, as might have been expected, the offer was accepted:—

An extraordinary general meeting of the share and debenture holders of Ogden's Ltd. was held on September 20th, at the offices of the Company, Boundary Lane, Liverpool, in connection with the proposed offer for the acquisition of the undertaking by the American Tobacco Company. Mr. R. H. Walters, the Chairman of the Company, presided.

The Secretary (Mr. R. W. Stumbles) having read the notice convening the meeting,

The Chairman said: Of course, this meeting is somewhat different, or, I may say, entirely different to the ordinary meetings that we have hitherto held, inasmuch as it is a meeting to explain the position of affairs with regard to the proposed change in the management of the Company,

of which no doubt you have all heard a great deal lately. No resolutions will be put, but I purpose just explaining the position, and after that my vice-chairman, Mr. McConal, will also address you. We shall then be glad to have any opinions from our friends present, so as to make our meeting one of a friendly, consultative character. I am pleased to be able to welcome to this meeting at so short a notice the large number who are present for the purpose of hearing what your directors have to say on the position. We thought it was desirable that we should have an opportunity of meeting our stock and shareholders to have a friendly interchange of views, whilst at the same time laying before them the information which we have done. Well, ladies and gentlemen, I may say we were waited upon about 10 or 12 days ago by the president and vice-president and the general counsel for the American Tobacco Company with a view to ascertaining if we would sell a controlling interest in our business. At first they only desired to purchase shares, but after discussion it was decided to include in the offer one to the debenture holders to sell their stock. We were met by the representatives of the American Tobacco Company in the most friendly spirit, and after considerable negotiations, extending over a week, we received from them a definite offer in writing to acquire the whole of the shares and debenture stock of this Company. The offer is set out in the second paragraph of the circular which you have all received, and is as follows:—

#### TERMS OF THE OFFER.

To purchase the preference shares at the price of £1 5s. per share, ordinary shares at £2 10s. per share, and the debenture stock at £111 10s. per £100, to include all dividends or interest, provided that 75 per cent. of each class of the shares and of the stock can be purchased. The offer is to remain open until noon on Tuesday next, the 24th inst., by which time all shareholders and debenture stockholders are requested to intimate their willingness to sell or not. If the holders of 75 per cent. as aforesaid do not assent to the offer, the American Tobacco Company reserve to themselves the right to take the shares and debenture stock, or either, of those shareholders and debenture stockholders willing to sell, but will not be bound to do so. The directors unanimously came to the conclusion that in the best interests of the Company they ought to recommend the whole of the debenture and stockholders to accept these terms. With regard to the general bearing, I may say that the American Tobacco Company make no secret of the fact that they desire to obtain a large share of the tobacco trade both of England and of the Continent. With that object in view, the managers of the American Tobacco Company came to the conclusion that from their point of view it was desirable to obtain an active and progressive concern, which we pride ourselves upon having. Thus the directors were faced with this fact, apart from any personal considerations, that they had either to make the best possible bargain for the share and stockholders upon fair and reasonable lines, or have to look upon the proposed competition of the American Tobacco Company with the greatest anxiety, especially bearing in mind that we were dealing with the shareholders' money. In considering the proposed competition, they had to take into serious consideration the disparity of the capital of this Company and that of the American Tobacco Company. Whilst we have only an issued capital in debentures and shares to the amount of £460,000, their capital is about 50 millions sterling, or, in other words, for every £1 of capital issued by us they have £100, so that the contest in a "cutting" competition, whenever it came, would be unequal. Further, we had to take into consideration the fact that out of their profits the American Tobacco Company have set aside for the purpose of the active business efforts they intend to make of capturing the English and European trade a sum of six millions sterling, or, in other words, an available cash fund of nearly fourteen times our capital. Whilst we are young and vigorous, yet we cannot



claim to control such sums as those, and there is an old saying, which is as true to-day as ever it was, that "It is the money that makes the mare to go." The representatives of the American Tobacco Company had an opportunity of inspecting (in confidence) our books, and of looking over our works, and they were so satisfied with the result that they have made us this offer, which I think I may characterise as a generous one. They candidly say they would not have made so good a proposal if it had not been for the fact that they were not only impressed with our works, but with the officials and staff, and by the manner in which the whole business has been conducted. Now, to analyse the proposal a little in detail. You will notice preference shareholders are to get 25s. for each £1 share. Out of the 200,000 issued 60,000 have been issued at par—40,000 at 22s. 6d., 100,000 at 22s.—and I consider the offer a very fair one, considering that these shares had preference rights as to both capital and interest. The ordinary shareholders, who have taken all the risk of the prosperity or otherwise of the business, are to get 50s. a share. Of these, 60,000 were issued at par and 140,000 at 35s., so in either case they get a considerable sum over the issue price. But, of course, as they have taken the principal risk all through they are justly entitled to the principal profit. Turning to the debenture holders the stock was issued at par, and we think that with an addition of £11 10s. for each £100 the stockholders will have every reason to be satisfied. I may say that the whole of the directors and their families—and in that I include the Ogden family, who hold the largest number of shares—have unanimously decided to sell their holdings, believing it to be to their best interests that they should do so, and they strongly urge all the other stockholders and shareholders to follow their example. The business under the new proprietary will not be wound up, but will be carried on upon, perhaps, to some extent, different methods, and I may add that the present directors and staff will be retained in their different positions, but, of course, the new interests will have to be represented in the direction of the concern. In conclusion, I may say that whilst your directors are selling their shares and stock with regret, nevertheless they feel this is the proper course to pursue, and they recommend their fellow shareholders to follow their example.

#### ASSENTING SHAREHOLDERS.

Of course, the arrangement of matters has entailed considerable labour and responsibility upon us, and we have to acknowledge our indebtedness to Mr. Bentley, of Huddersfield, and Mr. Hood, the Company's solicitor, for the invaluable assistance they have rendered us. I have only to add now that the number of assents we have already received ensure the carrying out of the project. We have £29,330 debentures, £97,955 preference shares, and £136,321 ordinary shares. You will, therefore, perceive that the American Tobacco Company have now the controlling interest in the future of Ogden's Ltd. I must thank you for your courtesy in coming here to-day in such numbers, and for giving me a patient hearing.

Mr. J. McConnal (Vice-Chairman): The Chairman having so fully explained the details of the proposal for the acquisition by the American Tobacco Company of a controlling interest in this Company, it is unnecessary for me to enlarge upon the question, but I would inform you that the price at which the incoming shareholders acquire their interest represents a sum of £218,000 for the goodwill of the business, the other assets they are taking over being estimated at £600,000. There is thus a total of £818,000 to be paid for the entire business. Looking at it from the highest market point of view, and placing the preference and ordinary shares at the actual cost, the price is the figures below just prior to these negotiations; there will be a gain to the shareholders of some £180,000. I also desire to point out that we had no fear of the competition from the American Trust, so long as they

manufactured their goods on the other side, and we were protected by the preferential duty. The case, however, will be completely altered when the American Tobacco Company come to this country with the determined intention of either purchasing a going concern or building factories of their own on a large scale.

#### THE THREAT OF COMPETITION.

Backed up as they are by their great wealth, their large available funds for the purpose of establishing a business here, possessing splendid organisation, great purchasing power, and the determination and energy that Americans have, you see the American competition assumed a very serious aspect. After very carefully considering the state of affairs, the directors came to the conclusion that, as honourable men, they could not do otherwise than make the best arrangements possible in their power for the shareholders. As example is better than precept, the directors can only recommend their shareholders to adopt the same course as they have followed themselves, and dispose of their shares on the terms offered. Naturally, we did not like striking our colours, and giving up control of a concern which was successfully worked up from small beginnings to one of the foremost positions in the trade; but, in this case, as no doubt it will be the case in many other industrial concerns in this country, unless they are organised on something like the American plan, it would not be a case of striking the flag, but a case of entwining the Union Jack with the Stars and Stripes. The vast proportion of the shareholders have readily responded to the circular issued by the directors, and have sent in the assents to the proposal made therein. We would urge upon the remaining shareholders to come in at once, as there may possibly be but a very poor market afterwards for the shares remaining out. It will not be a matter of very great concern to the new shareholders whether the business pays a dividend for three, four, or five years to come, because they may, in increasing their business, go to such expense as may swamp the profits for that period, with the intention of reaping their reward in the future. More will be done for our customers and for the public than we have ever had it in our power to do, and good as the articles have been which have been supplied by Ogden's Ltd., and on which their business has been built up, the public will get still better value and at lower prices. It is a very flattering tribute to the success and to the name of your Company that the first purchase of any manufacturing tobacco concern in Great Britain has been ours by the American Tobacco Company. I would also point out that one of the first things the American Company has stipulated for was that the agreements existing with the members of the Board of Ogden's Ltd. should be continued, and, further, that the engagements with the staff and all other existing contracts should not be disturbed. You will observe that you are not paying by way of honorarium or compensation to the directors for bringing about these arrangements for loss of office. As a matter of fact, we stand on the same footing as you yourselves in this transaction by selling all our shares.

Mr. Percy Callaghan: We have come to the parting of the ways, and my colleagues and myself would be ungrateful if some expression of our thanks to you was not forthcoming. In the first place, let us thank you most heartily for the support you have always given us in general meetings, and also for your generous recognition of our services. We had hoped that this pleasant relationship would have continued for a very considerable time, but the fates have ordered it otherwise. But what we appreciate above all is the confidence you have ever reposed in us, which is fully evinced by the general response to our Chairman's letter. We are only asking you to do what we are doing ourselves, and I take this opportunity of telling you that not a member of the Board has bought, either directly or indirectly, a single share since the moment of the opening of the negotiations (applause).



## SHAREHOLDERS' QUESTIONS.

The Chairman then invited questions and remarks, in order that there should be a complete understanding as to the why and the wherefore of the directors' recommendations. After a few questions the Chairman announced that his hearers might take the thing as concluded, because additional assents had come in since the meeting had started. He, therefore, advised those who had not sent in their assents to do so at once, because, possibly, the purchasers might close down, and say that they wanted no more, and then those who had not sold would find the market rather thin if they came to sell (laughter).

Mr. W. Partington, representing his wife, a preference shareholder, said he considered that for preference shareholders who had paid 22s. 6d., or even 22s., the offer of 25s. per share was hardly good enough. He thought it a pity that young Englishmen should see the old Englishmen "cave in" because here were a lot of Americans coming over and blocking us. He regarded the purchase money as paltry. The Americans said they had so many millions to fight the English trader with. He thought they might have had a few more of those millions rather than cave in in the way they had done.

Mr. McConnal: Unfortunately we have not got them.

Mr. Partington, continuing, said they were setting a bad example to the young generation. It meant that the coming generation would be governed by a lot of Yankees, who had got our beef, flour, and all the commodities of life. The preference shareholders went into the Company with *bona fide* intentions, and had helped as far as they could to make Ogden's profitable, and now after two years they were landed. Surely British tobacco manufacturers had brains enough if they combined to fight the Yankee, and he was astonished at Ogden's being the first to cave in to the Americans.

The Chairman did not think that certain British manufacturers whose names had been mentioned would, even, if approached, join any combination such as Mr. Partington had indicated; there was too much jealousy among them.

Another Preference Shareholder, whilst prepared to sell at the price, thought he should have received more for his shares. They ought at least to have a clear profit of 5s. over and above what they had paid for the shares.

The Chairman remarked that the directors had done the best they could for the shareholders of each class. On the other hand, if they held out, their shares, for which they could now get 50s. would perhaps not realise 35s., and the preference shares might be worth less than par.

A Preference Shareholder: What is the alternative if we do stop in?

The Chairman: You will retain the shares you have got and take the chance whether the dividend you expect will be paid or not.

The same Shareholder: There is no fresh issue, then?

The Chairman: No; they will be preference shares in Ogden's Ltd., but the American people will have the control by the weight of the shares they have got, and, of course, you will take your chance.

Mr. J. H. Townley said it struck him very forcibly that there was nothing to interfere with the American Company, if they thought fit, reorganising, and then cutting down the rate of interest on the preference shares. When the recent Leyland Line deal took place, the ordinary shareholder got the big plum, while the preference shareholder received only par—no premium whatever. He would advise his brother preference shareholders to do as he had done—viz., accept the offer (applause).

Other preference shareholders expressed their willingness to sell, although of opinion they might have received more consideration.

A Debenture Holder thought that the class of shareholders to which he belonged was not being treated fairly. He bought the shares as a 10 years' investment, and he was now asked to give them back without any notice or interest in lieu of notice. This was particularly awkward for him, seeing it was trust money he had invested, and as it was now suddenly thrown on his hands.

The Chairman: You need not trouble yourself about it. If you really do not want to take it, leave it. It was goodwill on the part of our American friends to take the debentures; they did not want them.

Mr. McConnal: My daughter was one of the heaviest owners of debentures in this company, and I have counselled her to take hers out. Perhaps this may have some slight influence on other debenture holders.

Mr. W. D. Shaw, of Huddersfield, then moved:—"That the best thanks of this meeting be given to the directors of Ogden's Ltd. for their past management of the business of the Company, and for their successful negotiations for the sale of shares to the American Tobacco Company." As one of the trustees for the debenture holders, he felt he ought to say that the directors were deserving of the very best thanks of the shareholders. Perhaps the preference shareholders were just a little hardly treated; they might have received 27s. 6d. All shareholders must remember that the American Tobacco Company would have been formidable competitors, and they would have made a market in England if they had had to swamp half a dozen Ogden's Ltd.

Colonel Greenwood seconded, and the proposal, with the addition of words to include the solicitors and officials in the vote of thanks was carried unanimously.

The purchasing Company had stipulated that at least 75 per cent. of the shareholders of each class should accept the offer before September 24th. Since the meeting practically the whole of the shareholders had accepted, the few who declined holding quite an insignificant amount of the capital. We would strongly urge those who have not done so to close with the price offered at once; they are never likely to get such a good opportunity.

It would be impossible to conclude our account without expressing our admiration of the splendid results the Board have achieved for their shareholders. To get 10 per cent. for some years, and finally to receive £2 10s. for each £1 share, is an experience which investors rarely enjoy, and is in pleasant contrast to the many instances in which concerns have been sold to the public at a ridiculously inflated price and have turned out the most abject failures. We would further say that though the directors continue in office at reduced fees they have not asked for any compensation for their loss, so that they get nothing more than the profits on the sale of their shares. This was certainly a generous act on their part, and they well deserved the warm vote of thanks which was unanimously accorded to them.

---

AN EXPENSIVE SMASH.—The highest sum ever paid for the repair of a meerschaum pipe is £120. In June, 1897, Mr. Weingott, of Fleet Street, London, the well-known authority on amber, showed to one of his customers a remarkable pipe or cigar-tube, the reparation of which had just been completed by his firm. The tube or pipe, which was originally made to the order of the late King of Bavaria, took some years to carve out of a solid piece of meerschaum. The King smashed the whole of the carving by clapping his hands upon it, breaking it into hundreds of pieces. The finest workmen in England devoted themselves to the work of repair, with the result that the whole was put together in a miraculous fashion, and only in three instances was it found necessary to put in new work.



# Hull Tobacco Pipe Makers of the 17th Century.



OUR contemporary, the *Hull Times*, has the following admirable and exhaustive article on the above subject in a recent issue:—

One of the objects most frequently found during the process of excavation, especially near the sites of human habitation, is an old tobacco pipe, and it is an object which often gives rise to wild conjectures. To the ordinary mind any article discovered beneath the surface of the ground must be a thing of vast antiquity. An old tobacco pipe, found beneath the foundations of a seventeenth century house, is thus a proof that the ancient Britons smoked, or that the practice was introduced by the Romans or by the Danes. The theory which best pleases the fancy of the would-be antiquary is put forward as unquestionable fact. As the result of such lawless speculation these old pipes have gained the names of Celtic pipes, Danes' pipes, and, from the small size of many of them, Fairy pipes.

When we come to the sober realms of history we learn that the use of tobacco was introduced into England in the reign of Elizabeth, perhaps as early as the year 1565, the date ascribed by Taylor, the Water Poet, to its introduction by Sir John Hawkins. At first silver pipes were used, although smokers of limited means are said to have employed walnut shells and straws. In the early days of English smoking one pipe served for all the company in a room; each man took a few whiffs and passed the pipe on to his neighbour. Smoking at this time was called "drinking" tobacco.

But before the year 1600 the use of clay pipes had been adopted. A German traveller, who visited England in 1598, describing the bear garden at Southwark, says: "At these spectacles, and everywhere else, the English are constantly smoking tobacco, and in this manner: they have pipes on purpose, made of clay, into the further end of which they put the herb, so dry that it may be rubbed into powder, and, putting fire to it, they draw the smoke into their mouths, which they puff out again through their nostrils like funnels." Many of the oldest clay pipes which have been found have exceedingly small bowls. One now before me, when well filled, contains only one-thirtieth part of an ounce. The size of the pipe may, to some extent, have been determined by the cost of the weed. Some few years after its introduction into England, tobacco was sold at three shillings an ounce, equal, in the money of the present day, to at least 18s. an ounce. Half a century later the price had fallen to 18s. (or, in the money of the present day, 54s.) a pound.

The London tobacco pipe makers were incorporated into a guild or craft in 1619, but it was not till 1644 that the manufacture of tobacco pipes was introduced into Hull. At that period no one was permitted to exercise any trade in Hull unless he was a freeman of the borough. On the 21st November, 1644, Hugh Atkinson, tobacco pipe maker, was admitted a freeman of Hull, for a fine of 40s. He was the pioneer in what soon became one of the flourishing industries of Hull, an industry which has been carried on continuously in the town from 1644 to the present time. Hugh Atkinson's first apprentice was Thomas Kilham, or Kellam (for the name occurs in both forms), who was admitted a freeman of Hull on the 6th October, 1653.

Whenever excavations have been made in the old parts of Hull, old clay tobacco pipes have been found in considerable numbers. But, until quite lately, very few such pipes have been found which bore the marks or initials of their makers. I think I am right in saying that, before about 1665 and after about 1700, it was not usual for tobacco pipe manufacturers, in Hull, at least, to put their marks on their wares. I have seen no marked pipes which

could be ascribed to the first two Hull makers, Atkinson and Kilham, but pipes bearing the initial of makers who had been apprenticed to these men have lately been found in great plenty.

The pipes to which I refer were found during the excavations recently in and adjoining the new street from Prospect Street to Junction Street. Many hundreds must have been found, and, I believe, fully one-half of them bore the makers' marks. This street traverses diagonally what, till about the year 1780, was a pasture field, known as Brownell's Close. About, or shortly before 1650, part of this close was worked as a brickfield, and after 1650 the excavated portion was filled up with the contents of the Corporation nightsoil and refuse carts. Hence the large number of potsherds, broken tobacco pipes, and other trifling objects which the spade and pick-axe have recently brought to light.

So far as I have been able to discover, pipes bearing the initials of ten different Hull makers, all of whom were in business between 1663 and 1700 have been discovered. The marks are in all cases stamped upon the boss or spur, immediately below the neck of the bowl. Needless to say, no quite perfect pipe has been found. The stems have in every case been broken off, some quite close to the bowl. I have one with a stem six inches long, but I believe one or two longer ones were found. The stems are quite straight—not bent in the fashion of the modern "churchwarden." I have good ground for saying that a perfect pipe of the period would measure from ten to fifteen inches in length. The clay of which these pipes are made was of the finest quality. Though not glazed, the surface is smooth as glass. No clay pipes of equal quality are made now, even at Broseley.

Fortunately, I am able to throw some light on the question of the cost of tobacco pipes in the early part of the eighteenth century. I have before me the Household Book of Charles Warton, of Beverley Parks, covering the period from 1709 to 1714. Charles Warton was what would be called a good smoker. In one year he bought 24½ lbs. of tobacco, paying for it 1s. 8d. a pound. The quantity works out to rather more than an ounce a day, and I think we are justified in assuming that Warton smoked most of it himself, for, as his account book clearly proves, he was a man of unsociable character, and with the propensities of the miser strongly developed. One evidence of the latter fact is that he usually made his own tobacco pipes. No payments for the clay are recorded—no doubt the pipes were made from clay dug on his own estate. But for firing them—sometimes he calls it "baking" them, sometimes "buring" them—he paid William Wainman or Mary Tindall at the rate of one halfpenny a dozen. Sometimes, however, he indulged in the luxury of a pipe of better quality, as the following entries show:—

	s. d.
1709, July 5—Paid Wm. Wilson for ½ a groce of pipes ...	1 0
1711, June 1—Paid to Edwd. Webster for like he paid for	
1 groce Dutch pipes ... ..	2 4
and paid to Edwd. Webster for like he paid for	
carrying pipes to the boat ... ..	0 1
and for a basket to bring pipes in ... ..	0 3
and paid Tho. Cook for bringing said pipes from	
Hull ... ..	0 2
1711, Oct. 24—Paid Ed. Webster for like he paid for 8 dozen	
best pipes, with 4d. for carriage ... ..	1 10
1711, Nov. 22—Paid Ed. Webster for like he paid for 12 pipes	0 6
1712, Feb. 23—Paid Ed. Webster for like he paid for 36 pipes	0 9
1712, May 10—Paid Ed. Webster for like he paid for 3 dozen	
of best pipes ... ..	0 11
Paid Mr. Johnson for 18 pipes ... ..	0 3



OUR NOTED

# HIGH-CLASS TOBACCOS.

GOLF CLUB.

ROSEBUD.

RED VIRGINIA.

BURLEY GOLDEN CUT.

BROADWAY MIXTURE.

SWEET AS THE ROSE.

IN  $\frac{1}{16}$ ,  $\frac{1}{8}$  PACKETS AND  $\frac{1}{4}$  LB. TINS.

## THOMAS BRANKSTON & CO.,

69, 71 & 73, CARTER LANE, DOCTORS' COMMON, LONDON, E.C.

# MURATTI'S LATEST PRODUCTIONS.

ARISTON, Gold Tipped 100's, 50's & 20's

ARISTON, No. 6

NEBKA, No. 3

100's, 50's & 25's

POCKET  
CASES.

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.



1712, July 22—Paid Edwd. Webster for like he paid for 3/4	s. d.
groce Dutch pipes ... ..	1 6
1712, Aug. 16—3/4 a groce of pipes ... ..	0 9
1712, Nov. 1—Paid Ed. Webster per Ro. Duke like Ed.	
Webster said he paid for 6 dozen of Dutch pipes ...	1 8
1713, March 9—Paid Ed. Webster per Ro. Duke for like his	
wife paid for 8 dozen Dutch pipes, 2s. 8d., and carriage	
2d. ... ..	2 10
1713, Dec. 25—To Ed. Webster for like he paid for 36 pipes	0 6
1714, Apr. 28—For 3/4 groce Dutch pipes ... ..	1 6
1714, May 19—Paid for 2 groce of Nottingham pipes	5 6
Paid for box and cord... ..	1 1
Freight to Gainsborough ... ..	0 6
Paid Jo. Robinson for carriage from Beckside	0 2
May 23—I paid Ed. Webster for like he paid Tho. Cook	
for like he paid from Gainsborough to Hull [and]	
for bringing by water from Hull to Beverley of 2	
groce of pipes ... ..	0 10

Opposite the payment for the Nottingham pipes, Warton writes, "Very dear, very dear." Exclusive of payments for carriage he paid from 1 1/2 d. to 6d. a dozen for his pipes.

The following list includes all the Hull tobacco pipe makers whose pipes, so far as I have been able to ascertain, have been discovered during the recent excavations:—

- EF.—Edward Fowler, apprentice to Hugh Atkinson, tobacco pipe maker, admitted a freeman of Hull, 19 June, 1663.  
 IL.—John Leckenby, apprentice to Thomas Kilham, tobacco pipe maker, admitted a freeman, 16 August, 1666.  
 GF.—George Fowler, apprentice to Elizabeth Atkinson, widow of Hugh Atkinson, admitted a freeman, 30 September, 1670.  
 IC.—John Chapman, apprentice to Elizabeth Atkinson, admitted a freeman, 3 November, 1670.  
 IP.—John Page, apprentice to Elizabeth Atkinson, admitted a freeman, 8 October, 1673.  
 HN.—Henry Norman, apprentice to Elizabeth Atkinson, admitted a freeman, 10 September, 1674.  
 TC.—Thomas Cooke, apprentice to John Chapman, admitted a freeman, 13 February, 1678-9.  
 IE.—John Eggleston, apprentice to Susannah Kilham [widow of Thomas Kilham], admitted a freeman, 23 October, 1679.  
 RB.—Robert Burrill, apprentice to Henry Norman, admitted a freeman, 2 August, 1683.  
 NT.—Nicholas Tarboton, of Sculcoates, apprentice to Francis Wood, admitted a freeman, 24 January, 1689-90.

Of this last pipe maker, Nicholas Tarboton, I find an interesting note in the Corporation Bench Books, under date 23rd July, 1683. The entry reads as follows:—

John Chapman, Henry Norman, and the rest of the Pipemakers, being Burgesses within this Corporation, this day complained to this Bench that one Nicholas Tarboton served his apprenticeship to a Pipemaker at Selby, and is lately married to one in this Town, and hath taken a house with an intention to follow his calling here, and the said Nicholas Tarboton requested this Bench to-day to make him a Burgess of this Corporation. Upon hearing of the said Nicholas Tarboton this Bench refused to make him a Burgess and ordered him to remove himself and family from hence, being informed that there were more Burgesses already of that trade then finds employment.

Nicholas Tarboton forthwith removed himself, but no further than into the parish of Sculcoates, where he carried on his trade, but serving, at the same time, a nominal apprenticeship to Francis Wood, tobacco pipe maker, and burgess of Hull. At the end of his second apprenticeship he was admitted to all the privileges of a freeman of Hull.

There were other Hull pipe makers in the 17th century, of whose pipes I have seen no examples. I append a list of their names, with the dates of their admission to freedom of the borough of Hull:—

- Thomas Pate, apprentice to Hugh Atkinson; admitted 1st March, 1660-61.  
 William Taylor, apprentice to Thomas Kilham; admitted 1st December, 1664.  
 Robert Chapman, apprentice to Edward Fowler; admitted 28th July, 1681.  
 Francis Wood, apprentice to John Chapman; admitted 30th September, 1682.  
 William Best, apprentice to Francis Wood; admitted 14th July, 1698.

I need hardly say that I should be glad to learn the whereabouts of pipes bearing the initials of any of these makers. A few pipes bearing marks, apparently not of Hull makers, as IM and HS, have been found. Others, marked AB and BF, were probably made by widows of the Hull makers, Fowler and Burrill. Some pipes have been discovered bearing marks other than initials, as a fleur-de-lis or an anchor.

## AN ACTOR'S STORY.

THE *New York World* tells the following excellent story of John Kelly, the American actor:—

I was having dinner with Mr. and Mrs. Hopper over at the Gilsey House, remarked John T. Kelly. We were in the midst of dinner, when the most deplorable-looking old object I ever saw presented himself at the open window, hat in hand. He was a regular cartoon tramp. His clothes were of a thousand pieces and colours. He was unshaven and dirty, and I thought he was going to cry.

"Mr. Hopper and Mr. Kelly," he said, "I was once a rising young actor."

"What do you want?" I said, "and what do you want it for?"

"If I was to tell you my name," he answered, "you'd know me quick enough. But I won't—not in these clothes."

"Well, how much do you want?" says Hopper, his hand in his pocket. "How much would do you, for instance?" The man waved his hands.

"I don't want money," he said. "I aint got no use for money. I only just want one thing in the world. I'm nervous. The doctor says I'm a nervous wreck. He says I ought to smoke to soothe my nerves. No!" he said, with dignity, when we offered him cigars. "No Havanas, none. Do you see this, gentlemen?"

He opened his left hand and showed us a little mound of tobacco.

"That," he said, "I've been savin' for weeks, hopin' and hopin' to get enough just for a clay pipe to smoke it in."

I thought the fellow was going to cry.

"Do you mean," we said, "that a clay pipe is all you want in the world?"

"Honestly, it is," said the man, still wanting to cry. And then I thought we would, too.

Well, the thing struck us as so pathetic that we told the next table, and in a minute he got about four dollars through the window. He went off blessing us. I give you my word the incident rather broke us all up.

Two hours later Hopper and I were coming up Broadway, and around the corner on Twenty-eighth Street we saw a crowd. As we passed I caught a glimpse of our tramp in the midst of it.

And there he was, his left hand open, a little mound of tobacco in it, telling that same clay-pipe hope to forty people.

"Well, by Jove!" I said, "it's new, but I'm going to spoil its career. You wait till I give him just one good look at me!"

I slipped around to where, when he looked up a minute later, he had to see me. I nodded pleasantly.

"Well," I said, "same old pipe-dream, is it?"

His face looked all puckered up for a minute, and then he smiled a winning smile through his tears.

"Oh, Kelly," he said, "let me alone! Many's the time I've listened to your gags twice and never said a word. Do you wonder I passed by on the other side?"

manufact  
develop  
tobacco  
Ogden's  
be no  
contrary.  
bination  
its rivals  
Trust ha  
In the  
member  
cigarette  
under th  
St. Jame  
of the fir  
cigarette  
the same  
began to  
Straight  
hatted V  
in the w  
appear  
whose  
enormou  
a cheap  
  
For y  
which v  
which h  
cigarette  
were de  
element  
for the t  
When  
W. T.  
for supr  
everybo  
should  
consum  
never d  
such bit  
the four  
combine  
  
The r  
monopo  
Cigaret  
continer  
ments v  
characte  
Althoug  
the cost  
of the  
knick-ko  
took all  
were de  
It was t  
The Ac  
than ev



# THE AMERICAN "COMBINE."

## HOW A "TRUST" IS WORKED.



view of the recent purchase of Ogden's Ltd. by the American Tobacco Co., the following account of the growth of the latter concern by J. P. H., which appeared in the *Morning Leader* of October 7th, will be of interest:—

The combination of English tobacco manufacturers which has just been formed promises to develop an interesting fight with the great American tobacco monopoly which has just secured the business of Ogden's on this side of the Atlantic. Such a conflict will be no new experience for the American Trust—quite the contrary. Indeed, the whole history of the monster combination is but a succession of trade wars, in all of which its rivals have either been killed off or absorbed, while the Trust has invariably come out the winner.

In the early seventies Frank Kinney, a well-known member of the New York Athletic Club, started a small cigarette factory, in partnership with George Butler, under the firm name Kinney Brothers' Cigarette Co. The St. James "One-half" Cigarette was the leading product of the firm, its name being derived from the fact that the cigarettes were half perique and half straight-cut. About the same time the Allen & Ginter Co., of Richmond, Virginia, began to achieve world-wide fame through their Richmond Straight-Cut Cigarettes, the famous poster of a slouch-hatted Virginian being to this day one of the best-known in the world of mural advertisement. A third concern next appeared on the market—namely, Duke's, of Baltimore, whose "Cameo" and Old Judge Cigarettes had an enormous sale from the start, largely because they were a cheaper grade than the others.

### RUINOUS COMPETITION.

For years these three firms fought a triangular duel, which was the origin of the tremendous advertisements which have since come to be regarded as a necessity to the cigarette trade. All manner of "prize-packet" schemes were devised in the course of the struggle, the speculative element being traded upon as a basis for cultivating a taste for the then somewhat novel "paper cigars."

When a fourth tobacco firm entered the lists—namely, W. T. Blackwell & Co., of North Carolina—the fight for supremacy in the cigarette trade grew so fierce that everybody predicted disaster unless the warring firms should come to terms among themselves. Although the consumption of cigarettes was making headway at a rate never dreamed of, the cost of getting the trade in face of such bitter competition was all but ruinous. Accordingly, the four firms put their heads together, and decided to combine as the American Tobacco Company.

### A FIGHT TO A FINISH.

The new organisation did not, however, long enjoy a monopoly, even of the cigarette trade. The Admiral Cigarette Company soon began flooding the American continent with posters of their Admiral Cigarettes. Inducements were offered to dealers to handle these goods of a character almost incredible for their gratuitous folly. Although recent improvements in machinery had reduced the cost of manufacture to a comparative trifle, yet the cost of the advertisement, including the thousand and one knick-knacks given away inside the packages, practically took all the profit out of the business. But both sides were determined, and neither would listen to compromise. It was to be a fight to a finish, and so it turned out to be. The Admiral Cigarette Company ceased to exist, and the American Tobacco Company loomed up stronger than ever.

### SPREADING THE NET.

After securing what was tantamount to control of the cigarette trade, the Trust next went after the plug tobacco business. The enormous consumption of chewing tobacco in America makes this immensely profitable. But the firms engaged in the plug tobacco manufacturing were in a position to make a harder fight than any the Trust had yet encountered. It was a war of giants this time, with a vengeance. To meet the Trust with its own weapons, makers of plug tobacco combined to form a rival Trust, known as the Continental Tobacco Co. Each side had millions of capital at its command, and seemed determined to spend the last cent rather than cry quits. To give an idea of what the fight meant, one item alone for advertising "Battle Axe Plug" is said to have cost over a million and a half dollars in the course of a year. It was a merry war, so far as newspapers and bill-posters were concerned, though almost suicidal to the participants. Month after month the conflict grew hotter and hotter, and in proportion as the rival advertisements grew more screaming and flaring, the size of the cake of plug tobacco grew bigger and bigger. For a dime (fivepence) one could buy a plug of "Battle Axe" almost a foot long, three inches broad, and over half an inch thick, enough to last the most timber-jawed tobacco-chewer a whole week.

### INTERNAL QUARRELS.

Meantime, affairs within the Trust itself were anything but smooth sailing. Between the officers there developed a bitter fight for control. President Allen, the Company's first chairman, had died, and had been succeeded by his former partner, Major Ginter. The latter placed his nephew Arents in control as treasurer of the Company, and the latter, being a member of the New York Stock Exchange, dealings in tobacco stock soon began to attract attention by reason of their curious vagaries. The Butlers, who were also interested in Wall Street operations, tried to oust the management, but failed, they in turn being driven out of the Company.

In the hottest of this fight the stockholders were treated to an unpleasant sensation by the announcement that the dividend would be passed. Although the balance sheet showed several millions of undivided profits in the Company's exchequer, the parties in control were able to do practically as they pleased. Naturally there was a tremendous slump in tobacco stock on Wall Street, and when later the directors declared a dividend payable in script, the freezing-out process was all but complete. The opposition who had invested heavily in tobacco stock were nearly ruined by the operation, and were glad enough to sell out to the Trust on their own terms.

### WATERING THE CAPITAL.

For over three years now the Trust has practically controlled a monopoly of the American market. One of the first acts of the board after securing this supremacy was typical of its policy from the start. The accumulated profits, which were somehow unavailable for dividend a year previously, were suddenly let loose, and as a result the price of the stock, which had been hovering between 75 and 95 for months, went up by leaps and bounds till it got well and away over the 200 mark. Thereupon the board quietly announced that in future every 100 dols. share certificate should be in future regarded as 200 dols. In other words, without the subscription of a five cent piece the whole capital of the Company was doubled by the mere ipse dixit of the board of directors.

Such is the monopoly against which British manufacturers are up in arms for a life and death struggle.



## NEW LINES.

MESSRS. SINGLETON & COLE have favoured us with samples of their two latest lines in cigarettes. "Week End" (of which we produce a block) are put in well-enamelled tins containing 20 pieces, to retail at the low price of 4d., at which they show a good profit to the retailer. Each tin contains a portrait of one of our leading actresses admirably reproduced. The cigarettes are of bright Virginia of sound quality, and are thoroughly satisfactory in flavour. This is one of the most attractively-got-up cheap lines we have seen for some time, and it



should be stocked by every up-to-date tobacconist. The other line is a very high-class cigarette made from selected Virginia and tipped with natural maize leaf. These cigarettes are called "Maizie," and are sold at 3d. per packet of ten. Each packet contains a photograph of one of our generals. No better value can be found, the flavour is extremely pleasant, and the paper used of a very high quality. The appearance of the box is pleasing, and there should be a big sale for such a good article, priced so moderately.

MESSRS. R. LOCKYER & CO. have sent us samples of "My Lady's Own," gold tipped Virginia cigarettes, which they are now putting on the market. Having already earned the gratitude of the "mere male" smoker by their delicious "Palm Brand," Messrs. Lockyer have now determined to attempt to render a similar service to the ladies. There is a popular notion that ladies smoke nothing but Turkish tobacco, but this is a complete delusion; they like Virginia equally well, provided only it

is good enough. In the cigarette under notice there can be no doubt as to merit; they are of exceptionally fine quality, and possess an extremely delicate flavour, being manufactured from the finest Virginia. Moreover, they have that dainty look so essential to gain the favour of the lady smoker, and at the moderate price (6d. per box of ten) charged are certain to sell rapidly. In articles such as these appearance is of great importance, and Messrs. Lockyer have not been oblivious of the fact, as the



cigarettes are packed in artistic scarlet boxes made to look like watered silk. This renders them an attractive line for counter or window display, and last, but not least, like all the products of the firm, they give a good profit to the retailer. We can confidently recommend our readers to stock "My Lady's Own" freely, since if they have any on hand by December they are sure to go when the Christmas rush comes along.

"AUTOGRAPH MIXTURE."—MESSRS. W. D. and H. O. WILLS, LTD., have favoured us with a sample of a new mixture with the above title. It is designed to meet the wants of a large number of smokers who desire a mixture of choice tobaccos and do not mind paying a fair price for it. We have no hesitation in saying that "Autograph" should speedily become popular. It consists of admirably blended tobaccos of excellent quality, has a delightfully piquant flavour, and smokes cool. It is packed in  $\frac{1}{4}$  lb. air-tight tins, which are to be sold at a minimum price of 2s. 3d. At this price it leaves a reasonable profit to the retailer, and since it compares most favourably with mixtures in the market which are more costly it should certainly be stocked and pushed.



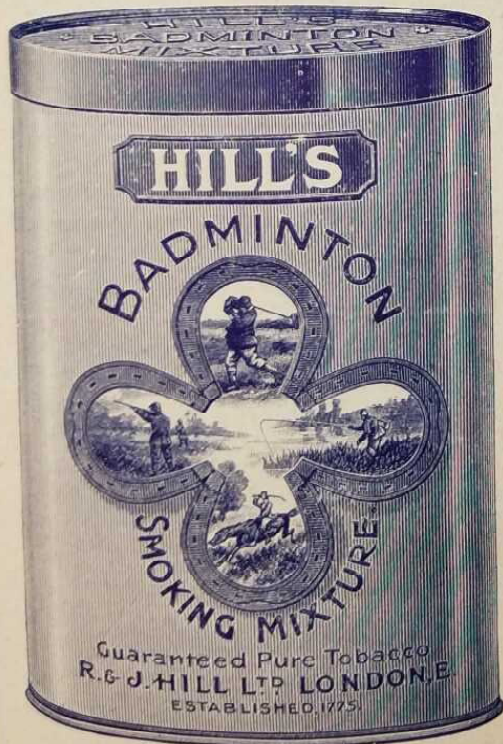
HIGH  
GRADE.



HIGH  
GRADE.

# BADMINTON

## SMOKING MIXTURE



AND

# CIGARETTES.

PERFECTION! (*Vide Press*).

➔ A GREAT SUCCESS.

In Tins and Packets only.

.....  
MANUFACTURED BY—

R. & J. HILL, Ltd. (ESTD. 1775), Shoreditch, LONDON.



# The Alliance and the "Cutters."

## SALMON & GLUCKSTEIN'S NEW SCHEME.



We are indebted to our contemporary, *The Daily Express*, for the following details of the latest sensational development in the policy of the Alliance:—

To the two combinations of tobacco manufacturers, American and British, recently formed, a third is to be added, this being a combination of retail tobacconists.

The most startling feature of the project, and one that has taken the trade completely by surprise, is that the proposal has emanated from the directors of Messrs. Salmon and Gluckstein, Limited, the well known price-cutters, and with whom the rest of the retail trade has been at daggers drawn for years.

The scheme was unfolded at a mass meeting of Scotch retailers held at Glasgow on October 8th, convened by the United Kingdom Tobacco Dealers' Alliance.

Mr. M. St. John, of Newcastle, the originator of the Alliance, presided, and explained the scheme.

What the Alliance has all along demanded, and what the manufacturers have, so far, declined to concede, is a clear profit of 20 per cent.; and Messrs. Salmon and Gluckstein have now stepped in and offered to manufacture for the Alliance at a very small percentage over cost; but what is of most importance to the general public is that Messrs. Salmon & Gluckstein also offer to bind themselves to raise their retail prices for all goods to the level of the Alliance's minimum schedule, which is very much higher than their present prices.

They will further give a guarantee for 20 years or longer that all tobaccos manufactured by them will yield a profit of not less than 20 per cent., and all cigarettes a profit of not less than 25 per cent.

It is estimated that the combine will embrace the businesses of between 3,000 and 4,000 retail tobacconists, as well as the 150 shops of Messrs. Salmon & Gluckstein.

It appears that three of the directors of the company met the governing committee of the Alliance at Glasgow on Monday, when the details of the scheme were settled at a conference lasting the entire day.

At the meeting it was stated on the authority of Mr. Duke, of the American Tobacco Company, that that concern has no intention of opening retail shops in this country, and that they will confine their energies to the manufacturing and distributing side of the trade.

On a vote being taken the meeting unanimously authorised the governing committee to go on with the scheme, and when completed to have it submitted to the various branches of the Alliance throughout the country. Meanwhile the shareholders of Messrs. Salmon & Gluckstein have yet to be consulted and their consent to the scheme obtained.

We publish below extracts from an interview between the representative of the *Financial Times* and Mr. Fisher, the Secretary of Salmon & Gluckstein, Ltd. Mr. Fisher, in reply to questions, said:—

"The details are not yet settled, but the general outline has been accepted. There is one point, however, that you might make clear to the public. A general impression prevails that the arrangement is the outcome of the acquisition of Ogden's by the American Tobacco Co. This conclusion is only natural in view of the fact that it occurred so quickly after the consummation of the American deal; but, as a matter of fact, there is no connection between the two, our scheme having been on the tapis for nearly a year."

"The new arrangement, I assume, will benefit Salmon and Gluckstein?"

"It is bound to do so," was the reply. "There are some 15,000 to 20,000 retail tobacconists in the country, and to a large proportion of these we shall supply tobacco, cigars, cigarettes, and fancy goods, on which we shall make a certain profit in addition to our usual trade."

"But will not this mean that the public will have to pay more for your products? It is a well-known fact that many retailers in London charge higher prices than rule in your shops."

"There will be no increase in the price of our tobaccos to the public, and one of the conditions of the arrangement is that retailers supplied with our goods must sell them at the same prices as our own shops do. Unlike many schemes for combination, it is one which will benefit not only ourselves and the retailers, but also the public."

"Do I understand, then, that retailers who take your goods will have to confine themselves to your manufactures?"

"Oh, no. There is nothing of a monopoly intended. They can sell other makers' goods as well."

"Is the American combination likely to prove a thorn in your side?" asked our representative.

"The American deal will not hurt us. We sell their goods, and will continue to do so. Our Directors from the commencement adopted as their standard the principle of supplying the public with good value for their money. They have succeeded in doing so, and they have no intention of sliding down from their platform."

From the interview it was evident that the secretary was very hopeful as to the results of the scheme to Salmon and Gluckstein, but whether the arrangement will be regarded in the same light by other tobacco manufacturers is another question. If the matter is well responded to by provincial retailers it will mean that Salmon & Gluckstein's manufactures will be introduced into localities which for years past have been practically close preserves for their competitors.—*Financial Times*.



LA FLOR DE VARZES Y CA



FABRICANTES DE TABACOS

THIS CELEBRATED BRAND IS MADE IN THREE SIZES, viz. :—

Lords of England

*In 100's, 50's  
and 25's.*

*In 100's, 50's  
and 25's.*

Regalia Britannica

Princessas

*In 100's and  
50's.*

WHOLESALE ONLY, FROM THE MANUFACTURER :—

**R. I. DEXTER,**  
NOTTINGHAM.



## How to Colour a Meerschaum.

**T**HE *Tobacco Leaf* publishes the following excellent hints on colouring a meerschaum pipe:—A quarter of a century ago the process of colouring meerschaum was considered an operation of extreme delicacy, and one that was attended with great danger of failure. Of late years, however, the art has been considerably simplified, and with a few precautions and a little patience perfection in colouring can be attained. It might be well to explain at the beginning what the process of colouring really is. The exterior surface of every piece of meerschaum is polished and afterwards waxed. The meerschaum itself is of an absorbent nature, and when the finished article is smoked, the interior walls of the pipe, being left in their natural state, take up the juice of the burning weed, which soaks through the pores of the meerschaum and penetrates to the outer surface. Here it is stopped by the coating of wax where it accumulates, spreads itself evenly over the pipe and in a degree hardens. It does not harden sufficiently, however, to become permanent, and therefore an artificial "fixing" process must be resorted to in order to thoroughly set the colour.

Now then, the first thing to do upon procuring your pipe is to fit it with a false bowl. This is called a colouring bowl, and can be procured at any pipe store for about 25 cents. It is a pipe bowl minus the aperture for the stem, and with a cork fitted into the bottom. This cork is perforated, and the outer end projects sufficiently to be fitted into the top of the meerschaum pipe bowl. Never make the fatal error of putting the tobacco into the bowl of your pipe. Always use the colouring bowl. This is necessary, because otherwise the burning tobacco will destroy the colouring facilities of the waxed surface of your pipe, and you cannot hope to colour it properly. A colouring bowl can be made of a corncob. Withdraw the stem and plug up the hole. Punch two or three holes through the bottom with a bradawl, and whittle off the bottom of the bowl to fit snugly into your pipe bowl. Where regular colouring bowls can be so easily procured from any dealer, it is hardly necessary to resort to this primitive method, which is not likely to give as satisfactory results. Some smokers put a four-holed button in the bowl proper, and on it a bunch of cotton batting. The purpose of the batting is to absorb and more evenly distribute the juice of the tobacco over the inner surface of the pipe as it trickles down from the colouring bowl. The button is to prevent the batting from clogging the stem-hole. The button and cotton scheme is not considered necessary by professional pipe men, however.

After affixing your colouring bowl, fill it with tobacco, light up and smoke away. By the use of this bowl there is little, if any, danger of smoking too fast or getting your pipe too hot. Do not handle the meerschaum with your bare fingers any more than is absolutely necessary, particularly when smoking. If the pipe is constructed so that it can be done conveniently, hold it by the amber bit. Otherwise throw a handkerchief—preferably a silk one—over your hand, or a piece of chamois skin, thus avoiding direct contact between the fingers and the pipe bowl. In my opinion, no other rules need be set down governing the process of colouring. Knowing of what the process consists, one's common sense will tell him what else to do or not to do. After a half-dozen smokes the change in colour will begin to take place. The time required to perfect the task depends upon the size and style of the pipe, the kind of tobacco used, the quality of the meerschaum, and the amount of smoking done by the colourer. Given a moderate smoker, tobacco of medium strength, and an ordinary piece of meerschaum, a plain pipe should be pretty thoroughly coloured in six or eight months.

The pipe, when the process is completed, should be a dark cherry or mahogany colour, and the shade should be evenly spread over the entire bowl and stem. I should have stated before that the somewhat common practice of having the bowl encased in a coating of chamois skin sewed tightly around the pipe is not considered by the majority of experts to be productive of the best results. When the bowl has taken on a colouring which is perfectly satisfactory, it is necessary for you to have the colour "set" before you can safely remove your upper bowl and begin smoking in the pipe proper. This should be done by a professional colour-setter.

---

### A NOVELTY IN COMPANIES.

*The Globe* gives the following account of a new enterprise which will be valuable to pipe smokers. Our contemporary, however, does not give the address:—The latest enterprise has a savour of novelty. Its circular runs thus: "Smokers Beware of a foul pipe; it is a source of Danger to Yourself, a Discomfort to your Friends, and the Enjoyment of a Smoke is Spoiled. To remedy this the — Pipe Cleaning Company propose to Call for your Pipe regularly, Clean thoroughly, and Return Promptly, for the small sum of One Penny per Pipe"; and at the bottom, as a sort of sign of the times, comes the following:—Name (state whether Mr., Mrs., or Miss).



# LA SAGERA CHOICE CIGARS.

**GOODMAN & HARRIS.**

**GOODMAN & HARRIS.**

**GOODMAN & HARRIS.**

REGALIA SALON

EXCEPTIONALES

DELICIOSOS SELECTOS

**GOODMAN & HARRIS.**  
CIGAR  
MANUFACTURERS.

93, HUMBERSTONE GATE,  
LEICESTER.

**GOODMAN & HARRIS.**

WHOLESALE FROM

# Goodman & Harris,

## LEICESTER.

Tel. Address—VALERIO, LEICESTER.

Nat. Tel. 539.





## NEW BRANDS

The following appeared in the *Trade Marks Journal* for September 18th, 1901:—

**La Flor de Ixion.**—239,248. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., Clarence Works, York Road, City Road, London, E.C.; tobacco manufacturers. July 2nd, 1901.

**Frontier.**—239,410. Manufactured tobacco. Lambert and Butler, Ltd., 141-4, Drury Lane, London; tobacco manufacturers. July 9th, 1901.

**St. Elmo.**—239,643. Tobacco, whether manufactured or unmanufactured. Sidney Pullinger, Ltd., 41, Cannon Street, Birmingham; cigar manufacturers. July 20th, 1901.

**St. Andrew.**—239,925. Tobacco, whether manufactured or unmanufactured. Isabella Neilson, 2, South St. Andrew Street, Edinburgh; tobacconist. August 3rd, 1901.

**Needle Point.**—239,411. Manufactured tobacco. Lambert & Butler, Ltd., 141-4, Drury Lane, London; tobacco manufacturers. July 9th, 1901.

**Trumpeter.**—239,412. Manufactured tobacco. Lambert and Butler, Ltd., 141-4, Drury Lane, London; tobacco manufacturers. July 9th, 1901.

**Scout.**—239,413. Manufactured tobacco. Lambert and Butler, Ltd., 141-4, Drury Lane, London; tobacco manufacturers. July 9th, 1901.

**Fortress.**—239,947. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster and Ashton Gate, Bristol, and 53-5, Holborn Viaduct, London; tobacco manufacturers. August 7th, 1901.

**Santa-Bey.**—239,986. Tobacco, whether manufactured or unmanufactured. Howard Peet, trading as Peet & Co., Victoria Works, 408, Victoria Street, Grimsby; cigar manufacturer. August 9th, 1901.

**Fellowship.**—240,039. Manufactured tobacco. George Samuel Newson, 4, Castle Street, Douglas, Isle of Man; tobacconist. August 13th, 1901.

**Parapet.**—240,052. Tobacco, whether manufactured or unmanufactured. William Alfred Churchman and Arthur Charles Churchman, trading as W. A. & A. C. Churchman, 112 and 113, Aldersgate Street, London; and the Tobacco Factory, Portman Road, Ipswich, Suffolk; tobacco manufacturers. August 13th, 1901.

**St. Swithins.**—240,056. 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.

**Cup Day.**—240,063. 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.

**Beurengas.**—No claim is made to the exclusive use of the word "Beuren." 240,147. Tobacco, whether manufactured or unmanufactured. John Player & Sons, Ltd., Castle Tobacco Factory, Nottingham; tobacco and cigar manufacturers. August 19th, 1901.

**Kondoulinde.**—240,244. Tobacco, whether manufactured or unmanufactured. George Raphael, trading as the Cabana Cigar Co., 230-231, Tottenham Court Road, London, W.; tobacco and cigar manufacturer and importer. August 22nd, 1901.

**Canty Carl.**—240,322. Tobacco, whether manufactured or unmanufactured. F. & J. Smith, 151-163, George Street, and 29-31, North Albion Street, Glasgow; tobacco snuff, and cigarette manufacturers. August 27th, 1901.

The following appeared in the *Trade Marks Journal* for September 25th, 1901:—

**Britoria.**—237,084. All goods included in Class 45-Clifford William Davies, 1, Banwell Villas, Palmers Green Road, New Southgate, N., Middlesex; tea agent. March 27th, 1901.

**Beefsteak.**—239,702. Tobacco, manufactured, cigarettes, and cigars. Hignett Bros. & Co. Ltd., 66, Whitechapel, Liverpool; tobacco manufacturers. July 24th, 1901.

**El Mykore.**—239,926. Tobacco, manufactured and unmanufactured. Goodman & Harris, also trading as Ambrose Valerio & Co., 89, Humberstone Gate, Leicester; cigar manufacturers. August 3rd, 1901.

**Main Line.**—239,992. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol, and 53-5, Holborn Viaduct, London; tobacco manufacturers. August 9th, 1901.

**El Ansioso.**—240,133. Tobacco, whether manufactured or unmanufactured. Thomas Humphrey Evans and Samuel Hindle Evans, trading as John James, 24, Old Millgate, Manchester; cigar importers. August 19th, 1901.

**Nisto.**—240,346. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol, and 53-5, Holborn Viaduct, London; tobacco manufacturers. August 29th, 1901.

The following appeared in the *Trade Marks Journal* for October 2nd, 1901:—

**Golden Dawn.**—239,403. Cigarettes. Stephen Mitchell and Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. July 8th, 1901.

**Embassy.**—239,901. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. August 2nd, 1901. *By consent.*

**Onkibel.**—240,082. Manufactured tobacco. Mark Hector Levi, 18, Cumberland Street, Manchester; grey cloth agent. August 15th, 1901.

**Golden Pelican.**—240,355. Tobacco, whether manufactured or unmanufactured. Tetley & Sons, 2, Boar Lane, Leeds; tobacco manufacturers. August 29th, 1901.

**Sannick.**—240,425. Tobacco, whether manufactured or unmanufactured. Joseph Nevison, trading as William Nevison & Son, High Mills, Eamont Bridge, Penrith; tobacco and snuff manufacturer. September 3rd, 1901.

The following appeared in the *Trade Marks Journal* for October 9th, 1901:—

**Splinter Bar.**—240,499. Tobacco, manufactured or unmanufactured. Beresford Thomas Foyle, trading as Foyle & Sons, 37, Houndsditch, London, E.C.; wholesale dealer in tobacco, cigars, and cigarettes. September 6th, 1901.



# 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 SEPTEMBER COMPETITION.

The Winner of last month's competition, in which the word "Possess" was mis-spelt on page 328, was—

Mr. E. STRIPP, Retailer, 9, St. Laurence Street, Hull Road, York,  
to whom a parcel of Messrs. Singleton & Cole's "Specialities" to the value of 20/- has  
been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY NOVEMBER 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 November, 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, Barnes,  
London, S.W.

Addressed as follows:

Word Mis-spelt

In Advert. of Messrs.

Signature of Competitor

If a Retailer, state so

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

Postal Address



# STANDARD AND RECENT LINES.

Single Line Advts.

Single Line Advts.

## A HANDY REFERENCE FOR RETAILERS.

- ANALI** (TURKISH MONOPOLY CIGARETTE CO. LD., 5, Bevis Marks, E.C.). Virg. Cigtt. To retail 3d. per pkt of 12.
- BADMINTON** (R. & J. HILL, LD., London, E.). A perfect Smoking Mixture.  $\frac{1}{16}$ ,  $\frac{1}{8}$ ,  $\frac{1}{4}$ , and  $\frac{1}{2}$  lbs.
- BANDMASTER CIGARETTES** (COHEN, WEENEN & CO., 25, Commercial Road, E.). A Leading 1d. line.
- BRIGHT FLAKED VIRGINIA CIGARETTES** (W. & F. FAULKNER, LD., Blackfriars Road, S.E.). 2d. pkts. of 10.
- CAPILLA BLANCA** (J. & P. LEWEY, 40, Wellclose Square, E.). Cigars in Tins. To retail 5 for 1/-.
- CARAYOPOULO** (AVISS BROS., LD., 81, Fenchurch Street, E.C.). Egyptian Cigarettes, in all sizes.
- FLOR DE GRACK** (THE T.S. SYNDICATE, 55, Farringdon Street). Havana Cigars. 8 sizes.
- GARCKO** (THE T.S. SYNDICATE, 55, Farringdon Street). British Cigars, Tobacco, and Cigarettes.
- GOLDEN BLOSSOM CIGARETTES** (SINGLETON & COLE, Birmingham). Tins of 25's and 50's, 14/6 per 1,000. Subject to usual discount.
- GRAND-CUT VIRGINIA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco.
- HOFFMAN HOUSE CIGARS** (THE HILSON CO., of New York). Agents for the Provinces. Ind, Coope & Co. Ltd., Burton-on-Trent.
- KAHIRA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Turkish Cigarettes in Tins.
- MALCAJIK** (C. C. O. VAN LENNEP, 23, Budge Row, E.C.). Turkish Cigarettes, made by grower. Tins. Minimum retail 5/6 per 100.
- MARIGOLD TOBACCO AND CIGARETTES** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- MONASTERY** (ADKIN & SONS, Aldgate High St., E.). High Grade Virg. Cigarettes. 2d. pkts. of 10, with mouthpieces
- NAMONA** (JOHN MAYER & CO., 62, Leadenhall St.). An imported American Smoking Mixture, in  $\frac{1}{8}$  and  $\frac{1}{4}$  lb.
- RED LION** (W. T. OSBORNE & CO., 37, Waterloo Road, S.E.). Virginia, in 1/32 packets.
- RILEY'S No. 20 TOBACCO GEMS** (RILEY & SON, LD., Convent Works, Nottingham). New Paperless Cigarette. 1 lb. and 1 oz. boxes and 1 oz. tins. Send 5s. for sample of each.
- SWEET "CHERRY-TIPPED" CIGARETTES** (JACOBI BROS. & CO. LD., 9 & 11, Wilson Street, E.C.). Prices on Application.
- SWEET GUINEA GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- VIRGIN GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- WALKING STICKS** (HENRY HOWELL & CO., 180, Old Street, London, E.C.).
- WALKING STICKS** (JACOBS, YOUNG & CO., 265, Boro' High St., S.E.). Wholesale & Export. Price List on application.
- WEST INDIAN PLANTERS & PLANTORES** (A. SCHEUCH & CO., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

## OF WHOM AND WHAT TO ORDER.

### INDEX TO ADVERTISEMENTS.

	PAGE		PAGE
Adkin & Sons, London, "Commodore Cigarettes" ... ..	Cover ii.	Jarrett Brothers, London, "Indian Cigars" ... ..	Cover ii.
Bell, J. & F., Ltd., Glasgow, "Three Nuns Tobacco" ... ..	399	Lambert & Butler, "Viking Tobacco and Cigarettes" ... ..	Cover iv.
Biggs, J. & Son, "Two Roses and Richmond Bouquet Cigarettes" ... ..	Cover i.	Lloyd, Rd. & Sons, London, "Notice of Removal" ... ..	366
Brankston & Co., London, "Tobaccos" ... ..	389	McDowell & Co. Ltd., "Bahadurs" ... ..	368
Caridi, John & Co., London, "Darvel Bay Cigars" ... ..	370	Melbourne, Hart & Co., London, "Vafiadis Cigarettes" ... ..	363, et seq.
Caridi, John & Co., London, "Flor de Munshee" ... ..	Cover iii.	Muratti, B. Sons & Co. Ltd., Manchester, "Cigarettes" ... ..	389
Cohen, Weenen & Co., London, "New Premises" ... ..	Cover i.	Player, John & Sons, Ltd., Nottingham, "Cigarettes" ... ..	363
Cohen, Weenen & Co., London, "Gainsborough Cigarettes" ... ..	362	Pullinger, Sidney, Ltd., "Colonial Empires" ... ..	364
Custance, J. H., Putney, "Asthore Cigarettes" ... ..	Cover ii.	Robinson & Barnsdale, Ltd., Nottingham and London, "Ship's Tobacco Cigarettes" ... ..	372
Dexter, R. L., Nottingham, "Flor de Varzes" ... ..	395	Singleton & Cole, Ltd., "New Price List" ... ..	368
Elkin, Adolph & Co., London, "Price List" ... ..	366	Standard and Recent Lines ... ..	400
Freeman, J. R. & Son, London, "Darvel Bay Cigars" ... ..	370	Steel, James & Co., "Cigars" ... ..	366
The Original "Challenge" Flats ... ..	Cover i.	Teofani & Co., London, "High-class Cigarettes" ... ..	373
Goodman & Harris, Leicester, "La Sagera Cigars" ... ..	397	The Tobacconists' Supply Syndicate, London ... ..	Cover iii.
Hill, R. & J., "Badminton" ... ..	393	T.S.S., "Special Notices" ... ..	361
Hooper, A. M., London, McDowell's "Bahadurs" ... ..	368	Wills, W. D. & H. O., "Notice to the Trade" ... ..	Cover i.
Jacobi, Bros. & Co. Ltd., London, "Cherry Tipped Cigarettes" ... ..	363		



Telegraphic Address—CRACKERS.

Telephone—1235 HOLBORN.

# Tobacconists' Supply Syndicate

SUPPLY ALL GOODS REQUIRED BY TOBACCONISTS.

HAVE THE LARGEST STOCK IN LONDON.

The Best & Cheapest Wholesale House <sup>in</sup> the Kingdom.

ALL ORDERS

SHOULD BE SENT TO 55, FARRINGDON STREET.

WAREHOUSE—1, 2, 3, 4, PLUM TREE COURT (ADJOINING HOLBORN VIADUCT).

Our New Price List on Application, Post Free.

THE

# FLOR DE MUNSHÉE

(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.

ER, 1901.  
ES.  
ts.  
pkt of 12.  
ine.  
ts. of 10.  
on-Trent.  
Minimum retail  
six per doz.  
E.).  
thpieces  
1/4 lb.  
and 1/2 oz. from  
sample of each.  
Print on  
Application.  
igarettes.  
plication.  
kts. of 8.  
PAGE  
Cover II.  
Cover IV.  
366  
368  
363, et seq.  
369  
365  
364  
372  
368  
400  
366  
375  
Cover III.  
361  
Cover I.





# '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.