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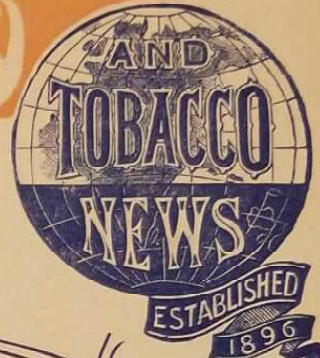
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Published on the 15th of every Month.

Published on the 15th of every Month.



## The Cigarette World



The Retailer's Journal:

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

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

### WILLS'S

# "GOLD FLAKE"

Tobacco  
AND Cigarettes

IN TWO DEGREES OF STRENGTH.

**MILD** (the original) with Yellow and Red Label.  
In ½-oz., 1-oz., and 2-oz. Square Foil Packets; ¼-lb. and ½-lb. Decorated Tins; and 2-oz., ¼-lb., ½-lb., and 1-lb. Patent Tins.

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In 1-oz. and 2-oz. Square Foil Packets; and ¼-lb. Patent Tins.

IN PACKETS AND PATENT AIR-TIGHT TINS.

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CIGARETTES 3d. and Multiples

"RICHMOND BOUQUET," 12

and Multiples

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**3d.**  
PACKETS OF  
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**6d.**  
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UNSOLICITED  
TESTIMONIAL.

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

Proprietors—  
**ADKIN  
AND  
SONS,**

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LONDON.  
Established 1759.

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"I always smoke your  
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think them perfection."

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# ASTHORE CIGARETTES

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TRY THE NEW BRAND OF

## INDIAN CIGARS

# "ZEMINDAR"

**CHOICE. MILD. FRAGRANT.**

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POPULAR PRICES. NO CUTTING.

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**THE  
TOBACCONISTS'  
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**PRICES  
AND  
BONUS.**

**NEW**

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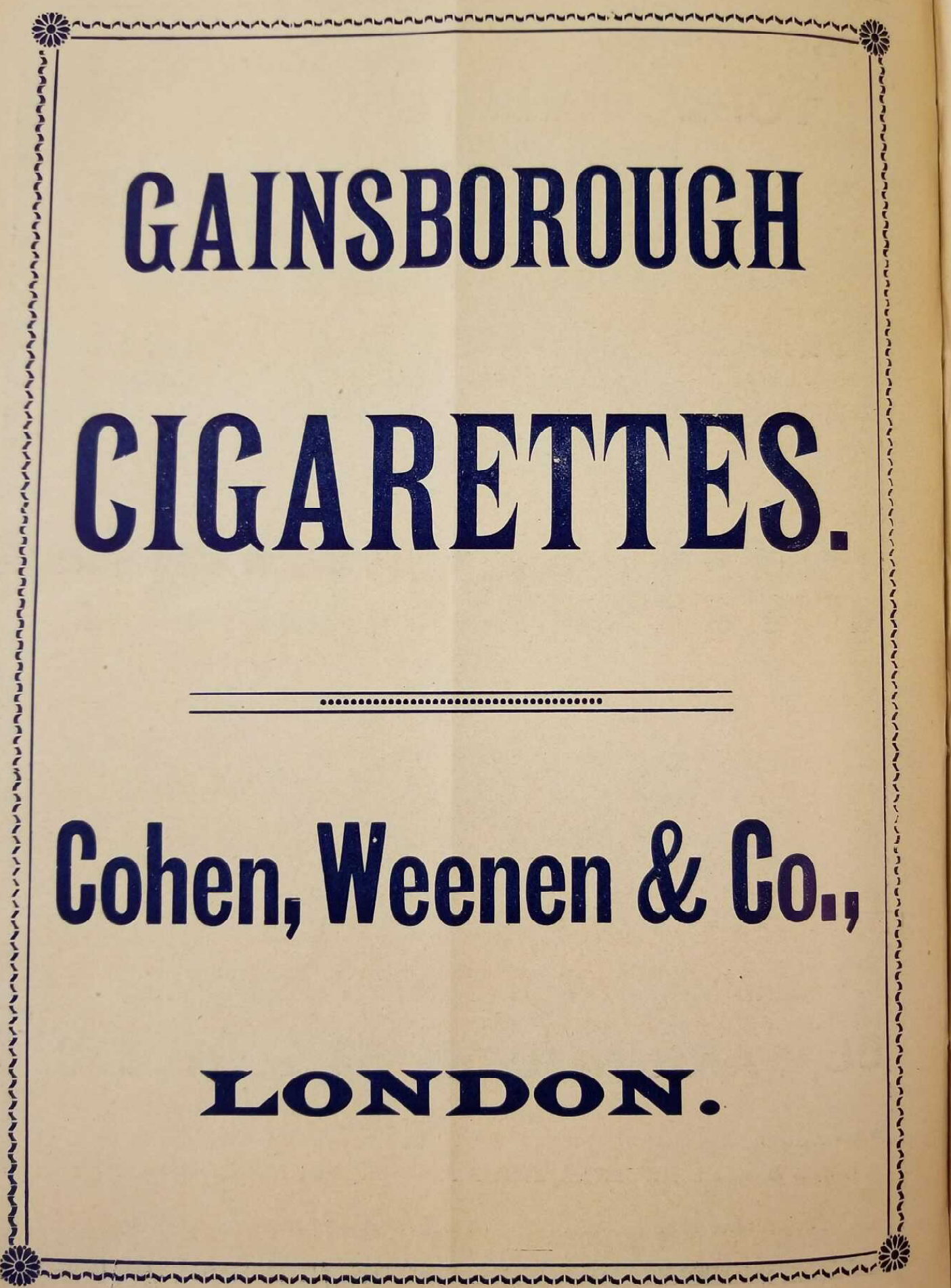
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To Retail at **4<sup>D.</sup>** 26/-  
Per 1,000.



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**SWEET CHERRY TIPPED  
CIGARETTES.**

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*Price List on application.*

## The Cigarette World AND TOBACCO NEWS.

OCTOBER 15th, 1902.

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.*

### AN IMPERIAL TRIUMPH.



NOTHING is so certain as the unexpected. We say this because we are candid enough to admit that we did not expect so sudden a termination to the great struggle between the English and the American combines.

We are, of course, quite aware that most other journals express an entirely different opinion and profess that what has happened is only what they have been expecting for some time, but this wiseacre attitude deceives nobody, and the truth is that the secret was well kept, and that, until a few days before the official announcement, most people in the trade were in complete ignorance of what was about to take place. In the first place, we think a splendid triumph may justifiably be claimed for English pluck and enterprise, for there can be no doubt that Mr. Duke has dropped a very large sum of money in his attempt to capture the English

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# **BRANKSTON'S**

# **BRITISH BRANDS**



SHOW GOOD PROFIT TO RETAILERS.

## **First Flight Mixture.**

*In 2-oz., 4-oz. & 8-oz. Tins.*

PRICE, 6d. PER OZ.

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*In 1-oz. & 2-oz. Packets, 4-oz. Tins.*

PRICE, 4d. PER OZ.

## **Red Virginia.**

*In 1-oz. & 2-oz. Packets, 4-oz. Tins.*

PRICE, 4½d. PER OZ.

## **Golf Club Mixture.**

*In 1-oz. Packets, 2-oz. & 4-oz. Tins.*

PRICE, 4½d. PER OZ.

SOLE MANUFACTURERS:

# **THOS. BRANKSTON & CO. Ltd.,**

69, 71, and 73, CARTER LANE, DOCTORS' COMMONS, LONDON, E.C.



trade, and has dropped it much more quickly than we, at least, expected.

The American Tobacco Company began the fight badly by a series of confusing circulars which had the effect of greatly irritating their recipients instead of predisposing them to consider their contents favourably. On the other hand, it must be observed that they speedily retrieved this initial blunder by prompt and generous response to the demands made upon them for a fair profit, and showed themselves willing to consider attentively any suggestion made to them. They proceeded, in accordance with their usual custom, to cut prices in the hope of enormously increased sales, and in the belief doubtless that their English opponents would follow the same fatuous course. When they found that this did not attract the public and their sales actually decreased instead of increasing, they offered enormous sums in the shape of bonuses to their customers conditionally, not upon any boycotting of their opponents' goods, but simply in return for affording reasonable facilities for the display of their proprietary articles. In order to reach the public themselves and to create a demand for their goods, they had recourse to the too familiar coupon trick, and it is peculiarly gratifying to think that their efforts in this direction were also a miserable failure. In short, Mr. Duke has been out-maneuvred at every point, and has met with a well-deserved failure, and while he is smarting under the sense of defeat he will feel additionally sore at the thorough exposure of the methods of his company which is being given in evidence before a Royal Commission in Canada. Mr. Duke's methods are, unfortunately, as a rule only too successful in his own country, but it is satisfactory that over here he has been shown that the public will not be cajoled into buying inferior articles by the offer of free gifts, neither will British manufacturers allow their trade to be taken away from them without a vigorous battle, and, moreover, without acting on the offensive as well as on the defensive. It has been well said that an army which is always fighting on the defensive has but a poor chance of success, and we are convinced that the bold policy pursued by the Imperial Company in carrying the war into the enemy's country is the real cause of Mr. Duke's overthrow.

The policy which the Imperial Company have pursued throughout the battle has been the exact opposite of Mr. Duke's. The astute gentlemen controlling the concern were evidently keen students of Roman history, and had a full appreciation of the character of Quintus Fabius Maximus, "Unus qui nobis cunctando restituit rem," and whenever they were in doubt as to what course to pursue they carried out a policy of masterly inactivity. Instead of replying immediately to the countless circulars issued by their opponents, they kept on delaying under the belief that in time they would reply to themselves, very much on the same principle so often put forward by lazy correspondents that letters, if left unanswered long enough, eventually needed no answer. Very wisely,

too, they declined to enter into a price-cutting competition. They relied upon the merits of their goods chiefly, and, to a smaller degree, upon the patriotic feeling of their customers; and this reliance has, in the end, proved well founded. Unfortunately, however, they found the Fabian policy so successful that they carried it out to too great an extent, and undoubtedly did much to injure their cause with the retailers by their unreasonably long delay in replying to their just demands. It would have been better had they from the first recognised the fact that the retail trade had a legitimate grievance in the very low profits which they were able to obtain upon the sale of proprietary articles, and it should have been their first object to remove that grievance by allowing a fair living profit to their customers and by putting an entire stop to the cutting system by the issue of minimum schedules.

For all this, however, tobacconists have only themselves to blame. They have for years past been the most apathetic tradesmen in the community, and have been so disunited that they failed to obtain concessions to which they were undoubtedly entitled. When the Alliance was started there were hopes that the trade would flock to its banners, but the scheme which was put forward for acceptance was crude, and the methods adopted by the officials of the new body prevented any possible chance of success. We understand that important changes are about to be made in the Executive of the Alliance, and in the policy which it proposes to adopt, and, under these circumstances, it ought to have a good chance of effecting really useful work. This journal has always been strongly in favour of a powerful organisation of the retailers, but it would have been deceiving our readers, and giving them false hopes, had we professed any belief in the Utopian proposals of Mr. St. John. A new body, or reorganised body, worked by practical men of common sense in a business-like fashion, will have our ardent support; indeed, we consider such an organisation vitally necessary. We do not say this because we anticipate that the Imperial will use their victory to crush the retailer, but because we consider that if the tobacconists of this country want to improve their position and get a decent living in return for their arduous labours they must unite in such numbers as to be able to make any combine, however powerful, give attention to their demands. We cannot help deploring the introduction of a Trust into the tobacco trade, but it is necessary to meet craft with craft and force with force, and it is quite clear that in no other way could the American Tobacco Company have been defeated. There is something odious to most of us in the idea of a big combine getting the control of a trade into their hands and squeezing out the small men, and we are fully satisfied that the feeling is so strong amongst the public, that a combine which used its powers in the way in which they are used in America would not long be tolerated.

The Trust question continues to arouse widespread interest in America, but up to the present it is more or



Manufacturers of the Popular Registered Brands of Cigars *Established 1832.*

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*Gironde*

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ELAINE,  
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La Stella, My Fancy, La Aroma, El Globo,  
Courts, Fabarisa, Steel's Mexicans (Con. Fina & Reg. Principe), etc.

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Telegrams, "AROMA, LIVERPOOL."

N.B.—The Trade only Supplied. Price Lists on Application.

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LLOYDS'

**'Golden Melon' Mixture**



An entirely new blend of **rich** full-flavoured tobaccos, highly concentrated, and of delightful aroma.

**Packed in 2 oz. foils and 4 oz. tins, and showing a profit of 33% to Retailer.**

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**Specialities:—**

**"LA NIKLE," 1D., ROTHSCHILD CIGARS.**

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less a question for the politician rather than for the public, by which we mean that it is a question upon which politicians wax exceedingly eloquent without the slightest intention of taking any practical step towards its solution; it will be settled, however, one day—would we could say that we thought that day would be soon—when the American people take it into their own hands and force upon their representatives by an irresistible volume of opinion the necessity of dealing effectually with the vile, mercenary horde of adventurers who have been allowed too long to pile up immense gains, to expend in riotous living at the expense of the whole community. The profligate gang of scoundrels who are making America a by-word among the nations have lulled themselves into a fancied security owing to the apathy of their victims, but we believe that the time will surely come, when those whom they have outraged will hound them from public life amid such a storm of universal execration as has rarely been heard of in the history of the world.

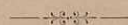


A very knotty legal point may have to be cracked over the bonus question. Retailers who have signed Ogden's agreement and have received two bonuses argue that they signed under a distinct promise of a similar distribution every quarter for four years in all, and complain that the absorption of the concern robs them of £700,000. Mr. Duke replies that, as Ogden's has ceased to exist, there can be no more Ogden's bonus, and it is unnecessary to add that the Imperial have no idea of making these enormous payments. The position rather reminds us of an incident in "Alice in Wonderland." The King orders the executioner to cut off the head of the Cheshire cat, whereupon the animal gradually vanishes, leaving only its head visible. The executioner urges that he cannot cut off a head unless there is a body to cut it off from; the King's argument is that there is a head, and that, therefore, it can be cut off, and the Queen, growing impatient, declares that if something is not done quickly she will have everybody executed all round. Now it is obvious that since competition between the two trusts has ceased there are no services that retailers can perform in return for the bonus, and the only question is whether or not they can claim damages from Mr. Duke, for we, of course, assume that the Imperial bought the concern with an indemnity against any possible action which might be brought against them with respect to the bonus. It is a nice point, but we consider that the retailers who signed the agreement must take such a risk as this, and that there was an implied condition that the bonus should only be payable during the existence of competition between the two trusts. This is our view, but of course the high legal authorities about to be consulted may have a different opinion; in any case we confess we have little sympathy with those who snatched at the rich offer of the Americans and went against their own countrymen. They should either have declined to sign either agreement—perhaps the more prudent course—or else have cast in

their lot with the Imperial, in which case they would have done very well in the end, because the Imperial is loyally keeping its agreement, though naturally declining to admit any more signatures now that they have gained the battle. The public are also loudly clamouring over the free gift coupons; many of them have been poisoning the atmosphere and ruining their constitutions by the excessive consumption of all sorts of cheap and nasty tobacco in the hope of becoming, if they survived, the proud possessors of grand pianos, bicycles, gold watches, &c., and they are now afraid that their labours will be in vain. It is announced that a scheme will be arranged to settle this matter equitably, but it is clear that the legal question would be most difficult to decide. If the conclusion of peace does nothing else but put an end to such a ridiculous system of business it will be a great gain to the trade, and will teach the public the much-needed lesson that nothing is given for nothing, and if gifts are offered the purchaser pays for them by getting inferior quality.



There was a stormy meeting when the shareholders in Cope Bros. Ltd. met at Liverpool last month. The profits of the firm had shown a dwindling tendency for some years past, last year the shareholders only receiving 2 per cent., and it was well known that the fierce competition of the tobacco war had hit the business hard. The balance sheet showed a considerable loss, and under the circumstances it was not surprising that the shareholders present did not accept the proposal to amalgamate with an unknown firm. At the same time, it was a reasonable condition on the part of Messrs. R. Lloyd & Sons not to allow their name to be mentioned until the proposal was carried, lest their business might suffer. We regret exceedingly to see that this well-known and greatly respected firm have suffered so severely, but we would point out that the directors, who have a large stake in the concern, acted most generously in returning £800 of their fees, and we consider that they have taken a very wise course in joining forces with Messrs. R. Lloyd & Sons, who have a thoroughly sound business and an excellent reputation in the trade. We do not care about prophesying, but we believe that 12 months hence the shareholders will feel grateful to their directors for having carried through the scheme, and we look to a long and prosperous career for the amalgamated concerns.



The termination of the tobacco war has had a good effect on the prices of the Imperial Tobacco's Stock, the debentures having had a sharp rise to 109 and the preference shares having moved up 1s., to 23s. 9d. It is too soon to form anything like an estimate of the cost of the war, but up to the present, those of our readers who held on to their shares upon our strongly expressed advice have no reason to complain, and we believe that when the result of the first year's working is known they will have still further reason to congratulate themselves.

"LA CINGARA," finest imported Mexicans.

Sole  
Importers:

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



ESTABLISHED 150 YEARS.

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

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

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

**WRITE FOR PRICE LISTS AND TERMS:**

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



The independent manufacturers seem in no way dismayed by the absorption of Ogden's by the Imperial Company. They were wise enough, while the big "combines" were hard at work trying to best each other, to utilise the golden opportunity to extend their trade and predispose retailers in their favour by giving exceptionally favourable terms, and they are now reaping their reward, as many of their new proprietary brands have been well pushed and have caught on with the public. In some cases disappointment was felt at first owing to the somewhat slow results of advertising expenditure, but persistency attained the desired object, and we personally know that some of the smaller men who regarded the conflict with great apprehension are now on the best of terms with themselves.

The terrible dangers to the public caused by careless smokers in throwing down lighted matches in the street have been so often pointed out that one might reasonably hope to notice that the practice was diminishing. Unfortunately, this does not appear to be the case if we are to judge from the following accident at Cardiff:—A young woman was walking in the fields near Llandaff Cathedral, when her clothing was set on fire by a match that had been thrown alight to the ground. She was horribly burned, and although she received prompt attention, her injuries proved fatal. It is to be hoped that this sad occurrence may be a warning to all thoughtless lovers of the weed.

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## What a Man Smokes in a Lifetime.

THERE must be a great army of men who smoke an ounce of tobacco a day. Such worthy smokers are, of course, men of a philosophic and reflecting disposition, although they do not always care to favour the world with the results of the high meditations due to the influence of the soothing weed.

It will be new, even to many of these, to know that it would take no less than ninety-eight years to dispose of a ton of tobacco at this rate of consumption, and it will be still more surprising to consider the magnitude of this amount under various aspects.

The smoker of an ounce a day is almost invariably a faithful disciple of the pipe. He may submit to a cigar or cigarette to please the ladies, but the pipe remains his true love. Hence we will first suppose that our ton of tobacco is to be sacrificed to My Lady Nicotine in the homely pipe.

If the ordinary ounce packets in which the tobacco is probably bought were piled in a single column they would tower to a height of 2,700 ft., and if piled edge on edge to twice the height of Snowdon. Arranged in a solid block they would form a cube of packed "shag" measuring 13 ft. in every direction, or more than twice the height of a man.

We might conceive a pipe specially built to consume this mass. Such a pipe, if built on the plan of the familiar briar, would be 100 ft. long and the bowl would be 20 ft. in diameter.

Should the smoker of such a huge pipeful prefer the "Churchwarden," he would obtain a graceful clay 500 ft.

long; big enough to stretch across the Strand front of the Royal Courts of Justice.

Such impracticable calculations serve to illustrate the magnitude of our ton of tobacco, but it is no less interesting to consider it under ordinary conditions.

On a low average two matches are used to each pipe of tobacco. After his three-quarter of a million pipes the smoker would have used as many matches as would stretch from London to Coventry, or Bath, or Gloucester, if placed end to end. The timber would be barely contained in a grove of twenty stalwart trees, each 40 ft. high. The heat energy represented, and which is largely waste, would serve to run a locomotive a considerable distance.

If the smoker were economical, and expended only an average of 5d. per ounce on his tobacco, he would disburse no less a sum than £750. In the first ten years after marriage, when his supply is probably ruthlessly cut down to half, he will save on this head alone £35.

We must not forget that there are many who prefer the mild cigarette. Let us consider our ton of tobacco in this form.

There will be a considerable difference in the actual number of cigarettes consumed if the smoker makes his own in preference to buying them ready made. In the former case he will turn no fewer than a million into fragrant smoke, a quantity which if placed in order would make a thin white line from London to Brighton, and in the latter case they would stretch for thirty-seven miles. Placed side by side they would pave a small pathway five miles long.

Could we make these cigarettes into one huge whole we should obtain a cigarette 10 ft. in diameter and nearly 100 ft. long. A man built in proportion to enjoy this little smoke would be a mere 2,200 ft. high, or as tall as fifteen Nelson Columns placed one over the other. He would possess a dainty foot as long as two of these columns placed horizontally, and would turn the scale at over 500 tons. It would require the imagination of a Dean Swift to conceive a smoker of such Brobdingnagian proportions.

The consumer of this tobacco may, like Svengali, be a lover of the big cigar of the Havana. If so, he must be prepared to spend at least £3,000, of which £500 will be wasted in fag-ends.

The quantity of nicotine in tobacco varies greatly, but it has been authoritatively stated that the average cigar contains enough nicotine to kill two men. Needless to say, this is volatilised or otherwise harmlessly removed, and so does not affect the smoker. Here, however, is a hint for the political economist. The quantity contained in our ton of cigars, if judiciously administered in the crude state, would be calculated to solve the pressing problem of our surplus population by relieving 400,000 superfluous healthy adults of the burden of existence.

These formidable amounts should not discourage the wavering smoker. My Lady Nicotine may be an exacting mistress, but the hours of real enjoyment, the solace in sorrow and pain, the companionship in solitude which she gives her worshippers in return compensate for all, and amply justify us in acknowledging ourselves humble votaries at her fragrant shrine.—*Tit-Bits*.

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**SMOKE AND PUBLIC DUTY.**—The members of the Beaconsfield (Bucks) Urban District Council, anxious to relieve the tedium of a long agenda, at their recent monthly sitting resorted to smoking. Cigars and cigarettes were handed round, and the fragrant weed was burnt upon the altar of public duty. The only abstainer was the Clerk. There was a good deal of conversation about smells of a less agreeable character than that yielded by the smoke, and one member declared that near his house the odours were so dense that they could be cut with a knife!



**CLARKE'S** —

**CARLTON**

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**TOBACCO**

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**In Three Strengths, . . .**

**Mild, Medium, and Full.**

**PACKED IN 1 oz. FOIL PACKETS, 2 oz., 4 oz., and 8 oz. TINS.**



**SOLE MANUFACTURERS—**

**WM. CLARKE & SON, LTD.,**

**LIVERPOOL AND LONDON.**

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# Our Smoking Mixture.

**KAISER'S CIGARS.**—During the recent manœuvres near Frankfort-on-the-Oder the Kaiser distributed a number of his own private brand of cigars to soldiers, sentries, outposts, pickets, and the like. Whenever he found an isolated private, his Majesty had a talk with him, and if his replies were satisfactory and intelligent, left behind him a Havana as a souvenir. The Imperial cigars are rather larger than is usual, and very thick. They are specially made for the Kaiser's use, and are not to be bought. They cost from 1s. 3d. to 1s. 6d. each, and if they were put on the open market they would fetch at least 5s. The Imperial cigarettes are also specially made of an extra large size, with a cardboard mouthpiece. Both Russian and Turkish are supplied for the use of the Kaiser and his guests.

**A TALL STORY.**—I heard a tall story the other day. A man told me that a short time ago he happened to rush into a railway station and jump into a carriage, in which a solitary lady was seated, just as the train was steaming out. Now my friend is a confirmed smoker, and for some hours previously had been prevented from indulging in a pipe by circumstances over which he had had no control. To his horror he noticed that the carriage was a non-smoker. However, he could wait no longer, and as the lady appeared to be dozing, he pulled out his pipe and was soon looking the picture of contentment. Then it was that the trouble began. The lady roused herself, pointed out that the carriage was not labelled "smoking," and demanded that my friend should cease smoking at once. The poor man threw himself upon the lady's mercy, explained how long he had been compelled to forego the one luxury of an arduous life, declared that he was in danger of dying from heart-break unless allowed "just one pipe," and craved permission to continue. But the lady was obdurate, and declared that the nuisance must cease at once. Nettled at her manner, my friend refused to give in. Then the lady lost her temper, pulled the pipe from my friend's mouth and threw it out of the window; after which she subsided into her corner and glared. At that moment the infuriated smoker caught sight of a chubby little lap-dog nestling by the lady's side. "Vengeance is mine," thought he. "Madam, said he, "this compartment is not provided for dogs. I object to dogs, and I ask you to immediately remove it from the carriage." Of course the lady indignantly refused. "Then," said my friend, opening the window and suiting the action to the word, "I must eject it." A terrific battle of words then commenced, and when the train drew up at the next station a man and a woman, each in a state of intense excitement, jumped out, and, rushing to the station-master, began to lodge a complaint. The hub-bub was awful; the station-master looked for some loophole of retreat but found none; the train moved on. For ten minutes the battle raged, and no one can say what might not have happened had the affair not then been ended dramatically by the appearance on the scene of—the dog with the pipe in its mouth! To prove the story my friend shows the marks of a dog's teeth on the stem of the pipe. He gets quite angry when we only raise our hats.

**AN IDEA BOX.**—In a certain large establishment there is a box hung on the wall in a prominent position, labelled "Ideas." There is a notice underneath to the effect that any employé having an idea for the improvement of the business in any direction, or for a good

advertisement of the firm's goods, is requested to write it out and drop in the box. It will then go before the management at their weekly meeting, and, if used, will be suitably rewarded, and also taken into consideration when promotions are made. This is a notion which will bear copying. It encourages young men to think for themselves, and incidentally makes them more interested in their business. This is an age of brains, and it will pay advertisers to encourage the brainy man. Probably some of your employés have ideas which would prove profitable to you, and it is worth your while to adopt some such scheme as the one mentioned above.

**THE BLACK-LIST.**—The method adopted by a number of German firms to protect themselves from losses accruing from bad debts and insolvency, may appeal to those of our manufacturers and jobbers who know what it is to suffer in this way. A league has been formed by these wily subjects of the Kaiser, and a black-list is circulated amongst them monthly, giving the names of those customers who cannot or will not pay. A code has been invented, and those firms unworthy of credit are designated by an initial. Each member of this unique association is provided with a key, and only those possessing the latter can ascertain the names of the defaulters. A celebrated jurist has given it as his opinion that such a publication is only a fair means of protection against loss.

**THE COUPON CRAZE.**—Those who have been collecting Ogden's coupons are naturally anxious to know what is to be their fate now that peace has been declared. A correspondent of the *Daily Express* breaks into verse as follows:—

Of three-a-penny cigarettes  
I've smoked ten thousand—quite,  
And these without the least regrets,  
For I'd a goal in sight.  
In four more weeks my record would  
Have been twelve thousand up,  
And Jimmy would have had his "good  
Black-spotted bull-dog pup."  
In five more weeks if I had lived,  
My record would have grown  
To Nellie's trousseau—"gold selvedged,  
Silk-lined, and all hand-sewn."  
But now, alas, my deep-laid plans  
Are shattered at a stroke,  
And wedding-gowns and jewelled fans  
Have vanished into smoke.

**A GOOD RETORT.**—An interesting scene was witnessed the other day in the smoking compartment of a railway train, in which a passenger was smoking a strong mixture vigorously. As the train was about to start a flurried female opened the door and seated herself opposite the smoker, who, intent on his paper, puffed on heedless of the indignant stare with which his fellow-passenger was favouring him. At length she could contain herself no longer, and burst out indignantly, "Sir, if you were my husband I would poison you." Surprised at the outburst, the smoker raised his eyes from the paper and, after regarding the angry woman intently for a moment, replied, "And if you were my wife I would take the draught willingly." Silence prevailed during the remainder of the journey.



THE LEADING SHAG IS

# Franklyn's Superfine.

FRANKLYN, DAVEY & CO.,  
BRISTOL.

## Muratti's High-Class Cigarettes.

### LEADING BRANDS

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

All the above well-known and popular brands are guaranteed hand-made from the finest selected Turkish Tobaccos, and all packed in beautiful enamelled tins.

PRICES ON APPLICATION.

Head Office and Factory: 54, Whitworth St., Manchester.  
London Office and Sale Rooms: 5, Creed Lane, E.C.



# Trade News and Notes.

MESSRS. EDWARD SAMUELSON & CO., in their monthly report on the tobacco trade, say:—We report rather more inquiry for various grades of North American tobacco during September, though actual business was only small. Reports from the bright Virginia markets all record high prices, abnormally high for lower grades, and sales so active that it is expected the crop will be sold much earlier than ever before. Farmers being anxious to secure the advantage of the contest of rival interests are sending their tobacco to market ungraded and untied, which will add considerably to the cost of preparing the tobacco for sale in England, as owing to our high duty manufacturers must have their tobacco assorted so that they can buy it suitable for their requirements. The labour trouble is another difficulty stemmers have to meet. While the Western import is being sampled, the progress of the growing crop is being watched, and the weather conditions have been such that only a small and poor crop can be expected. Stock: 109,102 hhds., against 95,317, 98,558, 90,185, 79,634, and 79,972 at this period the previous five years.

## AMERICAN MATCHES.

—The British match-making industry has been reduced by American competition to a deplorable condition. The opinion in the trade is that the Diamond Match Company of America is attempting to bring all British makers to their knees, with a view to securing a monopoly. The cutting of prices was bad enough before the American absorption of Bryant & May. It is now even worse. The box of vestas which is known in the trade as the "No. 12"—which is the one with which the public is most familiar—used to be sold at 6s. 6d. or 7s. per gross of boxes. The Liverpool house of the Diamond Match Trust is selling them down to 4s. 6d. These tactics were first started in London, and have now extended to the country. It is a rate at which the English trade cannot make them, even at cost. In wooden matches, too, boxes of the size which Bryant & May used to sell at 1s. 7d. per gross are now done at about 1s. 1d. How to meet such tactics is a problem which has been answered in varying ways. While Messrs. R. Bell & Co. have, supported by their Australian, New Zealand, and general Colonial trade, been able to maintain their prices so far at something well above the American figures, some other British houses have followed the Diamond Match Company down to the ruinous 4s. 6d. per gross. Other firms have determined to leave the business, and the following is a list of manufacturing houses which have chosen to quit rather than to manufacture at a loss:—

J. W. Halsey, Pleasant Grove, York Road, N.  
Salvation Army Factory, Lamprell Street, Bow, E.  
W. Salter, Western Road, Merton Abbey.

Lomas & Collier, Newton Heath, Manchester.  
J. Speck & Co., Macaulay Street, Leeds.  
Seanor & Sons, Rothwell, near Leeds.  
Irish Match Company, Ltd., Belfast.  
O'Donovan & Sons, Cork.  
Mitchell & Co., Govan, Glasgow.

Out of the four or five firms which used to be well known to the trade in the West of England and South Wales that of S. J. Moreland & Sons, Gloucester, is the only house now known to be manufacturing. The British trade feels indignant that travellers for Bryant and May, when asked by retailers whether theirs is not now an American business, in spite of their "Support home industries" advertisements, represent in reply that they are still British, and that it is they who have absorbed the Diamond Match Company's Liverpool branch, instead of *vice versa*.—*Daily Mail*.

NORTH LONDON TOBACCONISTS' ASSOCIATION. PRESENTATION TO THE SECRETARY.—

On September 18th a largely attended meeting of the North London Retail Tobacconists' Association was held in the Masonic Room of the Cock Hotel, Highbury, under the presidency of Mr. S. Mounter, of Upper Street. At the close of the ordinary business, a presentation was made to Mr. Henry Ramill, the hon. secretary, in recognition of the many and excellent services he has rendered on behalf of the Association. Several speakers, including Mr. H. R. Evans, of Upper Street; Mr. Bodey, Mr. Rowe (South Tottenham), and Mr. Boutell (South London) eulogised the work that had been done by Mr.

Ramill. He had served the Association and the Alliance, and the bulk of the advantages they had received had emanated from his brain. London, it was stated, had been flogging the Alliance to a great extent, and with their consistent agitation they had got the whip hand of it. The Chairman said the idea of a presentation emanated from Mr. Evans and himself, and he was proud to say it had been splendidly taken up. They recognised that Mr. Ramill had done a great deal towards getting the association formed not only in North London, but in the south and south-west. He had not worked with any idea of payment, but he had worked well, and the present testimonial was simply a token of their esteem for him. And they hoped that for many years he would occupy the honourable position as secretary, not only of the North London Association, but as secretary of the combined committees. The presentation took the form of a gold watch, suitably inscribed, and a framed illuminated address, which also contained an appreciation of the services rendered by Mr. Ramill. In reply, Mr. Ramill said the little recognition was greater to him than any gift of money could be. When he first took

## 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.



## TRADE NEWS AND NOTES—continued.

up the Association work he never had an idea of becoming a prominent member. But in the present state of affairs a man could not afford to sit still. If they were to hold their own they would have to bestir themselves. It was a question whether the honest and industrious trader should have a return for his time and capital or whether he should be enslaved by grabbing financiers and capitalists. They could not sit down. They must go on striving for the objects they had in view, viz., to have a united trade, not only in London, but throughout the United Kingdom. He thanked them heartily for their handsome present, which had taken him by surprise.

MESSRS. SIDNEY PULLINGER, LTD., are exceptionally busy with their various lines. Jack Jones cigarettes are in active demand, and their cigar factory is also actively at work in preparation for the Christmas trade.

MR. TEOFANI, the head of the firm of Messrs. Teofani and Co., is on his autumn trip to the tobacco plantations in Turkey.

MESSRS. FINLAY & CO. LTD. have, we hear, opened yet another new shop at 2, Corporation Street, Manchester.

MESSRS. W. T. OSBORNE & CO. have recently opened a new shop.

MESSRS. SALMON & GLUCKSTEIN, LTD., are now sole agents for the A.G.E. pipes.

MRS. DOWLE, widow of the late Frederick Tracy Dowle, the well-known Dublin dentist, has, we learn, opened a general warehouse at 25, Dorset Street, Dublin. All articles used by smokers will be kept in stock.

MR. HENRY NAPIER, formerly of Messrs. Bower Bros., has, we are informed, started business for himself as a tobacconist at 170, Great Brunswick Street, Dublin.

MESSRS. SINGLETON & COLE, LTD., of Birmingham, have issued a provisional list pending the publication of their new general illustrated price list.

MR. C. H. KNIGHT, the President, and Mr. E. G. BARNARD, the Vice-President and Treasurer, of the Bristol and District Tobacconists' Association, have resigned their positions in consequence of a breach of faith in the signing of agreements with the Trusts by certain members of the Association.

At the next meeting of the Alliance, to be held at Leicester, changes in the Executive are to be made, and the headquarters will be removed to London.

A retailer at Castletown, Isle of Man, was recently fined 1s. and costs for selling cigarettes to a boy under 14. This is the first case under the new Act.

MR. W. C. STONE, who for over 16 years represented the firm of Messrs. B. Morris & Sons, Ltd., as London traveller, has resigned his position. Mr. Payne will take over his duties.

MR. W. H. LOWRY has terminated his engagement as representative of Messrs. Hudden & Co., of Bristol.

We regret to announce that Mr. GEORGE FRAENKEL, President of the Wholesale Tobacconists' Protective Association, has been compelled to resign his position owing to impaired health caused by overwork. Mr. Fraenkel has done yeoman service to the trade, and we sincerely wish him a speedy recovery. Mr. Fraenkel's resignation was conveyed in the following letter to Mr. W. Foyle, the Secretary of the Association:—

Dear Sir,—I had hoped that the burden of office and the time demanded of me as President of the Wholesale Tobacconists' Protection Association would not impose a task which would be physically beyond me, or one that would so materially add to my own business responsibilities in the City as to tell upon my health. Unfortunately, however, this strain proves to be more than my constitution will stand, and the emphatic order of my medical attendant is that I must considerably reduce my business duties.

With much regret, therefore, I am reluctantly compelled to tender my resignation as chairman of the Association, and would ask you to be good enough to place it before your committee at the earliest opportunity. Although arduous in the sense that it necessitated constant application, my official position has been far from devoid of pleasant features, but was rather a labour of love in which I had the good fortune to be associated with colleagues perhaps even more enthusiastic than myself. To this fact, indeed, may be ascribed the particularly gratifying results achieved in the firm foundation in which the Association now rests. It is a source of great pleasure to me that at the moment of my retirement from office the Association, with its constantly increasing membership, is not merely flourishing, but occupies a useful position, which augurs well for the permanent protection of the wholesale and retail sections of the tobacco trade, between whom there was formerly neither co-operation nor harmony. That unity should now be the watchword among the wholesalers would of itself justify the existence of the Association, but something better has been accomplished. There is the fixing of a schedule of prices, the invaluable experience gained during the brief struggle between the rival English and American combines, and, finally, which is of paramount importance, the hearty support accorded to the principles, laid down by the Association, by those manufacturers who were proof against the blandishments of King Monopoly, and who, at the first annual dinner of the Association, plainly expressed their views upon the subject. Their pronouncements as to the evils of monopoly in any shape or form will, I am sure, be readily endorsed by the general public. I must again point out, however, that the Association, if it is to finally gain the objects—so far only partially obtained—for which it was formed will make it necessary to devise further protective measures in order to render it impossible for any firm, company, or even powerful Trust to impose unfair conditions upon or violate the common rights of a useful and industrious body of traders. At the first opportunity I shall personally express to your committee, officials, and the members of the Association my sincere appreciation of their courtesy and kindness and the ungrudging support they accorded me during my tenure of office.

With best wishes for the continued prosperity of the Association, believe me, yours sincerely, GEORGE FRAENKEL.

## WALSALL TOBACCONISTS' ASSOCIATION.—

There was a large attendance of the members from this association at the Turf Tavern Hotel, Walsall, on October 3rd, Mr. T. Whitfield (president) being in the chair. An appeal came before the members on behalf of the Tobacconist Trade's Benevolent Association, to which at the previous meeting half a guinea was voted instead of a guinea as previously. The President suggested that the members should make up the amount to a guinea, as by subscribing a guinea they were entitled to two votes in elections to the charity, the general secretary of which gave his services voluntarily. Some cases of alleged cutting in the town were discussed, and it was hoped that these would be amicably settled. A discussion next ensued in regard to a new price list in the trade, and various points were satisfactorily adjusted.

MESSRS. A. I. JONES & CO.'S SHOPS.—We understand that the Imperial Tobacco Co. have taken over the whole of the shops owned by Messrs. A. I. Jones & Co. The shareholders will be guaranteed a dividend of 4 per cent. per annum.

MR. GALLAHER'S ENTERPRISE. FIGHTING THE AMERICANS.—A New York correspondent says that it is reported there that Mr. Thomas Gallaher, of Belfast, who has been in America for the past month, is making elaborate arrangements for securing his independent position in the European tobacco world. His firm is already possessed of extensive estates and warehouses in Kentucky and Virginia, and these are now to be greatly extended. He is said to be at present in negotiation for extensive tobacco plant in Richmond, Virginia, and to be quite confident of holding his own against the combined English and American trusts. The selection of Richmond is itself a challenge, for that city is the very centre of the Duke interest. Mr. Gallaher states that there is ample room in England for a strong and independent firm, which will counteract the inevitable tendency of the trusts to raise prices now that the war is over. There has been



## TRADE NEWS AND NOTES—continued.

a considerable shortage in this year's crop of good American leaf, and the prices of cigarettes and better-class tobaccos are certain to be put up, apart from the question of rigging the market. Mr. Gallaher claims to hold a strong position owing to the successful output upon his own estates this year. The statement cabled from New York that Mr. Thomas Gallaher, of Belfast, is about to fight the Tobacco Trust is discounted in London. Mr. Gallaher's London manager was inclined to discredit the report, and the representatives of the American Trust appeared to be vastly amused at it. One of them remarked to a Press representative who sought information on the subject— "Going to fight the American Trust, is he? No, no, don't you believe it. He may be buying a plant, but he is not going to fight us. We know Gallaher. He is an able man, and much too cute for that. Have you heard of the 'fly and the wheel.' Well, we're the wheel."

**TOBACCO PRICES.**—The fresh circular issued by the Imperial Tobacco Company from Bristol, accompanied by a schedule of prices indicating an increase of 1s. 6d. per 1,000 in Ogden's cigarettes and 3d. and 4d. per lb. on tobacco, has created a strong feeling of opposition among retail dealers. The London Combined Retail Tobacconists' Association has convened a meeting for the 23rd inst. to consider several important matters, including the new prices, and to protest against more retail shops being opened by the Imperial Company.

**COPE BROTHERS & CO. LTD.**—The following circular has been issued to the shareholders of Messrs. Cope Brothers and Co. Ltd.:-

Liverpool, September 29th, 1902.  
DEAR SIR OR MADAM,—

I am now instructed by the Board to give you the name of the firm referred to in the last annual report, whose business has been acquired by this Company on the lines explained at the meeting on the 15th instant.

The firm is that of Messrs. Lloyd and Sons, of Clerkenwell Road, London, a firm that has carried on a successful business for over a century as tobacco manufacturers in London, and is now one of the best known and most respected private firms in the tobacco manufacturing trade.

Mr. William Jollyman, the senior partner in the firm, will join the Board of this Company as a Director, on the completion of the purchase, but will at once take up the position of general manager of the united businesses.

The other two active partners, Mr. Hubert G. Lloyd and Mr. William Percy Jollyman, will also devote the whole of their time to the conduct of the business.

Your Board has every hope that the amalgamation will prove a substantial advantage to the Company.

Yours obediently,

W. H. POWELL, Secretary.

## Fires.

Last month, as the result of a mineral oil lamp being upset, the premises of tobacconists named Ewer & Son, at 203, King Street, Hammersmith, were set on fire and considerably damaged.

On Monday morning, September 29th, shortly before five o'clock, fire was discovered to have broken out in the

tobacconist's shop of Mr. W. Guner, situated at the corner of Manandy Street and Church Street, Alton. The damage, which is estimated at £150, is covered by insurance.

## Foreign.

**AMSTERDAM TOBACCO SALES.**—The opening sale of the autumn season for Sumatra and Borneo tobacco took place on Friday, the 12th ult., when 18,738 bales of Sumatra and 2,469 of Borneo tobacco were offered to tender. Contrary to general anticipation, the market ruled better for low-class than high-class parcels, the demand for what may be termed the sweepings of many estates being astonishingly keen, and as little high-class tobacco remains to be sold this year, this state of affairs is favourable for the planters. Only three lots of leaf realised over 100 cents, or 1s. 8d., a pound, and all of these were marketed by the Deli Maatschappij, which sold 441 bales at 196 cents, or 3s. 3½d., 503 at 120 cents, or 2s., and 624 at 115 cents, or 1s. 11d. The remainder of the tobacco offered fetched all manner of prices down to 25 cents, or 5d., about one-half realising below 50 cents, or 10d., and the other above that figure. The United Lankat Plantations, Limited, sold 827 bales at an average of 80 cents, or 1s. 4d., and the Sumatra Tobacco Plantations Company, Limited, its final shipment of 238 bales at 40 cents, or 8d., a pound; while the British Deli and Langkat Tobacco Company, Limited, obtained 35 cents, or 7d., for 377 bales. The Serdang Tabak Maatschappij sold two lots aggregating 645 bales at the same price. The New London and Amsterdam Borneo Tobacco Company, Limited, obtained 37 cents, or 7½d., for a parcel of 237 bales. The total quantity of tobacco sold to date is—Sumatra, 186,228 bales, at an average of 101 cents, or 1s. 8d.; Borneo, 15,330 bales, at 91 cents, or 1s. 6d. The stocks in Amsterdam are 36,676 bales of Sumatra and 555 bales of Borneo leaf. The second autumn sale of Sumatra and Borneo tobacco took place on the 30th ult., when 19,232 bales of the former and 555 bales of the latter were offered to tender. The market was a good one, especially for low-class leaf, which commanded relatively high prices, and was in demand by German buyers. Very little high-class leaf remains to be sold at this advanced stage of the season. The Deli Maatschappij brought some fair parcels to market, selling 970 bales at 142 cents, or 2s. 4½d., a pound, the highest price of the sale. The same company sold a further 415 bales at 128 cents, or 2s. 1½d., and 577 bales at 104 cents, or 1s. 9d. The only remaining parcel realising over 100 cents was a lot of 302 bales of Borneo leaf, from the Borneo Tobacco Estates, which fetched 105 cents, or 1s. 9d. About one-third of the balance of the tobacco sold at various prices down to 50 cents, or 10d. a pound, and the remainder down to 20 cents, or 4d. The United Lankat Plantations, Ltd., sold 1,018 bales at an average of 95 cents, or 1s. 7d.; the British

The Cigarette World.

THE Journal for Retailers.

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1s. POST FREE.



TRADE NEWS AND NOTES—continued.

Deli and Langkat Tobacco Company, Ltd., 549 bales at 45 cents, or 70d.; and the Lerdang Tabak Maatschappij 360 bales at 33 cents, or 7d. The next, and concluding sale for 1902 is announced for Friday, 17th inst., and 18,281 bales of Sumatra leaf are returned as in stock at Amsterdam, the whole of the Borneo crop being now sold.

**TOBACCO IN SICILY.**—Sicily produces a certain amount of tobacco, and in the province of Palermo especially a quantity is grown. All this is sold to the State, which has a monopoly of this traffic. The cultivation of tobacco is accompanied by considerable disadvantages, as it has to be watched on the part of the revenue. Every leaf is counted, and the grower has to give an account of each leaf, whether matured or lost by any action whatsoever. It is difficult to get at any figures as to the actual production. The consumption of tobacco per individual of the population of Sicily is given in the official statistics as 12.17 ozs. per head, of a value of 3.678 lire (about 2s. 10d.) at 25 lire 50c. per £1 exchange. The greatest consumers of tobacco in Italy are the natives of Leghorn, who annually consume on an average 47.3 ozs. of a value of 10s. 6½d.; after Leghorn come Venice, Ferrara, and Naples, each with an average consumption of over 7s. 8½d. per head.

**LATTAKIA TOBACCO.**—A special report on the Lattakia tobacco trade states that it is now ascertained that the quantity of this year's "Abou-Riha" tobacco crop will attain 500 tons, to be entirely exported to Great Britain, where a great demand still prevails. Owing to this and to competition among some native merchants and the agent of a British company the prices are this year thrice as high as those of last. Taking advantage of this situation the merchants have been obliged to accept inferior qualities of tobacco. There is of this more than 1,400 bales which have been recently shipped for London and Liverpool. It is expected that the next shipments will be of good quality. The competition between the native merchants and the agent of the British company was due to the local merchants having entered into combination for the purpose of buying the whole crop—*Commerce*.

**TOBACCO IN THE UNITED STATES.**—A census bulletin, published by the United States Government, shows that the amount of capital invested in manufactures of tobacco in the United States is 124,089,871 dollars. This sum represents the value of land, buildings, machinery, tools and implements, and the live capital utilised, but does not include the capital stock of any of the manufacturing corporations. The value of the products is returned at 283,076,546 dollars, to produce which involved an outlay of 8,951,534 dollars for salaries of officials and clerks, 49,852,484 dollars for wages, 79,495,422 dollars for miscellaneous expenses, including rent, taxes, &c., and 107,182,656 dollars for materials used, mill supplies, freight and fuel. It is not to be assumed, however, that the difference between the aggregate of these sums and the value of the product is, in any sense, indicative of the profits in the manufacture of the products during the census year. The census schedule takes no cognisance of the cost of selling manufactured articles, or of interest on capital invested, or of the mercantile losses incurred in the business, or of depreciation in plant. The value of the product given is the value as obtained or fixed at the shop or factory.

**Masonic.**

SIR WALTER RALEIGH LODGE (No. 2432).—The winter session of this Lodge was opened on the evening of September 25th, at the Inns of Court Hotel,

when the W.M. W. Bro. Arthur S. Benjamin occupied the chair. A very good representative attendance is to be recorded, and during the evening Bro. Frederick E. C. Brenchley, of the French Cigarette Paper Co., was elected a joining member, Bro. D. De Meza was passed to the second and Bro. Pezaro was raised to the third degree of the Order, the Worshipful Master working the ceremonies in his own impressive manner. Among those present, in addition to the above-mentioned, were W. Bro. Thomas Rayner, I.P.M.; Bro. O. C. Moore, S.W.; W. Bro. George Ransford, P.M., P.P.G.Swd.B., Middlesex (Treasurer); W. Bro. W. H. Bullock, P.M. (Secretary); Bros. E. Grahner, S.D.; W. C. Lightfoot, J.D.; S. Maier, I.G.; W. Bro. G. Emblin, P.M., D.C.; Bro. James Parkins (Organist); W. Bros. J. H. Custance, P.M., P.P.G.Std.B. (Berkshire); W. Pringle, P.M.; Charles Ransford, P.M.; S. T. Hill, P.M. (Tyler); and Bros. J. W. Drake, H. Drake, Taylor, Zeegen, E. Druquer, W. H. Druquer, Cornish, Naphtali, Daniels, Leo Benjamin, Oades, Phineas Phillips, J. Moore, Foyle, Smith, and Metcalfe, while W. Bros. A. H. Jones, P.M., W. E. Jones, P.M., and Bro. A. Munro were there to respond to "The Visitors" toast. During the course of the evening W. Bro. Jones, P.M., Bros. Druquer, Cornish, Foyle, and Mr. E. Frewin contributed to the enjoyment of a musical programme, the latter gentleman being extremely humorous in his part of the entertainment.

**New Companies.**

**PALMERSTON, LTD.**—Registered 9th September by Paines & Co., 14, St. Helen's Place, E.C. Capital £100,000, in £1 shares. Objects: To adopt an agreement with J. S. Austin, and to carry on the business of hotel and restaurant proprietors, wine and spirit merchants, tobaccoists, provision dealers, refreshment caterers, purveyors of food, aerated and mineral water manufacturers and dealers, bakers, grocers, dairymen, warehousemen, theatrical agents, box-office keepers, and universal providers. The signatories are:—

	Shares.
W. J. Hill, 14, St. Helen's Place, E.C. ...	1
T. E. Potts, 22, Falmouth Chambers, New Kent Road, S.E. ...	1
R. J. Muggleton, 14, St. Helen's place, E.C. ...	1
W. A. Hill, 1, Colwell Road, East Dulwich, S.E. ...	1
A. E. Bullard, 34, Studholme Street, S.E. ...	1
H. D. Glyn, 14, St. Helen's Place, E.C. ...	1
R. G. Cheshire, 14, St. Helen's Place, E.C. ...	1

No initial public issue. The first directors (to number not less than three nor more than six) are J. S. Austin, G. H. Fookes, and R. Pearce. Qualification, £1. Remuneration, £600 per annum, divisible.

**BRITISH-AMERICAN TOBACCO COMPANY.**—PARTICULARS OF REGISTRATION.—The British-American Tobacco Company has been registered at Somerset House by Messrs. Grace, Smith & Hood, solicitors, of Castle Street, Liverpool, the registration paid amounting to £15,050. The capital is fixed at £6,000,000, in £1 shares, and the objects of the company are as follows:—To adopt an agreement with the Imperial Tobacco Company (of Great Britain and Ireland), Ltd., of the first part, Ogden's, Ltd., of the second part, the American Tobacco Company of the third part, the Continental Tobacco Company of the fourth part, the American Cigar Company of the fifth part, the Consolidated Tobacco Company of the sixth part, and W. W. Fuller and J. Inskip (for the company) of the seventh part, and to carry on the business of tobacco growers, manufacturers

of and tobacco any pr arising carried to the J. B. I. of W. W. ca R. H. fa W. B. to G. A. fa W. N. to J. D. b The r more until J. B. H. F. H. v Dula Robe share The l not p O The a pop repre was popu all c Octe M Nott year was TI Land plac the l P CO ordi Sept Sir over TI exce with task to t



## TRADE NEWS AND NOTES—continued.

of and dealers in tobacco, cigars, cigarettes, and snuff, tobacco brokers, buyers and sellers of and dealers in any produce or form of tobacco, and any other business arising out of the same or capable of being conveniently carried on in connection therewith. The subscribers to the memorandum were:—

	Shares.
J. B. Duke, 111, Fifth Avenue, New York, President of the American Tobacco Co. . . . .	1
W. W. Fuller, 111, Fifth Avenue, New York, American counsel . . . . .	1
R. H. Walters, Nethway, Birkdale, tobacco manufacturer . . . . .	1
W. B. Ogden, Inglenook, Blundellsands, Liverpool, tobacco manufacturer . . . . .	1
G. A. Wills, Leigh Woods, Bristol, tobacco manufacturer . . . . .	1
W. N. Mitchell, 3, Great Western Terrace, Glasgow, tobacco manufacturer . . . . .	1
J. D. Player, Alexandra Park, Nottingham, tobacco manufacturer . . . . .	1

The number of directors is not to be less than five nor more than eighteen. The first, who are to hold office until 1904, are Mr. J. B. Duke, Sir William Wills, Messrs. J. B. Cobb, W. R. Harris, C. E. Lambert, W. W. Fuller, H. H. Wills, W. B. Ogden, W. G. Player, T. Ogden, H. von R. Cunliffe-Owen, P. S. Hill, T. Gracey, C. C. Dula, R. H. Walters, P. R. Walters, P. Ogden, and H. Roberts. The qualification of each director is one ordinary share, and the Board will not receive remuneration. The head office of the company is to be in London. It is not proposed to offer any shares to the public.

## Obituary.

The death is announced of Mr. EDWARD TOBIN, a popular merchant of Limerick. Deceased was the local representative of Messrs. Goodbody's famous tobacco firm, was extremely well known in the city and universally popular, and his demise accordingly is deeply regretted by all classes of the community. The funeral took place on October 5th, after High Mass at St. John's Cathedral.

Mr. ALFRED WATSON, who began in business in Nottingham in 1869, died on September 17th in his 59th year. The funeral took place on the 20th September and was largely attended.

The interment of Mr. JAMES M. TREON, of Hall Lane, who was well known in the tobacco trade, took place at West Derby Cemetery on Sunday, October 5th, the Rev. Father Taylor, of Gill Moss, officiating.

## Public Companies.

COPE BROS. & CO. LTD.—The twenty-first ordinary meeting of Cope Bros. & Co. Ltd. was held on September 15th, at the Exchange Station Hotel, Liverpool. Sir John A. Willox, M.P., chairman of directors, presided over a large attendance of shareholders.

The Chairman, in moving the adoption of the report, excepting a proposal with reference to amalgamation with another company, said:—It is always a disagreeable task to tell that no dividend can be paid. It is unpleasant to the general body of proprietors; it is doubly un-

pleasant to the directors, who, as the largest shareholders, are the heaviest sufferers. The causes of this exceptional and, I hope, transient state of things I will explain later. Let me, in the first instance, deal briefly with the financial statement. The accounts show that there was a loss on the year's trading of £606, and, having regard to the company's enormous turnover, this result is disappointing. But reference to the balance-sheet will show that there is no doubt about the thorough soundness and stability of the business. The total amount of the company's liabilities on the 30th of June was £50,327. It is less at the present time, a large proportion of the liabilities having been discharged since the close of the financial year. On the other side of the accounts the assets are large and substantial. The stock, chiefly tobacco in bond, was £155,268, the land and buildings stand at £84,576, the debtors amount to £61,616, the cash in hand was £14,385, and investments out of reserve were £7,648. So that without reckoning a penny for plant and machinery at the three well-equipped factories, or for trade marks and goodwill, the balance-sheet shows real tangible assets to the total of £324,473. As already mentioned, the debts owing by the company were just over £50,000; between this figure and the assets there is an ample margin to guarantee the stability of the business.

I will now explain the principal causes which have for a time turned the substantial profits to which we have been accustomed into a small loss on last year's trading. They are broadly indicated in the report, which says that the wasteful competition in the tobacco trade has reduced prices to an unprecedented level, and also necessitated an increased expenditure on advertising. As everyone is aware from the daily reports in the newspapers, war now rages in the tobacco trade. If it was fair competition, however keen, there would be no reason to complain. Everyone would then have to depend on his own merits and business aptitude to maintain his position in the struggle. This is not the character of the present conflict. It is not conducted on business principles at all. It is a deliberate and organised effort on the part of American capitalists to destroy a British industry, and create a selfish monopoly in their own hands. The transatlantic bosses have established such a monopoly in the United States, and with the bloated profits they extort from their own countrymen they now invade England, with the avowed purpose of setting up a like monopoly here.

Their method of procedure is delightfully simple, and not a little crude. They sell their goods at ridiculously low prices, with a handsome bonus thrown in, and thus they seek to ruin the manufacturer who conducts his business on legitimate lines. Naturally the retailers are allured by patrons who treat them so liberally. They are able to obtain their supplies below cost price, and in some instances at actually less than the Government duty, and are further granted a bonus of 17½ per cent. on all the orders they bestow on their generous friends. To sell goods below cost, and give a bonus for doing so, is not business, it is reckless trading. As may be imagined its effect is demoralising. When a shopkeeper can purchase a manufactured article at 2s. 8d. per lb., the Customs duty alone being 3s. per lb., I do not blame him for securing the bargain. I would even recommend him to seize the favourable opportunity. Tradesmen should make their harvest while the American sun shines. It will not shine for ever. The more business the Americans do at a loss the sooner they will tire of the game. Personally, I hope tradesmen will bless them with large orders for cheap goods.

What is the motive for this Transatlantic aggression? It is sheer cupidity. The declared purpose—declared with brutal frankness—is to get "control" of the British tobacco trade. This word "control" is the Yankee



## TRADE NEWS AND NOTES—continued.

synonym for monopoly. They promise to give away all their profits for four years, they add £200,000 per annum in bonuses, and they sell goods below cost—all as the tempting bait to the British public to entrust these philanthropic gentlemen with absolute control of the tobacco trade of England. Once they obtain dominant power they reckon that they will be able to recoup their early losses tenfold by the profits they will squeeze out of the consumers. But the Americans have not got control of the trade; they are not likely to get it.

The great misfortune is that in the suicidal struggle such firms as our own necessarily suffer loss. Prices have been reduced and the volume of business diminished, but the shrinkage has chiefly affected the lower grade goods, which have always yielded a narrow margin of profit. To protect our proprietary brands it has also been necessary to advertise more extensively, and this is a costly process. But for this exceptional though unavoidable charge the year's accounts would have shown a very different result. However, the outlay on publicity will bring its own reward in the future.

Still another adverse influence has been brought into play through the present strife. In their eagerness to secure trade, manufacturers have become owners of retail shops in all parts of the kingdom. The system of tied shops has been introduced. Whether this system is good or bad I do not presume to say, but if I were a retail tobacconist I should not regard the tied shop with favour. It means that the manufacturer becomes a direct competitor, often in the same street, with his own customer. Cope Brothers have hitherto refrained from this system of business. They are manufacturers, and confine themselves to their own proper department. Their wish is to leave the independent vendor, both wholesale and retail, to pursue his own honourable avocation, undisturbed by unfair and unequal competition with tied shops.

As regards the future, it is impossible to prophesy. How long the wasteful war will continue I do not know, but as to the final issue I have no doubt whatever. Monopoly will not be established in this country. It is contrary to our genius and traditions. The tobacco trade will not fall under the domination of trusts or combines, whether American or British, and an independent house like Cope's can therefore await events with confidence. The immediate policy of the directors is to eschew business that is obviously unprofitable, to keep down expenses, and above all to maintain unimpaired the reputation of our manufactures for uniform good quality. With patience and self-reliance I hope we shall speedily see more prosperous times.

The Chairman, in conclusion, said he had not referred to the question of amalgamation with another company. He would either deal with that matter or leave it until the extraordinary meeting which was to follow, according to the wishes of the meeting.

Mr. W. Staveley Taylor seconded the adoption of the report.

Mr. Christie desired to know how it was that although they had a deficiency of some £600, income-tax was paid. There was no necessity to pay income-tax on a losing business. He considered that the directors might go further than they had done in the matter of returning their fees.

Mr. J. Peacock Smith, in a lengthy address, criticised the management of the affairs of the company. He considered that the directors were incapable of properly managing the business. It was managed in a grandmotherly style by gentlemen who could not devote sufficient time to the work. They wanted practical men constantly on the spot. He moved as an amendment "That the report and accounts be received but not passed, and that a committee of inspection, consisting of three shareholders, be appointed to examine the books with

reference to the general working of the business and the salaries of the officials of the company, and that this meeting be adjourned for a month for the committee to bring in their report as to whether the general and other expenses cannot be considerably reduced without injury to the company; the said committee to be empowered to call in any professional assistance required."

Mr. Charles E. Ashworth seconded the amendment. He said that since 1896 they had practically had a profit of £20,000. This year the directors said there was a deficit of £2,000, but he maintained that that deficit was much larger. In regard to the large increase of buildings and land, which, he said, were put down in 1901 at £73,000, and this year at £84,000, he asked if there had been a revaluation, or if there had been an increase in the value of the buildings? As to competition, he contended that it was not, as had been stated by the Chairman, as in cases where tobacconists had proprietary articles they could not get a reduction which was sufficient to show such a position as their balance sheet did to-day.

Mr. C. J. Woodroff asked whether this company had had an opportunity of joining the Imperial Tobacco Company, and, if so, why they had not taken it?

The Rev. W. H. Muir said he gathered from the Chairman's remarks that the turnover had been as large as usual. Assuming that the manufacture had been as large and the sales as large as in previous years, he failed to see that the balance-sheet set forth how the losses had been made.

The Chairman, in replying to the various criticisms, said that the general expenses of administration were substantially lower than they were when the company was formed or when it was in the hands of a private firm. With reference to the stock-in-trade, which some considered excessive, all he could say was that it was an absolute necessity that the company should be assured of a large stock of leaf, in order that it might be free from the fluctuations of the market and the chances of a bad crop. Their stock had been valued by one of the best-informed members of the tobacco trade, and he reported that their tobacco in bond had been well bought, and was at the time of valuation of substantially greater value than appeared on their books. Mr. Peacock Smith referred to the flourishing state of things 17 years ago, and imputed the change to the incapacity of the management and their lack of knowledge of the business. That was a charge very readily made, but which was somewhat in conflict with the facts. For 15 years he (Sir John) had been Chairman of the company, and he had had the same colleagues on the directorate, and until recently things were, he thought, regarded as fairly satisfactory, and it seemed to him somewhat ungracious that, having continued this business without criticism, and without complaint for so long a period, that at the first breeze of adversity they should be impeached in the somewhat uncharitable spirit which some gentlemen had displayed that day.

After considerable further discussion, a vote was taken on this amendment, which the Chairman said was lost, but which several members of the audience contended was carried.

The Chairman said he was advised that his declaration was final, and proceeded to put the motion for the adoption of the report, except a proposal in reference to amalgamation, and he announced it to be carried by 55 votes to 29.

Messrs. Banner, Spencer & Co. were appointed auditors.

## THE PROPOSED AMALGAMATION.

An extraordinary general meeting of the shareholders was then held for the purpose of considering a proposal to amalgamate Messrs. Cope Bros. & Co. Ltd. with another firm.

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## TRADE NEWS AND NOTES—continued.

The Chairman explained that the proposal was that Cope Bros. & Co. should amalgamate with a private firm of old standing and good repute in the tobacco trade. The firm in question stipulated not unreasonably that there should be no disclosure of their name, because if by any chance the scheme should not be approved by the shareholders the bruising abroad of their name and the rejection of the amalgamation would be a serious injury to their business. The arrangement contemplated was one by which the business of the firm, established over 100 years, would be transferred to Messrs. Cope Bros. and Co., and the services of the partners in the firm secured for the benefit of the conduct of the joint concerns. The stock of leaf and all manufactured tobacco which the firm held had been carefully and independently valued. The book debts would be taken over under a guarantee. So that as regards stock and debts the company had a tangible and substantial property for which they were paying. The plant and machinery would be taken over at a fixed price, and the good-will had been ascertained upon the basis of the profits earned during the past three years. The business was a profitable one, and during the last year earned a profit which was equal to a fair return upon the price to be paid for the business. The arrangement was that the stock and book debts would be paid for in cash or debentures at 4½ per cent. The plant and goodwill would be paid for by an allotment of ordinary shares in Cope Bros. & Co., and, of course, the vendors would derive no benefit from that investment unless and until a dividend was earned upon Cope Bros. & Co.'s business. He would be most willing to give the financial details as to the arrangement, but that was not practicable, because the figures could only be arrived at approximately, but broadly the cash or debentures which Cope Bros. might pay or issue would only be in respect of substantial assets acquired, and the value of Cope Bros.' business would be increased exactly in the same proportion as the amount of cash paid or debentures issued. There was no intention to issue any considerable proportion of the amount of shares for which the directors asked power to issue at present, and nothing like that figure would be given for the business. The debentures if issued would be redeemable at 15 years at par, or at an earlier date at a small premium. He formally moved "That the capital of the company be increased by the creation of 30,000 shares of £5 each, ranking for dividend and in all other respects *pari passu* with the existing shares of the company, and that the directors be authorised to dispose of such shares as the board may think fit without such shares being first offered to the members in proportion to the existing shares held by them."

Mr. W. Staveley Taylor in seconding the motion assured the meeting that the business proposed to be acquired was well conducted, had done well in the past, and was likely to do well in the future. The Rev. W. H. Muir thought that to pass the resolution was like signing a blank cheque. Mr. Hargreaves said that he had had a whisper as to whom the firm was, and in his opinion it was obscure. It might be known in London, but it was not well known in the North. He wished to know on what basis the purchase was proposed to be made.

After further discussion, the Chairman replied that the terms were three years' purchase upon the average profits calculated up to December 30th last. It was not, however, a calculation on a number of years' purchase, but based upon the ratio of goodwill that Cope's business stood in the books to the amount which the other business stood to their capital and interest. It was not a Glasgow firm.

After further discussion the motion was put and declared lost. The Chairman, on behalf of the directors, asked for a poll. A suggestion was made that certain shareholders should confer with the directors and report their opinion to the meeting, but the Chairman said

there would be no practical utility in a hasty examination of a question to which the directors had given careful and exhaustive inquiry, in their own interest as well as the interest of others.

The poll was taken, and at its completion the Chairman announced that the voting was:—For the motion, 37,557; against, 3,717. The motion was therefore carried.

The meeting closed with a vote of thanks to the Chairman, on the proposition of Mr. W. Jackson, seconded by Mr. J. Hall.

## Police.

SUNDAY TRADING. MORE PERSECUTION AT HIGH WYCOMBE.—On September 16th, Albert Kellaway, assistant to Mr. Jacob Popp, tobacconist, &c., of Frogmoor Gardens, High Wycombe, responded to a summons charging him with having exercised his ordinary calling on Sunday, August 31st. As Head Constable Sparling, the informant in the case, was away on leave, P.S. Bentley applied for the adjournment of the summons for a fortnight. Mr. Wood (who appeared for the defendant): Is Mr. Sparling prepared to pay the costs of the adjournment?—The Mayor: That will be a question to raise next time you are here.—Mr. Wood: If we agree to make no application for costs, will he agree not to take out a summons between this and the next Court? He is away, and for that reason wants the case to hang over. When he returns he will try to get another case for the next Court.—Mr. Deacon: We can't deal with what Mr. Sparling will want to do, but with what is before us.—Mr. Wood: I am dealing with the question of whether you will dismiss the case.—Mr. Deacon: It is only once a year that Mr. Sparling asks for this sort of thing.—The Mayor: The case is adjourned.—Albert Kellaway pleaded not guilty of a similar offence on Sunday, September 7th.—P.C. Cordery said he watched the shop from 1.30 to 1.45 p.m., in company with P.S. Bentley, and saw thirty-three persons enter the shop and purchase sweets and cigarettes. They were chiefly children between six and sixteen years of age, and looked very much like Sunday School children. They were dressed like them.—Mr. Wood: What do you mean about the dress?—Witness: They looked respectable enough to be going to Sunday School.—The Mayor: My children are respectably dressed, and they don't go to Sunday School.—Witness added that he went into the shop and saw Kellaway, who said he was responsible. Witness told him he should report him.—Cross-examined by Mr. Wood: He had authority from the Sergeant to take proceedings, and it was in writing. It was in the book at the Police Station. He was not in the shop when the children went in. He saw defendant serving from where he stood on the opposite side of the road. He could not tell the name of any child who was served. When he went into the shop there were two lads, one about thirteen, who called for cigarettes. He did not tell the children they were doing wrong, nor ask Kellaway not to serve them. He did not know there was any harm in children buying sweets on Sundays. He did not eat sweets himself, so did not suffer from indigestion from that cause. He was told off to watch the shop, and to look for anyone else who worked on Sunday.—Mr. Wood: Did you see any others?—Witness: No.—Mr. Wood: No milkmen?—Witness: Yes.—Mr. Wood: Did you see anybody selling cigars in public-houses?—Witness: No.—Mr. Wood: Did you see chair vans going up?—Witness: Yes.—Mr. Wood: Have you summoned



## TRADE NEWS AND NOTES—continued.

them?—Witness: No.—Mr. Wood: Why not?—Witness: I have had no orders to watch them.—Mr. Wood: Only this particular celebrated individual?—Witness: And anyone else who does Sunday trading.—Mr. Wood: Do you think Mr. Popp is the only Sunday trader?—Witness: No; I don't think that at all.—Mr. Wood: Have you noticed motor cars?—Witness: Yes.—Mr. Wood: Have you seen engineers on motor cars?—Witness: I have seen drivers.—Mr. Wood: Do you know they are working on Sunday—earning a wages?—Witness: Undoubtedly they are.—Mr. Wood: Have you seen traps going out of the town for pleasure?—Witness: I don't know where they were going to, or whether for pleasure or business.—Mr. Wood: Have you inquired?—Witness: No.—Mr. Wood: How do you know these children don't go to the shop for pleasure?—Witness: I should say they did go for pleasure.—Mr. Goodearl: How is that relevant to the question?—Mr. Wood: I am trying to prove inconsistency. I am an advocate.—The Mayor: Have you watched the shop before?—Witness: Yes.—The Mayor: Are there more people now than formerly?—Witness: There are more people than when I watched before.—The Mayor: Then trade is steadily increasing?—Witness: I could not say that, but there was an increase on the time when I watched before.—By Mr. Deacon: It was the time when the children were going to school.—P.S. Bentley corroborated the constable's evidence, saying some of the children in the shop were going to the Church Sunday School.—The Mayor: What is your honest opinion as to the defendant's trade?—Witness: It is increasing. The busiest time is when the children are going to Sunday School.—Mr. Wood, addressing the Bench on behalf of his client, said in this case, which was one of many which had been brought to the Court, he again submitted that this person was not guilty so far as the intention of the law was concerned. When the Act was passed there were none of what were now called tobacconists' shops. The Act was passed at a particular time, to apply to a particular purpose at that particular period. The Act simply provided against higglers, drovers, &c., and their servants travelling through the country, going to an inn on the Lord's Day. Did they mean to tell him that they would stop a drover who lived three miles from Wycombe from going to a public-house at a proper hour and getting a glass of beer? The Act prohibited that, but, as he had said, it was passed at a particular period. Since then the licensing laws had been passed, which allowed people to go to an inn on the Lord's Day, at certain hours, while those living three miles away could go at any time. That showed the inconsistency of the matter. The Act said that no tradesman, workman, or artificer whatever, over fourteen years of age, should do any worldly labour, or follow their ordinary calling on the Lord's Day. The Act did not benefit the public at all. Defendant could put a boy thirteen years of age in the shop and the police could not touch him. Where was the consistency? It was more harmful to put a person under fourteen years of age to do the work than to get someone over that age.—Mr. Deacon: That is the employment of labour.—Mr. Wood: Any person under fourteen years could be engaged.—Mr. Peace: It does not apply in this case, as the defendant is "over fourteen years of age.—Mr. Wood: The Act cannot prevent Sunday trading if we engage a person under fourteen; and I say it is far better to have a person over fourteen than under fourteen. It has been held in the High Court that a barber was exempt from the Act, because his business was not buying and selling. Selling, therefore, is not sufficient; there must be buying, too.—Mr. Deacon: The assumption is that the man who sells buys also.—Mr. Wood: You must not assume at all. It is for the prosecution to prove it. I submit, on the merits of this

case, that it is unwise to convict. The constable said he was put to watch this particular case. Every Sunday you have wagons going up to London, and motor cars, and engineers at work.—Mr. Goodearl: We have not those cases to deal with. The case before us is Mr. Popp, who is summoned for selling on Sunday. That is the matter you have to answer to-day.—Mr. Wood: I have the privilege as an advocate of drawing your attention to the inconsistency of the prosecution. Go to the railway station and you have automatic machines from which you can get sweets and tobacco.—Mr. Goodearl: We have not those cases before us.—Mr. Wood: I presume not, or I should be arguing that you could not convict. If you recognise all these other things being done, there must be a reason and motive why they keep on proceeding in this one.—Mr. Deacon: We as a bench are not responsible for what the police are doing. Any case of Sabbath-breaking which is brought before us will receive equal consideration.—Mr. Wood: You have beanfeasters here on Sunday, and that is not a work of charity. Nothing is said to them. You are not allowed, according to the Act of Parliament, to go to a place of worship except to the Church of England; and unless you say your prayers you are liable to a penalty.—The Mayor: I always say mine.—Mr. Deacon: You know this Act is renewed every year?—Mr. Wood: They all are. Suppose you were brought here for not saying your prayers?—Mr. Deacon: It would be very funny, wouldn't it?—The Mayor: Your plea of not guilty has made the costs heavier.—Mr. Wood: There is the prize of justice.—The Bench retired, and on their return the Mayor said the fine would be 5s., and the costs 14s.—total, 19s. He added: I think the default is two hours in the stocks.—Mr. Wood: Not on Sunday?—The Clerk: It is seven days.—Joseph Pope, tobacconist, of Westbourne Street, High Wycombe, was summoned for trading on Sundays, August 31st and September 1st. The first summons was adjourned, as Head Constable Sparling, the informant, was absent. In regard to the second summons, defendant said he pleaded guilty, and asked to be dealt with under the Act of 1677.—P.C. Hind said that he watched the shop from 5.55 to 6.5 p.m., and saw five persons enter. He told defendant he should report him, and he replied, "All right." Two of the customers were lads about fifteen.—The Mayor: Were they going to Sunday School?—Witness: I don't know.—Mr. Deacon: It would be the time they were going to chapel.—The Mayor: Did you see where they went to?—Witness: No.—Mr. Deacon: What did they buy?—Witness: Sweets and cigarettes—Woodbines.—Defendant was fined 5s., with 10s. costs. Defendant: You had better book it to me, and I'll pay quarterly. What's the default?—The Clerk: Seven days.—Defendant: I'll pay on the first of November.—Mr. Deacon: You had better be careful of what you say, or you'll get more than you want. Defendant said he would not pay, and the question of issuing a distress warrant was considered.

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ILLICIT TOBACCO FACTORY.—At Temesvar, in Hungary, the police have discovered a secret tobacco factory, which had been carried on for a long time by an official of the Government Tobacco Factory, named Boszormenyi. In company with fellow-employés, he had stolen enormous quantities of tobacco from the Government stores, which he made into the regular official brands of cigars and cigarettes, accurately labelled and stamped, selling them afterwards to various tobacco shops. Tons of tobacco and numerous machines for the manufacture of tobacco goods were found in the workshop. Boszormenyi and his accomplices have been arrested



# SMARTEN UP

BY JACK - JONES · C AND C



Aug. 7th, 1902.

DEAR BOY,

Notice anything? Eh! look smart—should think I do. My tailor—I mean printer—has had to fit me up better. Nothing like success, my boy. I have struck it right as usual, you stick to "**JACK JONES**" for that—hang on to me and you'll be all right too. My people were so pleased with the way "**JACK JONES**" CIGARETTES went off, they can't do enough for me. Everybody notices me. Something original about me. I'm solid good value. I don't want pictures, coupons, or rattles to make me sell. I can go in front right away without such assistance. Sterling value, my boy. If a man wants a smoke he wants to enjoy it; he doesn't want to be induced to smoke by having presents given him. Would you go to a tobacconist to get a piano? Excuse more, old chap, I have a lot of inquiries besides old customers to see. Push "**JACK JONES**" CIGARS and CIGARETTES, and you'll be able to take that holiday trip directly.

Yours, to smoke,

"**JACK JONES.**"

JACK JONES CIGARETTES 10 FOR 2½<sup>d</sup> 18/-per1000.  
TRIAL SAMPLE PACKET FREE. 20% DISCOUNT FOR QUANTITY.

## SIDNEY PULLINGER LTD.

41, CANNON STREET,

FACTORIES,  
NOTTINGHAM.

BIRMINGHAM.

FINEST CIGAR MAKERS  
IMPORTERS AND  
CIGARETTE MANUFACTURERS.



## From the "London Gazette."

### Adjudications.

COUSINS, WILLIAM HENRY, tobacconist, &c., 50, Dinam Street, late The Square, Nantymoel. Date of order, September 17th, 1902.

NICHOLS, DAVID, tobacconist, &c., 131A, Yorkshire Street, and 11, The Walk, Rochdale. Date of order, September 10th, 1902.

WATSON, JAMES HINDSON, tobacconist, &c., 135, Botchergate, and 17, Milbourne Crescent, Carlisle. Date of order, September 23rd, 1902.

### Receiving Orders.

BROWN, GEORGE CONRAD WILL, cigar importer, 42, Cambridge Road, Seaforth, Liverpool. Date of order, September 17th, 1902.

COUSINS, WILLIAM HENRY, tobacconist, &c., 50, Dinam Street, late The Square, Nantymoel. Date of order, September 17th, 1902.

NICHOLS, DAVID, tobacconist, &c., 131A, Yorkshire Street, and 11, The Walk, Rochdale. Date of order, September 10th, 1902.

WATSON, JAMES HINDSON, tobacconist, &c., 135, Botchergate, and 17, Milbourne Crescent, Carlisle. Date of Order, September 23rd, 1902.

SEAMAN, G., 43, St. Dunstan's Road, Hammersmith, tobacconist. Date of Order, October 1st, 1902.

### Notices of Dividends.

BAKER, OSBORNE, tobacconist, &c., 3, Stuart Street, Cardiff. First and final, of 2s. 4½d., at 117, St. Mary Street, Cardiff, on September 26th.

BOOTH, BRIDGET, tobacconist, &c., 16, Kirkland, and 185, Highgate, Kendal. Second and final, of 6s. 9½d., at the Official Receiver's, 16, Cornwallis Street, Barrow-in-Furness, on September 24th.

HARGREAVE, RICHARD, tobacco manufacturer, South Church Side, Kingston-upon-Hull. Third and final, of 5¼d., at Bank Chambers, Parliament Street, Hull, on October 13th.

HUMPHREY, WILLIAM HENRY, 10, Colliergate, York, tobacconist and confectioner. First and final dividend, of 4s. in the pound, payable on October 13th, 1902, at Official Receiver's Offices, York.

PARFITT, JOHN, tobacconist, &c., Bailey Street, Brynmawr, Breconshire. First and final, of 2s. 7d., at the Official Receiver's, 135, High Street, Merthyr Tydfil, on September 19th.

ROSE, FRANK THOMAS, 381, Moseley Road, Birmingham, tobacconist. Supplementary dividend, of 1s. 2½d. in the pound, payable on October 13th, 1902, at 174, Corporation Street, Birmingham.

WEBBER, WILLIAM HENRY, tobacconist, &c., St. Colomb, Cornwall. First and final, of 18s. 5d., at the

Official Receiver's, Boscawen Street, Truro, on September 24th.

### First Meetings and Public Examinations.

NICHOLS, DAVID, tobacconist, &c., 131A, Yorkshire Street, and 11, The Walk, Rochdale. First meeting at Town Hall, Rochdale, October 10th, at 11.15. Public examination, Lecture Hall, Acker Street, Rochdale, October 24th, at 11.30.

WATSON, JAMES HINDSON, tobacconist, &c., 135, Botchergate, and 17, Milbourne Crescent, Carlisle. First meeting at the Official Receiver's, 34, Fisher Street, Carlisle, October 8th, at 3.30. Public examination, Courthouse, Carlisle, October 8th, at 11.

DUNCAN, GEORGE THOMAS (separate estate), tobacco broker, 9, Rangoon Street, E.C. New meeting by order of Court, October 8th, 1902, at 12 noon, at Bankruptcy Buildings, Carey Street, London. Re-appointed public examination, by order of Court, October 15th, 1902, at 11 a.m., at Bankruptcy Buildings, Carey Street, W.C.

COUSINS, WILLIAM HENRY, 50, Dinam Street, Nantymoel, tobacconist, &c. First meeting, October 9th, 1902, at 12 noon, at the Official Receiver's Office, 117, St. Mary Street, Cardiff. Public examination, October 31st, 1902, at 11 a.m., at Town Hall, Cardiff.

SEAMAN, G., 43, St. Dunstan's Road, Hammersmith. First meeting and public examination at Bankruptcy Buildings, Carey Street, W.C., at 11 a.m., on November 4th, 1902.

### Orders made on Applications to approve Compositions or Schemes.

G. T. DUNCAN & CO. (joint estate), tobacco brokers, 9, Rangoon Street, E.C. Composition of 7s. 6d. in the pound to be paid in respect of all provable debts payable on the approval by the Court of the composition arrangement, and

secured by deposit with the Official Receiver of a sum sufficient for the purpose, prior to the application to the Court to approve the composition. Preferential debts, fees, costs, charges and expenses to be paid, and secured in like manner. The assets of the debtors be deemed to be the property of the party making the above deposit to be forthwith transferred and assigned to such party. Receiving order made against the said G. T. Duncan and Co. discharged, so far as regards the said joint estate. Date of order, September 23rd, 1902.

HUEFFER, OLIVER FRANCIS (a member of the firm of G. T. Duncan & Co.), tobacco broker, 9, Rangoon Street, E.C. (separate estate). Composition of 20s. in the pound upon all provable debts, except Mrs. Emily Maria Pyne, a creditor for £1,200; Ford Madox Hueffer, and James Kendrick Pyne, joint creditors, for £1,000; who will, on or before the approval by the Court of this

*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.**



# SINGLETON & COLE, Ltd.,

WE to inform their clients and friends in the Trade that ALL POPULAR BRANDS AND MAKES OF TOBACCOS, CIGARS, AND CIGARETTES are supplied in

## MIXED PARCELS,

and sold at the lowest possible prices existing at the time of purchase. We also give our customers the benefit of all the recent changes in prices.

### In Times like the Present

our unique system of Mixed Parcels is simply invaluable to the Trade.

*SEE OUR LATEST TERMS AND DISCOUNTS.*

We possess many advantages, being Tobacco, Cigar, and Cigarette Manufacturers, also large direct Importers of Cigars, &c., and every class of Pipes, Cases, and Tobacconists' Fancy Goods, &c., &c., and these advantages we always share with our customers.

Our System for years has given to Tobacconists the

**Maximum of Profit <sup>with</sup> the <sup>the</sup> Minimum Trouble.**

We respectfully solicit Trade inquiries for

**SPECIAL BRANDS, &c., &c.,**

and you may always rely upon getting all goods at

**ROCK BOTTOM PRICES.**

.....  
ALL ADDRESS NECESSARY—

**SINGLETON & COLE,**  
**BIRMINGHAM.** Ltd.

Branch Distributing Depots: LEEDS, WOLVERHAMPTON, WALSALL & SHREWSBURY.



composition, execute releases under seal of the debts due from him to them respectively secured by deposit with the Official Receiver of the amount required for the same prior to the application to approve this arrangement. Preferential debts, fees, costs, charges, and expenses to be paid and secured in like manner. Receiving order made against G. T. Duncan & Co. discharged so far as regards the separate estate of the said Oliver Francis Madox Hueffer, he being a member of the firm of G. T. Duncan & Co. aforesaid. Date of order, September 23rd, 1902.

#### Partnership Dissolved.

GARDINER & CO., cigar merchants, &c., 81, Regent Street, and 59, Charing Cross Road, W.C.

## In the Matter of—

ANN ELIZABETH SILVESTER, widow, trading as Annie Silvester, tobacconist, 52, Coventry Road, Small Heath, and 21, Jamaica Row, Birmingham. The first meeting of the creditors of this bankrupt was held on September 17th, at the offices of the Board of Trade, Corporation Street, Birmingham, before Mr. Woollett (Deputy Official Receiver). Statement of affairs showed liabilities (expected to rank) amounting to £760, with a deficiency of £735. In his observations the Official Receiver stated that the bankrupt commenced business as a tobacconist at Coventry Road and Jamaica Row in January, 1894, on the death of her husband, who had previously carried on the shops for several years. It appeared that when Mr. Silvester died his unsecured liabilities were £600 and his assets £300. He was also possessed of the deeds of 19 and 21, Jamaica Row, which were mortgaged for £600 to his bankers. The creditors accepted a composition of 10s. in the pound, which the bankrupt paid, and arranged to reduce the bank debt by instalments of £2 per week. In 1899 No. 19, Jamaica Row, was sold for £290, and after discharging the bank's claim the bankrupt had a surplus of £80. In 1900 she borrowed £50, and deposited the deeds of 21, Jamaica Row, as security. She managed to trade fairly well until the Wholesale Meat Market was removed in 1898, but since then her trade had gradually fallen away. A private meeting of creditors was held on August 1st, 1902, when an offer of composition of 2s. 6d. in the pound was accepted, but the bankrupt was unable to find security and instituted the present proceedings. Bankrupt attributed the causes of the failure to bad trade, keen competition, paying off liabilities of her late husband, and paying excessive prices for goods. The case is a summary one, and the Official Receiver is trustee.

G. T. DUNCAN AND O. F. M. HUEFFER.—An application was made to Mr. Registrar Brougham, on September 23rd, to confirm a scheme of arrangement of the affairs of G. T. Duncan and O. F. M. Hueffer, tobacco brokers, trading as G. T. Duncan & Co., in Rangoon Street, E.C. The debtors had traded in partnership since the early part of 1899, and their failure was chiefly attributed to loss on the trading and in connection with transactions in Kentucky tobacco entered into on joint account with another firm. The scheme provided for the payment of a cash composition of 7s. 6d. in the pound upon the joint liabilities, and for the payment of the separate debts in full, together with all costs of the proceedings.—Mr. E. L. Hough, Official Receiver, stated that the provisions of the scheme had been fully complied with by Mr. Hueffer, but the necessary amount had not yet been provided in the case of the separate estate of Mr. Duncan.—Mr. Arnold, on behalf of Mr.

Duncan, said that he did not intend to proceed with the application, so far as the separate estate of his client was concerned, but to apply hereafter for a new first meeting, at which an amended scheme would be proposed.—His Honour made orders approving the payment of the composition to the joint creditors and the payment of the separate creditors of Mr. Hueffer, and rescinded the receiving orders in those cases.

L. R. JACOBS.—An adjourned meeting of creditors was held on October 3rd under the failure of L. R. Jacobs, 74, Lancaster Gate, W., the accounts showing liabilities £16,361, and no available assets. The debtor has traded as a merchant, chiefly in tobacco and cigars, first at 120, London Wall, and since September, 1899, at Lancaster Gate. In reply to the Chairman, the debtor stated that he was unable to submit any proposal at present, and the case was left in the hands of the Official Receiver.

JAMES HINDSON WATSON.—Mr. K. J. Haugh, Official Receiver in Bankruptcy, has issued a summary of the statement of affairs of Mr. James Hindson Watson, residing in Coltingwood Street, and carrying on business as a tobacconist and confectioner at 135, Botchergate, and 17, Milbourne Crescent, Carlisle; the liabilities amount to £187, owing to 16 unsecured creditors. The assets were estimated to produce £13, and the deficiency is £173.

### The WHOLESALE TOBACCONISTS' PROTECTION ASSOCIATION, Ltd.

#### FIRST ANNUAL DINNER.

THE first annual dinner of the above Society was held on September 17th at the Holborn Restaurant, when over 200 members and friends sat down to discuss the various items of a "Holborn" dinner. The chair was occupied by the President of the Association and the vice-chair by Mr. J. H. Kevis, of the Tobacconists' Supply Syndicate. Among the firms either present or represented were the following:—Messrs. J. & T. Hodge (Mr. McCallum), F. & J. Smith (Mr. Buxton), Ardath Tobacco Co. (Mr. Pounds), Churchman & Co. (Mr. Dutton), Cohen, Weenan & Co. (Mr. Weenan), Cope Bros. & Co. (Mr. Griffin), W. & F. Faulkner (Mr. Everitt), Gallaher & Co. (Mr. Emblin), Godfrey Phillips & Sons (Mr. Welch and Mr. S. Phillips), Gloag & Co., R. & J. Hill, Ltd. (Mr. Abercrombie), Taddy & Co. (Mr. Pitman), B. Morris & Co., Ltd. (Mr. Keeping), Anstie & Co. (Mr. May), Alberge & Bromet (Mr. Alberge), J. Samuels (Mr. Samuels and Mr. W. H. Bullock), Ainsworth & Son (Mr. J. Ainsworth), Walters and Co. (Mr. Nix), Lusby, Ltd. (Mr. Lusby), Van Raalte & Co. (Mr. Van Raalte), Litsica Marx & Co. (Mr. Phillips), R. Lloyd & Sons (Mr. Townsend), Bryant and May, Ltd. (Mr. Valentine), Sandorides & Co. (Mr. Barckoff), Millhoff & Co. Ltd. (Mr. Millhoff), Pezaro and Sons (Mr. Pezaro), S. Maier & Co. (Mr. S. Maier), Daniel Jacobs, W. J. Bambridge & Co. (Mr. Bambridge), Zeegan Bros. (Mr. Zeegan), Robinson & Barnsdale (Mr. Barnsdale), Salmon & Gluckstein, Ltd. (Mr. Jos. Salmon), Freeman & Sons (Mr. S. Skingle), Goodman & Harris (Mr. G. Mizen), Lang & Co. (Mr. S. Lang), Hecht & Prag (Mr. J. Prag), Russell & Arnholz, solicitors to the Association (Mr. S. Russell). A capital musical programme was provided and thoroughly appreciated, each item being an oasis in the dreary desert of pointless speeches. The chairman's platitudes fell extremely flat on a company which had been led to expect wonderful revelations, and the sincerity of his earnest appeal to "stick together" has been proved by his subsequent resignation of the presidential chair. Too much praise cannot be meted out to the officers of the Association for the completeness of the preparations so essential to a successful dinner, and Mr. Oscar C. Moore certainly deserved all the compliments which were lavished upon him, but the result was, we fear, a "mixed parcel"—a very mixed parcel indeed.



"WAKE UP, ENGLAND!"  
The Prince of Wales  
at the Guildhall.

The Real English Bulldog,

# NOT THE SHAM



# 5 a 1d.

## The Real Godfrey Phillips' GUINEA GOLDS,

Not the Foreign Imitations.



# DUKE DEFEATED.

*Sensational end of the Tobacco War. Where is that Bonus now?*



FOLLOWING upon Mr. Fraenkel's sensational speech at the dinner of the Wholesalers' Protection Association, the following telegram from Laffan's agency in New York was published in the daily press on September 20th:—

"Tobacco manufacturers and dealers expect important developments at an early date. Mr. T. F. Ryan, one of the largest shareholders in the American Tobacco Company, is now in England, his mission being, it is understood, to effect a deal with the Imperial Tobacco Company.

"On Wall Street it is believed that the American Tobacco Company has out-manœuvred its American rival, the Universal Tobacco Company, at every turn, and is now seeking to combine with its English rival, which has been able to deal the American Company some heavy blows in the struggle for the control of the British field."

The usual denials of course at once appeared, but a few days later all doubts were put an end to by the following official announcement:—

"We are officially informed that agreements were signed and sealed in London on Saturday which will have the effect of ending the tobacco war. The Imperial Tobacco Company of Great Britain and Ireland has bought up Ogden's, Ltd., and the whole of the other British interests of the American Tobacco Company. The price is not stated, but it is mentioned that payment for Messrs. Ogden's goodwill will be made by an issue of Imperial Ordinary shares, ranking, of course, *pari passu* with the similar shares of the original vendors to the Imperial Company—namely, those held by Messrs. Wills, Player, Lambert & Butler, and so on. The new body of shareholders will be represented on the Board of the Imperial Company by Mr. J. B. Duke, the President of the American Company, and the *fons et origo mali*: Mr. R. H. Walters, who was Chairman of Ogden's, Ltd., before it was bought up by the American invaders; and Mr. Thomas Ogden, another member of the Ogden Board. The Imperial Company takes over the Ogden business from Wednesday next.

"The terms of peace also arrange that American territory, including Cuba, Porto Rico, and the Philippines, shall be left in the undisturbed possession of the American manufacturers; the Imperial Company withdrawing from the United States, where preparations were already in an advanced stage for carrying the war into the erstwhile enemy's country. And, further, the parties to the bargain, having had a sufficient taste of each other's metal, and not desiring to meet each other on the tented field in other parts of the world, an arrangement has been come to jointly to form a separate new concern—the British-American Tobacco Company, Limited, with a capital which is put at six millions sterling, having its head office in London, to exploit the tobacco trade of the rest of the world, by amalgamating the huge export businesses of the British and American Trusts. Already, in India, Australia, and elsewhere a struggle had been inaugurated between the English firms and the ubiquitous Mr. Duke, which, although not much had been heard of it here, was threatening to attain Titanic proportions. But the formation of this British-American Company will, for the first time, present the spectacle of a real Anglo-American alliance, Englishmen and Americans joining together in developing trade foreign to both countries. The Board of the British-American Tobacco Company has a distinctly international

character, the names of those constituting it being Sir William Wills, Messrs. J. B. Duke, J. B. Cobb, H. H. Wills, W. R. Harris, C. F. Lambert, W. W. Fuller, W. G. Player, C. C. Dula, Hugo Vaughan, R. Cunliffe-Owen, Percival S. Hill, Thomas Garcey, W. B. Ogden, R. H. Walters, Thomas Ogden, P. R. Walters, Percy Ogden, and Harold Roberts."

This was followed by the issue of the following circular by Ogden's, Ltd.:—

"Boundary Lane, Liverpool,

September 27th, 1902.

"Dear Sir or Madam,—We beg to inform you that we have sold our business, so far as the United Kingdom is concerned, as from the 30th inst., to the Imperial Tobacco Company of Great Britain and Ireland (Limited). Any unexecuted orders must therefore be considered as cancelled.

"In thanking you for your support in the past, we desire to express the hope that the same pleasant business relations will be continued with the Imperial Company as have existed with us.

"Your future orders should be addressed to the Imperial Tobacco Company (Limited), Boundary Lane, Liverpool. Yours faithfully,  
OGDEN'S (LIMITED).

This caused intense excitement, especially among those who had signed the American agreement, and were expecting the second instalment of the bonus, just then due. The *Daily Mail* accordingly interviewed Mr. Duke, who expressed himself as follows:—

"Is it not a grand thing in every way," he remarked, "that England and America should join hands in a vast enterprise rather than be in competition? Are we not the same race?"

"You may suggest that we have formed a huge monopoly. We have done nothing of the sort. We still do not represent half the tobacco in England. Those who say that the monopoly will be shown by a rise in prices are wrong. Some few brands which have recently been sold at a loss will certainly be put back, but beyond the limit of a reasonable profit it will be impossible for us to go, or we should invite competition. Prices will not go up. The tendency will be entirely the other way, because now we shall effect a great saving.

"We have formed an alliance—that is what the new company will be. Instead of England and America wasting time and money fighting one another, they will now help one another. We shall enter new fields together. You may say that my method of seeking an alliance by making war was a strange one. But 'experience teaches,' and I have learned.

"The alliance will benefit the retailer as well as the consumer. The idea that the alliance will go opening new retail shops of its own is nonsense. We could not manage the retailing for ourselves so cheaply as the retailers manage it for us.

"Of course, you ask about the retailers' bonus! Well, Ogden's has ceased to exist—so has the bonus. The quarter that is due to-day will be paid and there it ends. Under the agreement retailers will receive a bonus on all they buy from Ogden's, but Ogden's have ceased to exist, and the retailers can therefore buy no more from them.

"There is only one mistake about tobacco in England. The duty is too high. The consumption per head here is less than 2 lbs. per annum, as against over 6 lbs. in the States. If the Chancellor lowered the tax to one-half he would reap three times as much money."





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 MANUFACTURERS:—

**R. I. DEXTER & SONS, LTD.,**

**NOTTINGHAM.**



## THE IMPERIAL'S COURSE OF ACTION.

The question of the bonus was, however, not to be so easily disposed of, as will be gathered from the following report from the *Daily Express*—

The Wholesale Tobacconists' Protection Association have decided that Messrs. Ogden's bonuses shall not be withdrawn without a fight.

As the result of a crowded meeting, presided over by Mr. George Fraenkel, they have instructed their solicitors Messrs. Russell & Arnholtz, to take the advice of the most able counsel at the bar on the matter.

At Messrs. Ogden's, now the London offices of the British Imperial Tobacco Company, it was stated that the bonuses will be paid up to September 30th last, and no further.

The agreement which Ogden's, Ltd., entered into with their customers was that the firm, on their side, should pay £800,000 in bonuses during a period extending over four years. The retailers, on their side, were to boycott the Imperial Tobacco Company's goods, and push the sale of Messrs. Ogden's.

As but six months had passed on September 30th, and bonuses amounting to only £100,000 had been paid, wholesale tobacconists claim that Ogden's, Ltd., will, by breaking the agreement, rob them of £700,000.

Mr. Duke has put the case for Messrs. Ogden in a nutshell. He has stated that there can be no more bonuses to retail tobacconists, since Messrs. Ogden no longer exist.

The amalgamation of Messrs. Ogden and the American Tobacco Company with the other firms which constitute the new tobacco combine renders it impossible for retailers to carry out their part of the agreement.

## OGDEN'S EXCUSE.

But, as the manager of the Tobacconists' Supply Syndicate stated to an *Express* representative recently, "We do not think that Messrs. Ogden, being a limited company, can legally shuffle out of their agreements by stating that they cease to exist. It is on this point that we are taking counsel's opinion."

The coupon question has been dealt with by the new combine. Circulars were recently sent out to all their customers stating that in future there would be no bonuses or coupons. These decisions, together with a revised price list, in which all goods were advanced in price, were to take effect from October 1st.

It was also declared at the wholesale tobacconists' meeting that the public should be informed at once that Messrs. Ogden's packets of cigarettes would no longer contain coupons.

They demanded, too, that the firm, or those responsible for it, should immediately withdraw the extensive advertisements of the coupons.

In the meantime, coupon collectors are increasingly anxious to know how they are to be met. Many of these are growing impatient, and are making anxious inquiries, to all of which the reply is given that an arrangement will be come to at an early date.

Mr. Gallaher, however, is still to be reckoned with, and a recent cablegram from New York states that "Mr. Thomas Gallaher, the well-known tobacco manufacturer of Belfast, will open an extensive plant at Richmond, Va., with a view to fighting the Tobacco Trust. The recent deal between the American and British Trusts will not affect his plans."

It is hardly necessary to add that, though the Imperial will continue their bonus to those who signed their agreement, they will accept no further signatures. The price of goods cut by the American Tobacco Company have been restored to their former level, and a minimum price list will be issued showing better prices to the retailer.

**A YEAR'S TOBACCO.**—The principal chemist at the Government Laboratory, in his report on the work of the year ended March 31st last, gives some interesting figures in connection with the consumption of tobacco. He reports that in 1901 83,561,083 lbs. of tobacco was

cleared, giving a consumption of 2 lb. 0½ oz. per head of the population, while in the year under notice 68,595,176 lbs. was cleared, giving 1 lb. 10½ oz. per head. The reduced quantity of tobacco cleared during the past year, and the apparent diminution in the consumption per head, are entirely due to abnormal clearances about the end of each of the three previous financial years in anticipation of an increase in the duty. Taking the last four years together, the consumption averages 1 lb. 14½ oz. per head per annum, thus showing that the consumption of tobacco still continues to increase at a greater rate than the population. There has been a considerable increase in the number of samples examined, and a large increase in the pounds weight of tobacco exported during the year as compared with the totals for the previous year. The increase in weight amounted to no less than 325,729 lbs., the descriptions showing the greatest increases being cake tobacco and cigarettes. The increase in the weight of cake tobacco was due to the continuance of the war, as the greater proportion of this description of tobacco was for the use of the troops serving in South Africa. The great increase in the weight of cigarettes exported shows that the practice of smoking tobacco in this form is still increasingly popular. The weight of commercial snuff exported is slightly less than in the previous year, but there has again been an increase in the weight of offal snuff deposited for drawback. For controlling the amount of moisture in manufactured tobacco, 11,934 "general" and 2,375 "special" samples of various kinds of tobacco have been examined in this laboratory, and 6,875 by the chemical officers at the outports. On 135 occasions the attention of the manufacturer or dealer was called to the fact that the tobacco was not in strict compliance with the law. On 99 occasions, when the excess of moisture was not very large, the offending trader was warned by the proper supervisor, 24 traders were cautioned by the Board of Inland Revenue, and in 77 cases penalties were imposed or were recovered after proceedings in court. In addition to the examination for moisture, 4,251 of the samples of tobacco were further examined for the percentage of oil, with the result that the manufacturer or dealer was warned on 30 occasions by the proper supervisor, on nine occasions by the Board of Inland Revenue, and in one case a penalty was imposed. Seventy-four samples of tobacco taken from manufacturers or dealers were analysed for adulteration; of these 43 were found to be genuine. The 31 adulterated samples were found to contain either liquorice or glycerine or sugar—they were cake or cut Cavendish, apparently either smuggled or in packages not duly labelled to show that the proper rate of duty had been paid, and proceedings were taken against six dealers for recovery of the penalty incurred. Fifty-five samples of imported manufactured tobacco were examined in order to ascertain what rate of duty should be paid. Two hundred and fifty-seven samples of original leaf were also examined; these were taken from the stocks of tobacco manufacturers who had presented for exportation on drawback tobacco containing inorganic matter or sand beyond the limits laid down in the Act, 26 Vict., cap. 7. Thirty-one samples of commercial snuff were analysed; in two instances the attention of the manufacturer was called to the fact that the proportion of alkaline salts was slightly in excess of that allowed by law. One hundred and nine samples of various materials were examined in connection with a case of manufacturing an imitation of tobacco. By the Act, 5 and 6 Vict., cap. 93, sec. 8, any person committing this offence is liable to a penalty of £200. The imitation consisted of pinewood shredded and stained so as to resemble the cut tobacco used for making cigarettes. The offenders having been detected with the imitation tobacco in their possession, proceedings were taken, and the full penalty was imposed on each of the two defendants concerned.

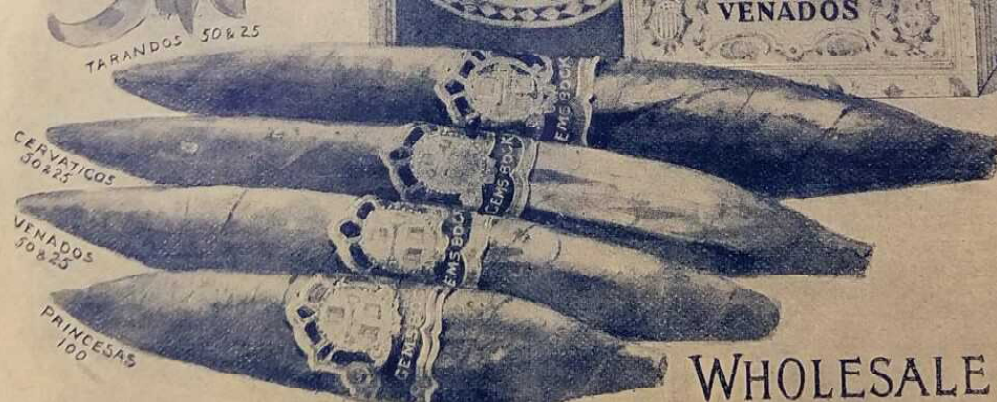


NAT. TEL. N<sup>o</sup> 539.

TELEGRAMS VALERIO LEICESTER



# GEMSBOCK CHOICE CIGARS



WHOLESALE OF

# GOODMAN & HARRIS

LEICESTER



# The American Tobacco Company and its Methods.

**S**OME startling revelations of the methods adopted by the American Tobacco Company in Canada have recently been given in evidence before the Royal Commission of Inquiry into the Tobacco Trade. The following, which is from the *Montreal Standard*, under date of September 12th, is of great interest. Comment is unnecessary.

WINDSOR, September 12th.—The most interesting evidence yet brought out by the Royal Commission of Inquiry into the Tobacco Trade was the production of the form of contract or agreement which the American Tobacco Company required all dealers, both wholesale and retail, to sign before being permitted to handle any of their goods. This evidence was introduced by Mr. O. E. Fleming, counsel for the Ontario tobacco manufacturers. The contract is in two forms, one under the heading of the American Tobacco Company, Limited, of Montreal, and without date. The Empire Company's contract is easily the more binding of the two, and reads as follows:—

"Dear Sir,—We are glad to sell our brands of tobacco to you upon the following terms and conditions, viz.:—

"(1) All tobaccos which we may sell to you, you are to sell to the retail trade only for retail purposes; you are to sell none to other than retail dealers except by our written permission.

"(2) You shall at all times sell our tobaccos at such prices only as we may fix in selling lists to you.

"(3) The cost of freight from our factories is to be paid by us but you will pay the cost of freight to your customers. You will, however, prepay freight to competing points, but to those points only.

"If you handle no manufactured tobacco made from Canadian leaf or made from a combination of Canadian and foreign leaf, excepting the brands made by us, and if you in all respects comply with the terms and conditions of this agreement, we will pay you a rebate of five cents a pound.

"(5) Settlements and payments of rebates are to be made as follows:—Once every thirty days, commencing 60 days from the first day of the month by which this agreement is put in force, provided such shipments have been paid for.

"(6) All obligations upon our part to pay you any rebate for the sale of our tobacco which we may sell you are and shall be dependent upon your strict compliance with the agreements herein contained, and especially that you will not sell any of our tobacco for a less price or upon different terms than those fixed on our selling lists sent to you. If you should sell or dispose of any of our tobaccos at less than such prices, or on different terms, you shall forfeit all right to the payment of any rebates on tobaccos which you have previously purchased, and on which rebates have not been paid you, such forfeiture to be determined and declared by us alone.

"(7) Payments for all tobaccos which we may sell to you are to be made by draft thirty days net from the date of shipment.

"(8) This agreement can be terminated by each party at any time by giving written notice to that effect."

The faithful performance of all of such terms and conditions we hereby agree and bind ourselves.

## ANOTHER CONTRACT.

The second agreement is that of the American Tobacco Company, and it relates to the trade in cigarettes, and specifies the terms upon which they may be handled. It reads in part as follows:—

"(1) All cigarettes which we may send to you, you are to sell to the retail trade only for retail purposes; you are to sell none to other than retail dealers except by our written permission.

"(2) You shall at all times sell our cigarettes at such prices only as we may fix in selling lists sent to you. You shall not sell or dispose of any cigarettes at lower prices than those so fixed.

"(7) If you do not discriminate against our cigarettes in favour of those of other manufacture, and if you do not sell or dispose of any of our cigarettes at less than the list prices, and if in all respects you comply with the terms of this agreement, we will pay you a commission of 2 per cent. on amount realised by you from the sale of cigarettes which we may consign to you.

"(10) All obligations upon our part to pay you any commission for the sale of cigarettes which we may consign to you is and shall be dependent upon your strict compliance with the agreement herein before contained, that you will not sell any of our cigarettes for a less price than that fixed in our selling lists sent to you.

"(11) Upon your acceptance in writing of the terms and conditions of this agreement you understand and agree that you will handle our cigarettes exclusively on the terms and conditions herein specified, and in the event that you hereafter determine to sell cigarettes of other manufacture, you are to notify us in writing of such determination.

"(12) If you shall sell or distribute, or in any way directly or indirectly aid in the sale or distribution of any other cigarettes than those of our manufacture without having first given us written notice of your intention to do so, as required by paragraph 11, you shall not be entitled to claim or receive any commission not previously paid to you in excess of 2 per cent. on any past or future sales under this agreement, and the right and option is hereby distinctly reserved to us to determine and declare that you have surrendered all right to be paid any commission over said rate of 2 per cent. if we shall be satisfied that you have in any way aided in the sale or distribution of cigarettes other than those manufactured by us. (Signed) The American Tobacco Co. of Canada, Limited."

## A CHOICE CIGARETTE.

Our contemporary, *The Army and Navy Gazette*, of September 27th, has the following remarks:—

"The De Reszke Cigarettes, remarkable alike for their choice flavour and innocuous qualities, have taken a wonderful hold of the smokers of high-class cigarettes. Approved by the great tenor, they have also the commendation of such a list of notabilities as fill a small volume, including names like Sir Henry Irving, Sir Hubert Parry, Sir Frederick Bridge, A. W. Pinero, Forbes Robertson, George Alexander, &c., &c. As to their rare delicacy of flavour there can be no question, and if we sin in recommending them, we sin in very good company, for they are now smoked by Royalty."

The moral of it is, that a good article will find its way, in spite of the keenest competition.

We need hardly mention that the fortunate recipients of this notice are Messrs. J. Millhoff & Co. Ltd., the manufacturers of De Reszke Cigarettes, which are among the choicest articles the luxurious smoker can obtain.



## NEW BRANDS

The following appeared in the *Trade Marks Journal* for September 10th, 1902:—

246,322. Tobacco, whether manufactured or unmanufactured. Leopold Engelhardt Gesellschaft mit Beschränkter Haftung, Sharia Fagalla No. 31, Cairo, Egypt; tobacco manufacturers. May 27th, 1902. Address for service in the United Kingdom, c/o J. A. I. Caton, 6, Monument Station Buildings, London, E.C. "The essential particular of the Trade Mark is the combination of devices, and the applicants disclaim any right to the exclusive use of the added matter."

**Cornstalk.**—246,423. Manufactured tobacco. Pritchard & Burton, 1, Farringdon Road, London, E.C.; tobacco manufacturers. May 22nd, 1902. By consent.

246,584. All goods included in Class 45. D. T. J. Lyle & Sons, Limited, East Layne Works, King Street, Maidstone; mineral water manufacturers and tobacco dealers. May 20th, 1902. By consent.

**Daltana.**—246,507. Tobacco, cigars, cigarettes, and snuff. Partridge & Sons, Mansfield Street, Leicester. Cigar manufacturers. May 29th, 1902. By consent.

**Minimum Nicotinum.**—247,782. Tobacco, cigars, cigarettes, and snuff. N. O. Estoppey & Co., Oude Gracht 98, Utrecht, Holland; cigar manufacturers.

July 25th, 1902. Address for service in the United Kingdom, c/o J. E. Evans-Jackson & Co., 19-20, Holborn Viaduct, London. "The essential particular of the Trade Mark is the fac-simile signature, and the applicants disclaim any right to the exclusive use of the added matter."

**Razor.**—248,026. Tobacco, cigars, cigarettes, and snuff. Ogden's, Ltd., Boundary Lane, Liverpool; tobacco and snuff manufacturers. August 8th, 1902.

**Pig-Iron.**—248,027. Tobacco, cigars, cigarettes, and snuff. Ogden's, Ltd., Boundary Lane, Liverpool; tobacco and snuff manufacturers. August 8th, 1902.

The following appeared in the *Trade Marks Journal* for September 17th, 1902:—

247,353. Tobacco. John Young & Sons, Ltd., 13, River Street, Bolton, Lancashire; tobacco manufacturers. July 4th, 1902. By consent.

242,683. Tobacco, whether manufactured or unmanufactured. Arturo Florio, 22 and 24, Glasshouse Street, London, W.; cigar merchant. December 14th, 1901.

**Gumata.**—247,978. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. August 7th, 1902. (No claim is made to the exclusive use of the word "Guma.")

**Tentando.**—247,977. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. August 7th, 1902.

**Lastica.**—247,979. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. August 7th, 1902.

## RESULT OF SEPTEMBER COMPETITION.

The Winner of last month's competition, in which the word "Telephone" was mis-spelt on page 329, was—

Mr. H. Holland, 24, Boundary Road, Leeds,

to whom a parcel of Messrs. Teofani & Co.'s Goods to the value of 20/- has been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY NOVEMBER 6th, 1902.

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, 1902.

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

The Editor's decision is final.

#### CUT OUT AND FORWARD THIS COUPON

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

Word Mis-spelt \_\_\_\_\_  
In Advert. of Messrs. \_\_\_\_\_  
Signature of Competitor \_\_\_\_\_  
If a Retailer, state so \_\_\_\_\_  
If a Retailer's employé }  
state who employed by } \_\_\_\_\_  
Postal Address \_\_\_\_\_



# STANDARD LINES.

... FREE TO ADVERTISERS.

<b>ANASTASSIADIS</b> <i>Highest Class Turkish Cigarettes.</i> The Tobacconists' Supply Syndicate.	<b>COMMODORE</b> <i>Cigarettes.</i> Adkin & Sons, London.	<b>KEY WEST</b> <i>(The Original 2d.)</i> R. I. Dexter & Sons, Ltd., Nottingham.	<b>TOBACCONISTS' SUNDRIES</b> Adolph Elkin & Co., London.
<b>ARISTON</b> <i>Turkish Cigarettes, 2/6.</i> E. Muratti, Sons & Co. Ltd., Whitworth St., Manchester.	<b>EXMOOR HUNT</b> <i>Highest Class Medium Strength Mixture.</i> Edwards, Ringer & Bigg, Ltd., Bristol.	<b>LA SAGERA</b> <i>Cigars.</i> Goodman & Harris, Leicester.	<b>TURKISH CIGARETTES</b> Teofani & Co., London. <i>Highest Award at Paris Exhibition, 1900.</i>
<b>ASTHORE</b> <i>Cigarettes and Cigars.</i> J. H. Custance, Putney, S.W.	<b>FLOR DE MUNSHEE</b> <i>Indian Cigarettes.</i> John Caridi & Co., 5 & 6, Bury Court, St. Mary Axe, London, E.C.	<b>LLOYD'S TOBACCOS</b> <i>and Cigarettes.</i> R. Lloyd & Sons, London.	<b>TWO ROSES</b> <i>Cigarettes.</i> J. Biggs & Son, Commercial St., London.
<b>BANDMASTER</b> <i>Special 1d. Packet Line.</i> Cohen, Weenen & Co., 52, Commercial Rd., London, E.	<b>FLOR DE SUMATRA</b> <i>Indian Cigarettes.</i> Jarrett Bros., 70 & 71, Bishopsgate St., London, E.C.	<b>MIXED PARCELS</b> Tobacconists' Supply Syndicate, London. <i>See special advt.</i>	<b>VAFIADIS</b> <i>Cigarettes.</i> Melbourne, Hart & Co., 19, Basinghall St., London, E.C.
<b>CARLTON</b> <i>Tobacco.</i> Wm. Clarke & Son, Liverpool.	<b>FLOR DE VARZES</b> <i>Cigars.</i> R. I. Dexter, Nottingham.	<b>MONASTERY</b> <i>Cigarettes.</i> Adkin & Sons, London.	<b>VIKING</b> <i>Tobacco and Cigarettes.</i> Lambert & Butler Branch of the Imperial Tobacco Co. (of Gt. Britain and Ireland) Ltd., Drury Lane, London, W.C.
<b>CHALLENGE FLATS</b> <i>The Original.</i> All Wholesale Houses.	<b>GAINSBOROUGH</b> <i>Cigarettes.</i> Cohen, Weenen & Co., 52, Commercial Rd., London, E.	<b>MYRTLE GROVE</b> <i>Tobacco and Cigarettes.</i> Taddy & Co., 45, Minories, London, E.	<b>WEST INDIAN PLANTERS</b> PLANTERS CIGARS IN PACKETS OF 8 EACH. A. Scheuch & Co., 103, Fenchurch St., London, E.C.
<b>CHERRY-TIPPED</b> <i>Cigarettes.</i> Jacobi Bros. Ltd., 9 to 11, Wilson St., London.	<b>GENERAL SUPPLIES</b> Singleton & Cole, Ltd., Birmingham.	<b>NAVY CUT</b> <i>Tobacco and Cigarettes.</i> John Player & Sons, Ltd., Nottingham.	<b>ZEMINDAR</b> <i>Mild Indian Cigars.</i> Jarrett Bros., 70 & 71, Bishopsgate St. Within, London.
<b>CIGARS</b> James Steel & Co., 78, Duke St., Liverpool.	<b>GOLD FLAKE</b> <i>Cigarettes and Tobacco.</i> W. D. & H. O. Wills, Ltd., London and Bristol.	<b>PALM BRAND</b> <i>Cigarettes.</i> R. Lockyer & Co., 13, Bunhill Row, London, E.C.	
<b>COLONIAL EMPIRE</b> <i>Cigars.</i> Sidney Pullinger, Ltd., Birmingham.	<b>GRAND CUT VIRGINIA</b> Godfrey Phillips & Co., London.	<b>STARRY QUEEN</b> R. I. Dexter & Sons, Ltd., Nottingham.	

## OF WHOM AND WHAT TO ORDER.

### INDEX TO ADVERTISEMENTS.

	PAGE		PAGE
Adkin & Sons, London, "Commodore Cigarettes"	Cover ii.	Lambert & Butler, "Viking Tobacco and Cigarettes"	Cover v.
Biggs, J. & Son, "Two Roses and Richmond Bouquet Cigarettes"	Cover i.	Lloyd, Rd. & Sons, London, "Golden Melon Mixture"	354
Brankston, Thos. & Co. Ltd., "British Brands"	352	Melbourne, Hart & Co., London, "Vafiadis Cigarettes"	351, et seq.
Caridi, John & Co., London, "Flor de Munshee"	Cover iii.	Muratti, B. Sons & Co. Ltd., Manchester, "High-Class Cigarettes"	373
Clarke, Wm. & Son, Liverpool, "Carlton Tobacco"	358	Phillips, Godfrey & Sons, "Guinea Gold Cigarettes"	351
Cohen, Weenen & Co., London, "New Premises"	Cover i.	Player, John & Sons, Ltd., Nottingham, "Cigarettes"	369
Cohen, Weenen & Co., London, "Gainsborough Cigarettes"	350	Pullinger, Sidney, Ltd., "Jack Jones"	371
Custance, J. H., Putney, "Asthore Cigarettes"	Cover ii.	Singleton & Cole, Ltd., "New Price List"	380
Dexter, R. I. & Sons, Ltd., Nottingham, "Flor de Varzes"	375	Standard Lines	354
Edwards, Ringer & Bigg, Ltd., Bristol, "Exmoor Hunt Mixture"	Cover iii.	Steel, James & Co., "Cigars"	356
Elkin, Adolph & Co., London, "Price List"	354	Taddy & Co., "Specialties"	361
Franklyn, Davey & Co., Bristol, "Superfine Shag"	360	Teofani & Co., London, "High-class Cigarettes"	Cover i.
Goodman & Harris, Leicester, "Gemsbock Cigars"	377	The Original "Challenge" Flats	340
Jacobi, Bros. & Co. Ltd., London, "Cherry Tipped Cigarettes"	351	The Tobacconists' Supply Syndicate, London	Cover i.
Jarrett Brothers, London, "Indian Cigars"	Cover ii.	Wills, W. D. & H. O., "Gold Flake Tobacco and Cigarettes"	Cover i.



# HIGHEST CLASS MIXTURE

(Medium Strength).

# "EXMOOR HUNT."



**EDWARDS, RINGER & BIGG, Ltd.,**  
**BRISTOL.**

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.





# '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

BRANCH OF

THE IMPERIAL TOBACCO CO. (Of Great Britain and Ireland) LTD.,

DRURY LANE, LONDON, W.C.

“THE  
Write to

Published  
on the  
15th of every  
Month.



ESTAB 1896

BIGGS'S COMMERCIAL "TWO ROSES," 5 size CIGARETTES, PRICE 10 PENCE PER 10 CIGARETTES.