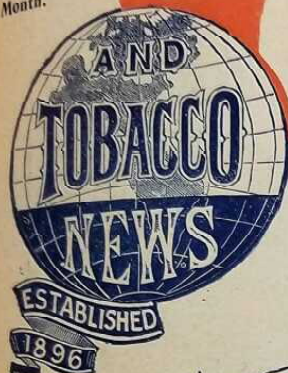


GLOAGS "CHALLENGE" FLATS

To be obtained from all Wholesale Houses.

Published on the 15th of every Month.

Published on the 15th of every month.



The Cigarette World



The Retailer's Journal:

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

W. D. & H. O. WILLS, LTD.,
BRISTOL and LONDON,

Invite the Special Attention of the Trade to

Capstan" NAVY CUT Cigarettes

IN THREE GRADES OF STRENGTH.

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

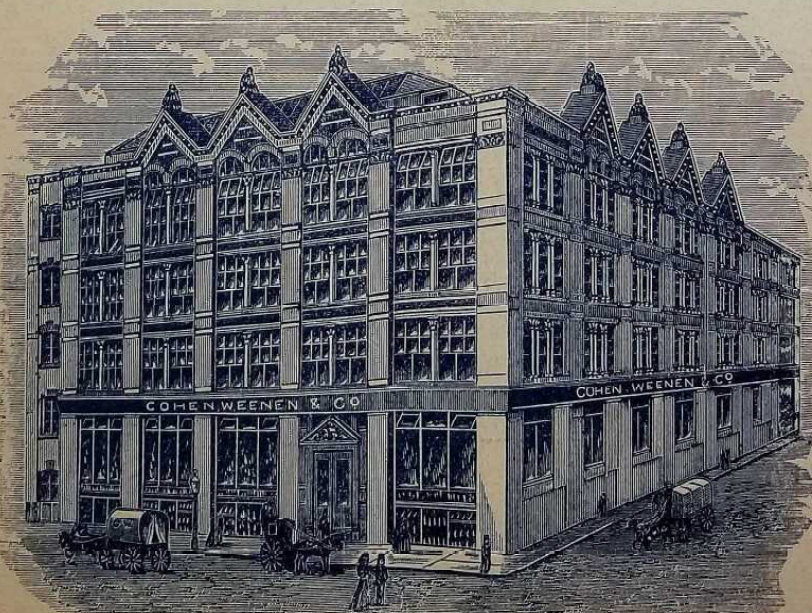
PACKED IN CARTONS OF 10 CIGARETTES

(With and without mouthpieces)

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

PRICE LIST AND FULL PARTICULARS AND TERMS ON APPLICATION.

Cohen Weenen & Co.'s



New Premises.

52, Commercial Road, E.

BIGGS'S COMMERCIAL "TWO ROSES," 5 "EXTRA" CIGARETTES, PRICE 3.0. PRICES ON APPLICATION.

BIGGS'S COMMERCIAL "RICHMOND BOUQUET," 12 CIGARETTES, PRICE ON APPLICATION.

E. J. NEWBEGIN'S SWEET "Mabel Love" [REG] CIGARETTES ESTD 1807.

3d.
PACKETS OF
10

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6d.
TINS OF
20

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UNSOLICITED
TESTIMONIAL.

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

In request
by **EVERYBODY**

Proprietors—
ADKIN
AND
SONS,

•••

LONDON.
Established 1759.

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UNSOLICITED
TESTIMONIAL.

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

THIS JOURNAL
ONE SHILLING PER ANNUM,
POST FREE.

SHIP

Cigarettes.

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

BRAND

Cigarettes.

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

SOLE MANUFACTURERS—
R. LOCKYER & CO.
(Late LUPINSKY & LOCKYER),

PHILLIPS

— SWEET —

GUINEA

GOLD

5

CIGARETTES

1^D

Guaranteed Pure Virginia.

Sweet, Cool, and Fragrant.

THE 

Latest and Best Line

IN

**WEIGHT
CIGARETTES**

IS THE

“**52**”

Brand **52** Brand

FINEST VIRGINIA HAND-MADE.

COHEN, WEENEN & CO.,

52, Commercial Road, LONDON.



Professional Window Dressing.

NOTE THIS: IT WILL ADVANTAGE YOU.

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

Windows dressed and Stocks taken Monthly or Yearly
by Contract.

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

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

SWEET CHERRY TIPPED CIGARETTES.



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

Price List on application.

The Cigarette World

AND TOBACCO NEWS.

Edited by JAMES MOORE & OCTAVIUS BEATTY, M.A., LL.B.

JUNE 15th, 1900.

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

WE beg to inform you that our revised
Price List is now ready, and will be
forwarded on application. "Conditions of
Sale" are attached to our principal Packet
Tobaccos, copies of which will be enclosed
with the Price List if desired.

* * * * *

John Player & Sons, Ltd.,

CASTLE . . .
TOBACCO FACTORY,

Nottingham.

* * * * *

P.S.—Our New Sweetened Tobacco "PEDIGREE"
is selling freely; it is supplied in 1-oz. and
2-oz. Lead Packets, and in ½-lb. decorated
Tins, at 6/4 per lb.

OUR American cousins are, to use one of their favourite
expressions, "bang in front," not only in business cuteness, but
in their remarkable power of organising trades and creating
gigantic monopolies which enable capitalists to accumulate
immense fortunes by obtaining excessive and illegitimate
profits from the public. Their usual object is not to secure
popular favour by the old-fashioned honest attempt to give the
best value for money, but to control production, and thus force
the consumer to take what they are pleased to give him at an
exorbitant rate. This pernicious system not unnaturally
flourishes in a country where patriotism is only understood to
mean a high protective tariff, and where it is thought wise by
means of heavy duties on imported articles to compel the
consumer to patronise the home product, and thus to foster
manufactures which are not naturally fitted to the peculiar
conditions of the country, thereby benefiting one class at the
expense of the community.

It has been reserved for Mr. M. St. John, Secretary of the
North of England Tobacconists' Association, to propose a
scheme which has all the disadvantages of the American plan,
and a number of others for which that gentleman's genius is
solely responsible. We would not venture to suggest that

For Price Lists of THEODORE WILKINS & Co. Imported EGYPTIAN Cigarettes Apply MELBOURNE HART & Co.

COLONIAL

HAND-MADE
HAVANA
FILLERS.

ATTRACTIVE.
ARTISTIC.
BEAUTIFULLY FINISHED.

EMPIRES

EQUAL TO ANY 4d. CIGAR.

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

SIDNEY PULLINGER, *Ld.*,

NOTTINGHAM
and
BIRMINGHAM.



ADKIN'S "SOLDIERS OF THE QUEEN" CIGARETTES

"SOLDIERS OF THE QUEEN"
5 FOR 1^D



Manufactured by ADKIN & SONS,
LONDON.

MARQUE DÉPOSÉE
BRISTOL & LONDON

Mr. St. John and those behind him belong to that numerous class who "rush in where angels fear to tread," but a brief examination of his proposals (which will, on another page, be found in detail) must show them to be ill considered and impracticable.

THE scheme is sublime in its simplicity, we had almost said in its effrontery, for it aims at nothing less than a gigantic ring of traders, each contributing 10s. a year, and each pledged to adhere to a fixed scale of prices, and to deal only with manufacturers who will agree to charge non-members of the ring at least 10 per cent. more for tobaccos and 12½ per cent. more for cigarettes.

MR. ST. JOHN, in an interview with a representative of the *Newcastle Daily Leader*, carefully explains the object of the alliance to be the extermination of what he calls the "unfair cutter," under which term he includes "wholesale wine and spirit merchants, grocers, newsagents, and barbers," though in the case of the three latter he considers that the majority are honest and upright traders. In reply to a very pointed question from the interviewer, Mr. St. John calmly asserted that none would remain outside the alliance who were not cutters, and utterly pooh-poohed the notion of there being any coercion intended or of any possible increase of prices to the public. Mr. St. John, however, would not rest satisfied with success in this object; like Alexander, he would still sigh for new worlds to conquer, and would proceed to organise the trade, and even provide it with a newspaper, which no doubt would be devoted to the difficult task of making the retailer believe that he was in no sense being coerced into forming the alliance, but merely gently urged by moral suasion. It is very much as if a father were to say to a delinquent child, "I don't intend to force you to do what I tell you, but if you don't I'll give you a thorough good hiding."

IN short, no attempt is to be made to persuade those who cannot see eye to eye with the proposers; they are to be given short shrift and compelled either to give up business or join the alliance, since it is obvious that they could not compete if they paid from 10 to 12½ per cent. more than their rivals. The first point that will strike every one is the tyrannous nature of this proposal, which, if successful, would certainly result in the complete destruction of that manly spirit of independence which is the chief characteristic of the British trader. The British trader is conservative in his methods, and though he may be persuaded after patient efforts, he certainly will not be coerced, and all the alliances in the world will never compel him to do what he does not see to be to his advantage, and to the general benefit of the trade.

SOMETHING might conceivably be said for a combination of producers, but for the retail trade, who are the distributors, to seek to impose terms alike on the manufacturers, their fellow traders and the public, is in our opinion simply unparalleled impudence. Are manufacturers who have millions invested

in the tobacco trade, and have passed the best years of their lives in the business, to be dictated to as to the prices they are to charge their customers, and forced to boycott men who have dealt with them honourably, because they prefer to remain outside the ring? The answer is obvious, and even could we suppose the contrary for a moment, is it not clear that, by agreeing to the present suggestions, the manufacturers would be only preparing a rod for their own backs? Emboldened by their success, and thus strengthened by the influence of the leaders of the trade, having got an inch the alliance would soon demand an ell, and in the end the manufacturers would be unable to make further concessions, and would in self protection be absolutely forced to start a number of shops to dispose of their products. The complete disorganisation of the trade which would ensue can easily be imagined, and once capital was invested in starting these distributing agencies it would be hard to induce manufacturers to abandon them. The result would be the destruction of the alliance, and for some time after that had been effected there would still be some producers who would stick to their new system, and remain in open competition with those who used to be their best customers.

THERE is another question we should like to put to Mr. St. John, and it is, Does the alliance intend to control the businesses of the large trade distributors and wholesale dealers; if so, how do they propose to do it? Will the manufacturers consent to dictate conditions to firms who buy from them immense quantities for cash, and distribute their proprietary goods carriage paid? Surely not; and equally surely, without gaining over the distributors, the scheme could have no possible chance of success.

WE hold no brief for the manufacturers, who are both able and willing to protect their own interests. *The Cigarette World* is to-day what it has ever been—the Journal for the retailer—but we feel it our duty to warn the trade against the serious danger of this insidious proposal. We have no intention of sitting on the fence when there is plain speaking necessary in order to arouse our readers to a sense of their responsibilities, and to urge them not to be led away by plausible arguments to take a course fraught with the gravest risks. We have never had sympathy with the "cutters," who have by dishonest methods built up their businesses at the cost of the ruin of the small trader, but, as we have often pointed out, they can be met and defeated by legitimate combination and by educating the trade, and through them the public, in the true nature of their practices. The question was discussed at the Yorkshire Council of Tobacconists, and a member who was in sympathy with the proposal suggested that, in return for the manufacturers undertaking to charge non-members an increased price, the alliance might guarantee that those admitted to membership were men of stability, thus affording a valuable protection against bad debts. In fact, if successful, the alliance would soon become a close corporation, and trade would consequently be restricted. A

Manufacturers of the Popular Registered Brands of Cigars.

Established 1832.

La Fragancia AND Gironde

JAMES STEEL & CO.

ELAINE, IMPERIALES, CISSIA, PAULA, LA STELLA, MY FANCY, LA AROMA, EL GLOBO, COURTS, FABARISA, STEEL'S MEXICANS (CON. FINA & REG. PRINCIPE), etc

TELEPHONE 5197
Telegrams, "AROMA, LIVERPOOL."

Factory: 78, DUKE ST., LIVERPOOL.

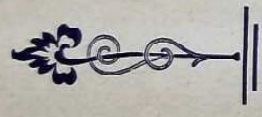
N.B.—The Trade only Supplied.

Price Lists on Application.



Sit down, Sir,
and read this!

TRAPPER



CUT NAVY PLUG

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



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

HOFFMAN HOUSE CIGARS

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

Agents for the Provinces:

IND, COOPE & CO., Ltd., Burton-on-Trent,

CIGAR IMPORTERS & BONDERS.

Telephone:
137, NATIONAL.

Telegrams:
WHISKY, BURTON-ON-TRENT.

TERMS AND PRICES ON APPLICATION.

new-comer would, we fancy, find it difficult to convince the district executive of the alliance that he was a man of stability, and that difficulty would be exactly in proportion to the strength of the competition which the existing tobacconists in the town anticipated from him.

THE public do not appear to have been considered at all, but it is obvious that they would be the losers by any artificial restriction of trade, and the first shops which were known to be connected with the alliance would soon find their customers going to other dealers who boldly took their stand on the "Free Trade Platform."

WE notice that Mr. St. John's circular holds out the tempting bait that the surplus funds would be enough to provide for a trade guarantee and also for a Benevolent Society. We recommend retailers instead to contribute towards the Tobacconists' Benevolent Association; they will not only be helping a good work by so doing, but will be providing against possible misfortune.

THE prejudice against cigarettes in America, and the consequent restrictive State and Municipal legislation, has caused a considerable diminution in sales, and this diminution has naturally become greater owing to the increased taxation on cigarettes. The result has been that manufacturers have sought for more remunerative lines, and have devoted their energies to pushing the little cigar or all-tobacco cigarette. In this they are rapidly achieving success, and there can be little doubt that the trade in these cigarettes will continue to grow. Manufacturers of high grade seed and Havana and clear Havana cigars have also produced little cigars of exactly the same quality as their larger and higher-priced productions. One of our American contemporaries "enthuses" considerably over the departure, and seems to believe that the public taste will become educated and eventually will be centered upon the cigar, to the exclusion of the cigarette. This we cannot believe to be likely in America, and in England we regard it as impossible. The cigarette smoker, once he acquires the taste for the delicate and fragrant little morsel, can never be induced to give it up; he may on occasions smoke a cigar, and still more rarely a pipe, but it is after all a matter of temperament, and while to one man the pipe alone is satisfying, to another the cigarette affords most pleasure, because it does not satisfy but always leaves him inclined for more.

THE *New York Herald*, being possessed of the fact that President McKinley is suffering from nervous prostration, promptly proceeds to discuss the cause, and gravely informs an astonished world that it is all due to "Tobacco Heart." This new disease, as imagined by our American contemporary, appears to be a truly terrible matter; some of its symptoms are attacks of angina pectoris, palpitation, and intermittent beating. The palpitation is supposed to be caused by the toxic action of the tobacco upon the muscular tissues of the heart, and the intermittent beating by stomachic trouble, of course caused by

the weed. Our enterprising contemporary, *The Morning Herald*, sent a reporter to interview the resident physician at one of the best-known London hospitals, and was re-assured to find that this gentleman laughed at the notion of "tobacco heart," and said that he firmly believed in the beneficial effects of tobacco, provided the smoke was not inhaled, and had recommended some of his patients to smoke, as a cure for nervous complaints, with good results. *The New York Herald* must try again, but let us hope that by the time they have arrived at a conclusion the worthy President will have completely recovered.

ELSEWHERE will be found reports of several prosecutions against tobacconists for selling British-made cigarettes as imported Egyptian. It is a healthy sign that the powers that be are at last awakening to the necessity of carrying out the Merchandise Marks Act, a measure which never has been and perhaps was never intended to be strictly enforced. Retailers should be most careful not to be imposed upon by artfully faked packages of cigarettes which are passed off for genuine imported.

THERE can be little sympathy felt for the perpetrators of these frauds, since there is a market for cigarettes manufactured in England from Turkish tobacco, and there are many excellent lines of these which can be sold at a price which is very moderate, considering their quality, and which gives the retailer a fair profit.

IN our mis-spelt word competition for May, Mr. F. L. Walker, of 6, Brixton Road, London, S.W., is the lucky competitor, and to him 20s. worth of Messrs. R. Lockyer & Co.'s "H.M.S. 'Triumph'" Turkish cigarettes have been forwarded. The word purposely mis-spelt was "Turckish," as every competitor, except one, discovered, the latter having wandered into the text of the paper, regardless of the notice expressly given that the error is to be discovered in the advertisement sheets. This month we continue the competition, but we flatter ourselves we have set a more difficult task than last month's appears to have been.

THE subject of smoking in carriages not specially reserved for votaries of the weed seems to be exciting a good deal of discussion in Glasgow. We need not say that we have absolutely no sympathy with people who are selfish enough to persist in doing what causes annoyance to their fellow passengers, when they have proper facilities provided for them. It is, however, only fair to say that it frequently happens that there are far too few "smokers," which may explain, though it does not excuse, the fact that on some lines the bye-laws are systematically broken. A gentleman who writes a most indignant letter to the *Glasgow Evening Times* is unsparing in his denunciation; he alludes to smokers "at their dirty work," and describes them as a lot of "brutes." This intemperate language is not likely to persuade the wrong doers of their error.

"LA CINGARA," finest imported Mexicans.

Sole
Importers:

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

USEFUL LINES FOR TOBACCONISTS

(All our own Manufacture.)

PACKET SHAG TOBACCOS.

BRIGHT FLAKES.

RICH DARK FLAKES.

English Glory	1/16	1/32						
Chester Cut	"	"						3/6 per lb.
Friendship	"	"						
Light Flake	...	1 lb.	Boxes		3/10			per lb.
Golden Bud	...	1 lb.	"		4/-			" "
Bright Flake	...	1 lb.	"		4/2			" "
Perfect Treat	...	1 lb.	Tins		3/9			" "
Friendship	...	1 lb.	Boxes		3/8			" "
Afghan	...	1 lb.	Tins		4/1			" "
Heavy Dragoon	...	1 lb.	"		4/4			" "
Hurricane	...	1 lb.	"		4/4			" "

Subject to the usual Trade Discounts.

Besides being Tobacco, Cigar, Cigarette, and Pipe Manufacturers, we are the originators of the "MIXED PARCEL" System, and stock ALL MAKES Tobaccos, &c., in larger and greater variety than ever.

We are using every endeavour to get out our NEW GENERAL PRICE LIST with all possible speed. It will be a gigantic Trade Encyclopedia, and simply invaluable to tobacconists. In the meantime all goods are charged at Manufacturers Revised Prices.

Our £5 MIXED PARCELS are specially useful during this crisis in the trade, and we allow our maximum discounts on them, and pay carriage.

ALL ADDRESS NECESSARY

SINGLETON & COLE, Ltd.

BIRMINGHAM.

This writer goes on to suggest that the Railway Companies should provide "a small grating or V-shaped aperture in the floors to allow the pollution to have free exit, by which means the air would be rendered purer, and the task of cleaning the floors would also be much facilitated, as flushing with a watering can would often be all that was necessary." The suggestion is of course impracticable, and we confess that, as the infuriated writer is a non-smoker, we hardly see how the matter affects him.

ASSISTANT FOREMAN Wanted for Cigarette Department. Must have occupied similar position. Apply, stating age, references, and wages required, to "Birmingham," c/o THE CIGARETTE WORLD Offices, Ellison Road, Barnes, S.W.

A LARGE Cigar Manufacturer wishes to dispose of 15 Cigar Makers' Tables, with forms, &c., complete. Address offers to "Sacrifice," Box 270, c/o Deacon's Advertising Offices, Leadenhall Street, E.C.

Pipes of all Nations.

DURING travels in different parts of the world, Dr. Louis B. Bishop, of New Haven, has made a most interesting collection of pipes. He has gathered together the pipes of almost every nation that is known to use tobacco.

Beginning with the corn cob of the American farmer, the collection runs through all the countries until the Far East is reached, where pipes are most elaborate, and, from an artistic point of view, most interesting. The American Indian has not been forgotten. In the collection there are some of the finest and most beautiful specimens of the pipes of the various Indian tribes, ranging from the tribes of the East to those of Alaska. There are pipes that were smoked in harems and in opium dens of the Far East, pipes that were whiffed in Egypt and that breathed fascinating odours in Morocco, pipes that were smoked by Italian nobles and Austrian and Swiss peasants. "And, best of all," thinks the owner, "English made briar pipes."

One of the most unique historical specimens in the collection is an enormous pipe, carved in wood, which Dr. Bishop picked up in Vienna. The carving on this pipe alone makes it very valuable. It is considerably over a hundred years old. Around the bowl there is illustrated the Austrian tale of the Seven Swabians, who, according to the legend, were necessary to kill a single hare. About the bowl of the pipe are arranged the seven hunters, who bear a huge sphere, while opposite them on the trunk of the pipe the frightened hare is depicted making an easy escape. On the bottom of the bowl of the pipe there is a curious allegorical head, beautifully carved.

Perhaps the pipe most prized by Dr. Bishop of all his collection is one which he found in Alaska, lying beside the skeleton of an Indian on the Tundra, near St. Michael's.

The collection of pipes from the Far East is especially interesting. Most of these pipes have beautiful stems inlaid with silver, ivory, and pearl, or made from beautiful and rare pieces of wood. The mouthpieces of these pipes are large, and are fashioned so as to be pressed against the outside of the lips, and not taken between the teeth, as the people of the West hold their pipes. Many of these pipes have enormous stems, which are so long that the bowl is fitted with two little stone wheels, so that the pipe can be pushed over the floor without tipping it over.

There are two fine specimens of the pipes of the Chinese. One is an opium pipe made of bamboo, stone, and brass, and still reeking with the odours of the drug, which was used in it by some pig-tailed devotee of the opium den. The other is an elaborate tobacco pipe fitted with a water bowl for catching the nicotine and cooling the smoke.

In Hungary and in Egypt, Dr. Bishop found the most artistic pipes outside of those found among the Germans and the North American Indians. It is doubtful if any nation has

ever conceived anything more artistic in the way of a pipe than the humble American Indians have carved out of stone and wood.

This collection of pipes is especially interesting, as it shows what materials the different nations have fashioned their pipes from. The corn cob is distinctly American, the stone pipe belongs to the Indian nations, not only of America but also of the East. To Germany belongs the meerschaum and the pipes carved from wood and fashioned out of the horns of deer. The bowls of the pipes of the Far East are all fashioned out of clay, while the stems are made from bamboo and jessamine wood. The French pipes are made out of porcelain, and sometimes of gourds. For pipe stems the jessamine of the East and the weichsel of Germany are especially prized. The briar pipe belongs distinctively to England, and, according to many smokers, it is the best pipe of all.

The Martyrs of the Weed.

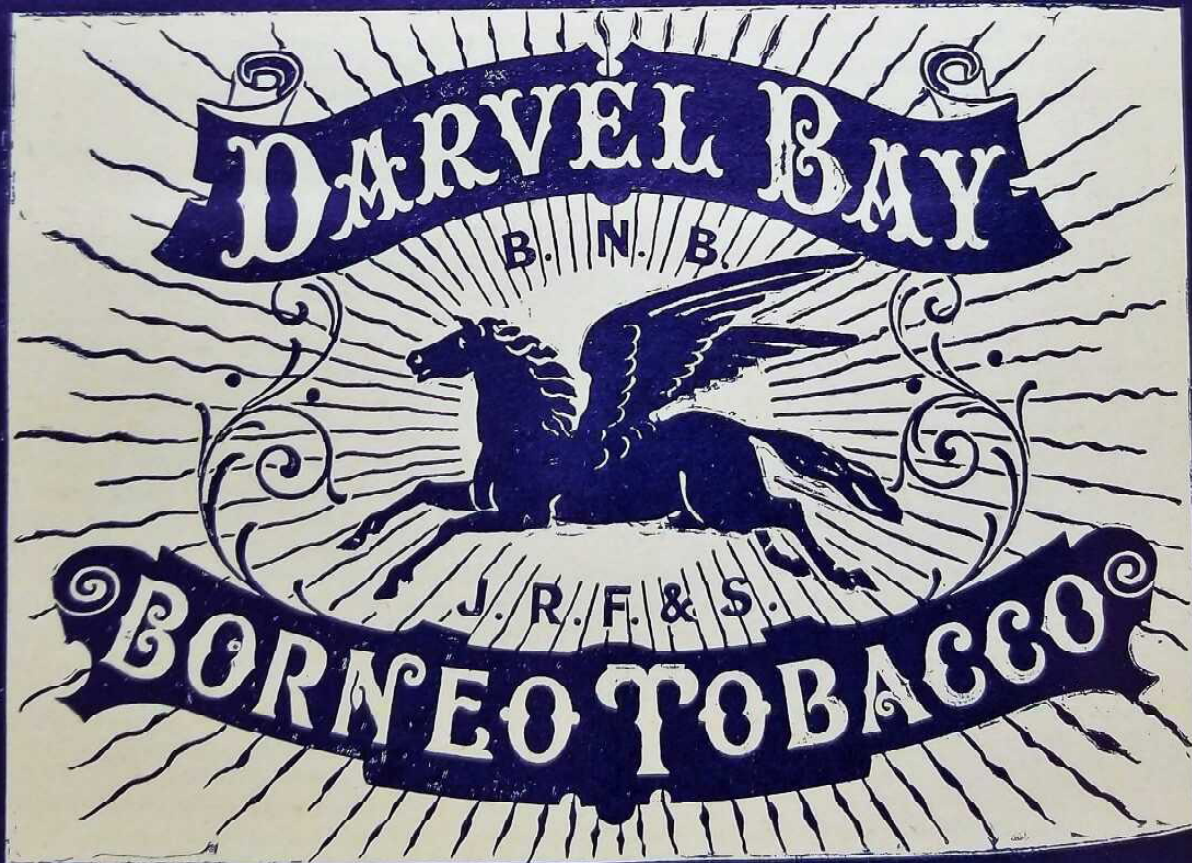
MODERN lovers of the pipe, cigar, or cigarette, seldom think of the worthies to whom they are indebted for their free enjoyment, and of those who delight in nasal aliment, how few ever call to mind the Diocletian persecutions their predecessors passed through in adhering to their faith in, and transmitting to their descendants, the virtues of tobacco. "Europe frowned and Asia threatened," says an American writer in the *New York Literary World*, Pagan, Mahommedan and Christian monarchs alike combined to crush them. The world was roused like a famishing lion from its lair, and gloated on them. James I. of England, foaming with rage, sent forth his "Counterblast." The half savage ruler of the Moscovites followed suite. The King of Persia, Amurath IV. of Turkey, the Emperor Jehan-Geer and others all joined the crusade. In Russia it was punished with amputation of the nose, and in the Swiss Canton of Berne, it ranked in the table of offences next to adultery, and even so late as the middle of the last century a particular court—the "Chambre du Tobac"—was held there for trying delinquents. Arming themselves with scourges, balts, knives, and bearing gibbets on their banners, they proclaimed death to all found inhaling the fumes of the plant, or caught with a pellet of it under their tongues. Such as used it as a sternutative only were dealt with more gently—they were merely to be deprived of their organs of smelling—of nostrils and nose. To perfect the miseries of the pitiable delinquents, Pope Urban VIII. went in awful pomp to the Vatican, where, tremulous with holy anger, he shook his garments to intimate that the blood of the offenders would be on their own heads, and then thundered excommunication on every soul who took the accursed thing in any shape into a church.

Was ever destruction of body and spirit threatened so unjustly? Mutilation for taking a pinch! Loss of life for lighting a pipe! Exclusion from Heaven for perhaps harmlessly reviving attention to a wearisome sermon in chapel or church! Merciful heaven! what comminations these to emanate from "Christian" kings and "Christ's successor!" Present and eternal death, tortures here and endless torments hereafter, according to their own theories, for a whiff or quid of tobacco! Our sympathies are naturally excited for the sufferers. One wonders how they managed to preserve their integrity, or pass through the fires unscathed, or even escape annihilation. Yet most of them did escape, and they did more,—they converted the Nebuchadnezzars who sought to consume them. Conscious of their innocence of any great crime, and of their rights, they mildly persisted in maintaining the latter. Of retiring habits, they avoided agitation and debate, declaring that the properties of the proscribed herb made such efforts uncongenial, while it strengthened them in passive resistance, composed their spirits, and rendered them in a great measure indifferent to abuse, and often insensible to pain. Hence, they smoked and chewed, and sneezed at home, until their hottest enemies became their warmest friends, and greater sinners than themselves had ever been.

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

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

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



**Sole Agents: JOHN CARIDI & CO.,
5 & 6, Bury Court, St. Mary Axe,
LONDON. E.C.**
Telegraphic Address:
"DRASTIC LONDON."
Telephone: 477. Avenue.

A Manufacturing Scheme.

BLACKPOOL, the Mecca of the Lancashire holiday-maker, is agitating for the establishment of a staple industry to provide employment during the season when the majority of its inhabitants are not charging for the cruet and attending to the vagaries of the lodging-house cat. Strange it is that our trade is so often taken up as a "make-shift," but, like the individual, so is the community, and as the widow who receives, say £5, as the result of a "friendly lead" goes into "business as a tobacconist," so an enterprising insurance and estate agent, Mr. James Russell, of Blackpool, proposes to introduce a scheme for the manufacture of tobacco, regardless of the fact that Lancashire and the immediate counties are already well supplied with old-established and famous manufactories.

Mr. Russell says that he has been thinking over the problem of a suitable industry for Blackpool, and thinks that he has solved it as stated below, and in a manner that will in no way interfere with the seaside character of the place. A syndicate, he states, is already in the course of formation with a capital of £5,000, with which it is intended to commence immediately as cigarette manufacturers and dealers in cigars, tobacco, and fancy goods. In an interview with "Ariel," of the *Blackpool Gazette*, Mr. Russell thus explains his proposal in the following "question and answer" style:—

"Ariel"—"What number of hands do you think you would be likely to employ?"

Mr. R.—"I reckon anywhere from 1,000 to 2,000, whose wages would average £1 a week. A point in connection with the scheme worth special notice is this. The tobacco trade is of such a peculiar character that during the winter months full time could be worked, whilst we could slow down in the summer, and thus a large number of the staff could be liberated for household duties."

"I don't see how you quite make that out."

"Well, it is in this way. The busiest times in the tobacco trade are Christmas, for which we should begin preparing in October, November, and early in December; and the summer season, for which we should have to work hard in February, March, and April. In Blackpool the orders are generally given for the delivery by Easter, and the same thing applies to the inland towns. The two rushes are always just before Christmas and the summer months; but, of course, there is always a steady trade all the year round."

"Now why do you think this industry in particular would be successful in Blackpool?"

"For three or four reasons. Labour is plentiful here, and there is that peculiarity of the trade, which I have already referred to, and which would allow of the staff to help at home in the summer months. There would be no smoke nor dirt that would destroy the seaside character of the town, as the machinery could be worked by electricity. There would also be no need to advertise on the large scale of some firms, because of the fact that a trade is already assured, and, therefore, there would be no necessity to create a trade. There would also be no underpaid labour, no sweating. It will also be possible, here, to make goods equal to any produce anywhere else in quality and price."

"You say a trade is already assured. May I ask in what way?"

"I estimate that without any difficulty we shall have a turnover of £15,000 to £20,000 a year; and I base that on the fact that I have a guarantee of a tied-up connection."

Mr. Russell then read an agreement entered into between himself and a corporate body, numbering some 700,000

members, whereby he was to supply them with all kinds of "smokes" for a period of ten years.

"The tobacco business," he went on, "is one of the healthiest that a person can follow. At the time of the outbreak of cholera on the Continent, when people were dying in thousands in Hamburg, there were only two known persons attacked in a tobacco manufactory where 6,000 hands were employed. When the influenza was particularly epidemic in this country, too, there was not one, out of a staff of 300, who were affected, although people all round were falling victims to it; in fact, I filled up a form on the matter, in response to some queries from a medical man."

"You have been connected with the tobacco trade before, then?"

"Oh, yes. I was the secretary and manager of a manufacturing company for four years, but I had to resign, owing to ill health; and this was the reason I came to Blackpool."

"Shall you find any difficulty in getting the young folks of Blackpool to pick up the business?"

"No, because it is a very easy matter for a girl of ordinary intelligence to learn the making of cigars, say about twelve months. Those who could not adapt themselves to this could be employed labelling, box-making, and in other departments."

"How will the position of Blackpool, being on the coast and so far from the big centres, affect your prospects?"

"Not at all. Blackpool is as well situated as such towns as Coventry and Leicester, which are centres of cigar manufacturing. You see all tobacco in the leaf is bonded at the ports of arrival, and then is taken inland. The company that I have spoken of would perhaps approach the railway companies with a view to getting concessions in the way of rates to encourage the industry."

"What are your prospects of an immediate start?"

"We propose taking a small place and starting at once with the manufacture of cigarettes. Then we shall go in for the other things by degrees. I have already applied to the Patent Office for names for our brands."

The discussion then turned on the composition of the syndicate, and Mr. Russell gave me the names of the gentlemen who are already interested in the concern. I am not at liberty to mention them, but amongst them are two well-known local names.

"However," Mr. Russell added, "it will be as well to get Blackpool capital in it, in order to ensure the manufactory being established here, otherwise that cannot be guaranteed. The other directors might say that it ought to be put down at Manchester, or elsewhere."

"I ought to add," he concluded, "that we should trust to get local support; and, irrespective of that, we should have the British Isles for our market. The tobacco industry is one of the best paying going, even comparing with the big brewing business. It is also a protected industry, a fact which should be well borne in mind."

It appears to us rather a strange state of business, in Blackpool, that when the retailers are in the middle of their busiest season, during the summer months when the town is blocked with visitors, a factory, which is intended to supply the trade, should be enabled to "slow down" and liberate a large number of their staff for household duties. Tobacco is not like bricks which can be made and stocked until they are required; cigars, of course, may be stored, but is a seaside town an enviable locality in which to store them, and cigarettes we know should be supplied in as fresh a condition as possible. Furthermore, this scheme, for the benefit of Blackpool, would appear to be only conditional; it might turn out to be a scheme for the benefit of "Manchester or elsewhere" if Blackpool does not supply the capital.

In other respects Mr. Russell is modest, he admits that failing local support, the syndicate has the British Isles for a market—but have we no colonies or are there no anxious prospective buyers among foreign nations to take up the brands for the names of which application to the patent office has already been made.

No! No! Blackpool, continue if you like to get your living by the sea, but leave the "Weed" alone.

Muratti's Ariston Cigarettes

IN ENAMEL POCKET
CASES OF 25.
NEW LINE JUST OUT.

Muratti's Nebka Cigarettes

SALES OVER
20 MILLIONS
ANNUALLY.

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2D. LINE
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COMPARE OUR PRICES.

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69, VITTORIA STREET, BIRMINGHAM.

A New Cigar Box.

THE originator of the cedar cigar box is unknown to fame, even his name being lost in the mists of tradition that surround the early history of cigar-making, but for centuries the cedar box has held its own as the proper package for high-grade cigars. There have been numerous attempts to substitute something else as "just as good," but they have proved futile, and through long generations the best manufacturers have stuck to the old-fashioned cedar box. In spite of this, it must be admitted the cedar box has its defects, but in the past they have been outweighed by its good points.

For many years, M. Blaskower, the veteran importer of Havana cigars on the Pacific coast, has given a great deal of earnest and intelligent thought to the matter of improvement of cigar boxes, and as a result he has at length perfected a package which seems to meet the requirements, which is herewith for the first time described.

M. Blaskower's invention, for which he has received letters patent is, in brief, a combination of wood and sheet metal, or, in other words, a cedar-lined tin box, and it possesses many advantages which will be readily apparent to the experienced cigar man. In appearance it is not unlike the ordinary cedar box, the tin being enamelled to represent the natural wood, with the usual brand marks in their customary colours. The end label, factory guarantee and revenue stamp are gummed upon the exterior, the same as with a wooden box. The bottom, ends and sides are lined with cedar permanently secured to the tin, while a detachable piece of cedar fits tightly over the top. The tin top is hinged at the back and flanged on all sides, so as to make the package practically air-tight.

The object sought by this invention, says M. Blaskower, is a cigar box that shall have all the desirable qualities and properties of the wooden cigar box, and shall possess, in addition, several advantages over the box made wholly of wood.

Cigar manufacturers, and persons practically acquainted with the peculiar properties of tobacco, are well aware that, from the time of their manufacture to their consumption by the smoker, cigars are extremely sensitive to climatic influences, and are especially affected by varying conditions of moisture or dryness in the surrounding atmosphere. To such a degree are they affected that they deteriorate in flavour, in aroma and in smoking qualities after a time; and whether under exposure to a moist climate on the one hand, or to a dry climate on the other, cigars of all grades, but particularly those of the finer quality, suffer more or less reduction in commercial value from exposure to such influences of climate when packed in the cedar box demanded by the trade.

The old-established custom of packing cigars in cedar wood boxes is based on the fact that the Spanish cedar, by reason of its porousness and its aromatic qualities, is found to impart to and bring out in the cigar certain peculiar and delicate aromas and flavours, as well as to retain a certain moist condition in the tobacco to a greater extent than any other kind of wood available for the purpose. With these peculiar advantages over cigar boxes made of other woods or materials, the cigar box of cedar wood is found in some other respects defective to such an extent that it is practically unsuitable as a package for export trade between countries in the temperate zone and those in warmer regions. For example, in packing cigars for export from the United States to the Hawaiian Islands, or to the Eastern Archipelagoes, China, and the countries near the equator, the cedar box is defective in preserving cigars from the extremes of dryness and moisture.

A cigar box that possesses, therefore, all the desirable properties of the cedar wood box, and at the same time protects the cigar from the influences of either moist or dry climates and the varying conditions of temperature to which the contents are necessarily exposed in transportation and in the course of trade, may be said to be a desideratum in the cigar industry.

This box has many advantages not possessed by the wooden cigar box now in use. It is impervious to moisture and the

influences of climate, and will at the same time retain the necessary condition of moistness in the tobacco without deterioration in condition. After the box is sealed it will withstand the hardships incident to transportation without danger of being broken or loosened at the joints when packed in numbers in a crate or case. It will also retain cigars in a uniform condition without their drying out or parting with their good qualities after the lid is opened, and during the time the cigars are being dispensed from the box.

The box is free from the objections common to boxes made of wood or material other than cedar, and which have rendered impracticable the use by the cigar trade of any such substitutes as paper boxes or all-metal boxes.

A further advantage in this box is that it enables the retailer to keep his goods in the same condition as they come from the factory, without the danger of having his stock dried up, while at the same time the consumer buying a box of cigars can keep them at his office or his residence in any temperature, and the cigars will retain their original condition and fine and delicate aroma. In such climates as Colorado, where the altitude is high, and the cigars suffer seriously from the dry temperature, with this box they can be kept for any length of time in their original condition without any fear of their drying out.

One of the objects attained by this box is the doing away with artificial moisture, which is detrimental to the taste of tobaccos after manufacture, particularly fine cigars that have been dried by climatic influences, and then re-moistened by artificial means, which causes a loss of much of their original flavour.—*New York "Tobacco."*

In Havana.

EVERYONE fondly anticipates the pleasure of smoking good cigars in Havana, says a correspondent of a New York contemporary, but, if there were any there, I failed to find them. I bought them everywhere, but none could compare with a box presented to me in Tampa. Remigio Lopez, resident manager of the Havana-American Co., was particularly courteous, and showed me through the La Corona cigar factory, and afterwards through the Bock cigarette factory, which was a most interesting sight. They have a great variety of machinery, a large proportion of which is up-to-date, and which Mr. Lopez lucidly and entertainingly explained. They kindly loaded us with all the cigarettes we could carry, which are good and are sold there 10 for 5 cents. They are smoked by everybody. Mr. Lopez is a strong advocate of the American policy, as are all intelligent Cubans, but the lower class and the office-holders dislike the Americans. Mr. Lopez was sitting in a restaurant one day, when an American came in and ordered something of the waiter. The waiter replied in Spanish, "You American hog, I'll wait on you when I get good and ready." Mr. Lopez was so angry that he arose and said to the waiter, "If you don't serve the *Senor Americano* quickly and well, I will tell him in English what you said in Spanish, and you know the American will kill you." The transformation in the demeanour of the waiter was instantaneous.

All business transactions are put off by the Cubans until to-morrow. Dr. J. M. Quilez, a Cuban gentleman, whom I found most interesting in his descriptions on raising tobacco, and his views on political matters, told me a little story about "Manyana" (to-morrow). He had occasion to visit a Cuban merchant on important business, and, introducing himself, was, of course, requested to call to-morrow. The next day he arrived and found the merchant reading a paper, and, presenting his card, he started in on his business. The merchant said, "I must ask you to excuse me until to-morrow." "But," said the doctor, "you said the same thing yesterday." "But I am very busy," said the merchant. The doctor, noting the fact that he was reading the paper, said, "You do not appear to be very busy, you were reading a paper." "Oh!" replied the merchant, "I am busy waiting for a man." The doctor, Cuban as he is, thought this a new style of being busy.

“CARLTON.”

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

.....

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

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

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

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

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

.....

WM. CLARKE & SON

LIVERPOOL & LONDON.



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

MULTUM IN PARVO.

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

Trade Notes and Announcements.

MR. E. A. ATTWOOD, of Shipka Road, Balham, is about to open a new shop at Raynes Park, as a first-class tobacconist's.

MESSRS. BEWLAY & Co., LTD., are represented in the Imperial Court (Stand 74) at the Women's Exhibition, Earls Court.

MR. JAMES BURGESS, who has been employed by MESSRS. E. & W. ANSTIE, of Devizes, for the long period of 41 years, retired from his engagement a short time ago. During the whole of the time, Mr. Burgess was only late once, and illness was the cause of his absence on the few occasions of his non-appearance at work. On the occasion of his golden wedding, some time ago, Messrs. Anstie made him a suitable presentation.

The Association Price List, in Bristol, has been withdrawn owing to a lack of cohesion among the members.

MR. A. I. DRAPKIN writes us in connection with his evidence in the recent case *Hovenden v. Millhoff*, and his letter appears in another column.

MR. F. ELVIN, tobacconist, has been elected a member of the Mablethorpe Urban District Council.

MESSRS. ALLAN & JOHN GILMOUR, tobacco importers, of Glasgow, have dissolved partnership.

The firm of HAHN BROS. & Co. have dissolved partnership as regards their business at 94, Lillie Road, Fulham. MR. ROBERT GEORGE SOPER continues the business.

MR. E. HANNANT, of Quayhill, Yarmouth, has removed to Market Gates in the same town, his old premises being required for alterations to contiguous property.

MR. FRED HOLLAND has opened a handsomely fitted tobacconist's establishment in Chippenham, and placed it under the management of two smart London trained men. Mr. Holland has other businesses of varied descriptions in the town.

The HULL AND DISTRICT TOBACCONISTS' ASSOCIATION met on the 24th ult. at the Grosvenor Hotel, the President, Mr. Cohen, occupying the chair. Among others present were Mr. S. J. Birtles and Mr. F. Hopkinson (Bradford), who spoke on various matters affecting the retail trade. They protested against the increased duty upon tobacco, and also against the cutting of prices. As a remedy for the latter evil, they suggested better organisation. The Chairman endorsed the visitors' remarks, and proposed that a petition should be presented through the local members of Parliament to the Chancellor of the Exchequer, asking that either the duty should be

reduced or that there should be a greater moisture allowance. He complained bitterly of the effect the new tax had on the retail trade, whose margin of profit was so unfairly narrowed down that the dealers had to strive hard to gain a bare living. Mr. C. H. Norton (Hon. Secretary) seconded the motion, which was unanimously carried.

MESSRS. ALEXANDER JONES & Co. have issued a circular-letter to their customers, withdrawing "Theocaridis" cigarettes, with the debitable label, from sale, and offering other goods in exchange.

The firm of KIRK & WITHERINGTON, of Leicester, have dissolved partnership, and Mr. Edward Witherington continues the business.

MESSRS. J. MILLHOFF & Co., LTD., draw attention to the fact that Mr. A. I. Drapkin ceased to be a member of the old firm of Drapkin & Millhoff, in May, 1898, and that they (J. Millhoff & Co., Ltd.) are in no way connected with the recent Egyptian trade mark prosecution.

MESSRS. MURRAY, SONS & Co., LTD., have issued a minimum schedule of retail prices, which came into force on the 7th inst.

MESSRS. NELSON & Co. have taken over the tobacconist's business lately carried on by Mr. H. Shelley, in Station Road, Birmingham.

MESSRS. A. PIM & Co. have opened a new tobacconist's business at 67, Hill Street, Birmingham.

MESSRS. SALMON & GLUCKSTEIN, LTD., are about to open premises in Whitefriargate, Hull.

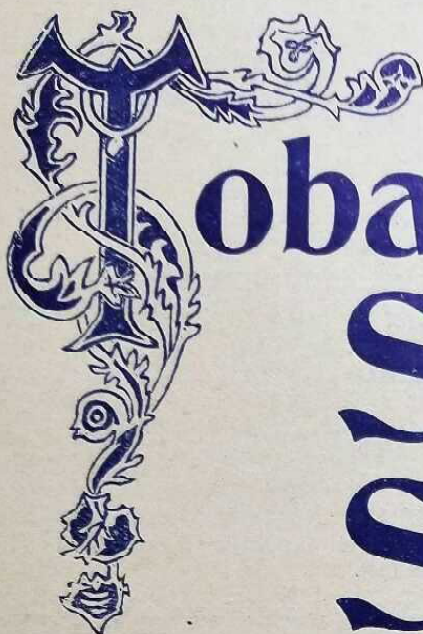
MR. T. R. SEYMOUR, the enterprising Bristol tobacconist, is making extensive alterations to his premises in North Street.

MESSRS. F. & J. SMITH, of Glasgow, are considering the question of joining those manufacturers who have issued a "minimum schedule."

The cigar and tobacco department of the Bath & West of England Agricultural Show has again been entrusted to MR. FRED WRIGHT, the well known tobacconist of Cheltenham, Gloucester, and Bath. Mr. Wright will make a special feature of showing Messrs. R. & J. Hills' goods. "Badminton," on account of its name alone, should take well in that part of the country.

SCOTTISH TOBACCONISTS' FEDERATION.—The tobacconists of the principal towns in Scotland have formed a federation, to be known as the Scottish Tobacconists' Federation, for the purpose of obtaining uniform prices for the regulation of the trade. Mr. J. F. Duncan, Glasgow, was elected President. The headquarters of the Federation this year will be Edinburgh.

AMSTERDAM TOBACCO SALES.—The fourth sale of the season for Sumatra and Borneo tobacco was held last month, when 18,816 bales of the former and 1,772 bales of the latter leaf were put up to tender, or a total of 20,588 bales. The market was distinctly weaker than at previous sales, and the tobacco generally of inferior quality to that previously offered. The highest price obtained was 245 cents, or 4s. 1d. a pound, realised by a parcel of the brand G.E./Langkat/VI., consisting of 425 bales. Second place was secured by the New London & Amsterdam Borneo Tobacco Co., Ltd., which sold a lot of 200 bales at 200 cents, or 3s. 4d.; third place being taken by another British enterprise—the United Langkat Plantations, Ltd.—which sold two parcels, aggregating 480 bales, at an average of 175 cents, or 2s. 11d. The New Darvel Bay Tobacco Co., Ltd., sold a lot of 405 bales at 160 cents, or 2s. 8d., and another of 431 bales at 155 cents, or 2s. 7d. The New London Borneo Tobacco Co., Ltd., sold three lots of leaf, one, consisting of 236 bales, at 100 cents, or 1s. 8d.; one of 220 bales at



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Saving the Trade time, trouble, and expense.

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10, LONG LANE, E.C.

127, STRAND, W.C.

43, HIGH STREET, PUTNEY.

36a, HILL ROAD, WIMBLEDON.



20, SUSSEX PLACE, SOUTH KENSINGTON.

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

263, PORTOBELLO ROAD, W.

238, GREAT PORTLAND STREET, W.

115, OLD KENT ROAD, S.E.

TRADE NEWS AND NOTES—*continued.*

95 cents, or 1s. 7d.; and one of 280 bales at 75 cents, or 1s. 3d. The Serdang Tabak Maatschappij (formerly Netherlands India Sumatra Tobacco Co., Ltd.) sold a parcel of 272 bales at 85 cents, or 1s. 5d., and the same price was obtained by the British Deli & Langkat Tobacco Co., Ltd., for a lot of 421 bales, a further lot of the same quantity fetching 78 cents, or 1s. 3½d. An analysis of the sale shows 625 bales, sold at or over 200 cents, or 3s. 4d.; 2,245 more down to 150 cents, or 2s. 6d.; 7,006 from this figure down to 100 cents, or 1s. 8d.; and the balance below this down to 50 cents, or 10d., the lowest price of the sale; while 240 bales are returned as held over. Up to date, 63,325 bales of Sumatra and 4,120 bales of Borneo leaf are reported as sold in Amsterdam, while 35,277 bales of the former and 4,120 bales of the latter are returned as lying in stock.

At Chester-le-Street, Durham, on the 6th inst., a powerful draught horse belonging to the North Eastern Railway Company took fright and bolted with a heavily laden van. It pulled up inside the window of MR. J. NORTH'S tobacconist establishment, after doing considerable damage. All the inner framework of the shop was wrecked.

A Foreign Office return just issued points out that two leading industries of Manila, hemp and tobacco, will probably suffer very severely for some time from the late insurrection.

A consular report to the Foreign Office on the subject of the past year's trade of the Port of Amsterdam, referring to the tobacco section, says: "The crop of Sumatra tobacco of 1898 sold in the course of 1899 amounted to 235,653 bales, or nearly 18,000 tons, against 201,736 bales, or about 15,000 tons, in the previous year. The average price realised was 1s. 4½d. per lb., against 1s. 8½d. per lb. in 1898, being a reduction in value of 20 per cent. This reduction is, however, not attributable to the increased supply, but to the inferior quality of the crop of 1898. In consequence of the drought experienced in Sumatra, and of the prevalence of hot winds during the period of development, the crop reached this country in generally very poor condition, the qualities most looked for in this class of tobacco—suppleness of the leaf with a fine texture of the ribs—being mostly absent from it. Much of the inferior descriptions had to be sold at very low figures, while the comparatively few lots of fine tobacco brought very high prices. The chief demand is still from the United States, while the French, Austrian, and Hungarian Régies continue to increase their yearly purchases. The Italian Régie still adheres to Kentucky tobacco. The crop of Java tobacco suffered in the same measure from drought as that of Sumatra, but the fluctuation in the price realised was naturally less great. The crop of 1898 amounted to 307,130 bales, or about 22,500 tons, against 266,328 bales, or about 19,500 tons, in the previous year. The average price realised was 5½d. per lb. against 6d. per lb. in 1898."

Limited Companies.

THE BRITISH DELI & LANGKAT TOBACCO COMPANY.—An extraordinary general meeting of the preference shareholders in this Company, under the presidency of Mr. Mowatt (Chairman of the Company) was held on the 29th ult., at Winchester House, Old Broad Street, to consider, and if thought fit, to pass the following resolutions:—(1) "That in the event of the contract dated the 15th day of May, 1900, and made between this Company of the one part and Aubrey Ernest Hale, of No. 47, Ranelagh Road, Westbourne Park, in the County of London, gentleman, as trustee for the new Company therein mentioned, being carried into effect, the assets of the Company available for

distribution among the shareholders, consisting of 240,558 shares of £1 each in the said new Company (hereinafter called the 'New Company') as to 160,000 of which the sum of 17s. 6d. per share is credited as paid up thereon, and as to the remaining 80,558, of which the sum of 15s. per share is credited as paid up thereon, be divided among the shareholders in specie." (2) "That in such distribution, each holder of 5 preference shares of the Company shall be entitled to receive 8 shares of £1 each of the New Company, credited with the sum of 17s. 6d. per share as paid up thereon, and each holder of 5 ordinary shares of the Company shall be entitled to receive 3 shares of £1 each of the New Company, credited with the sum of 15s. per share as paid up thereon." (3) "That each holder of preference or ordinary shares of the Company who holds less than 5 of such shares respectively, or holds a number of such shares not being a multiple of 5, shall be entitled in such distribution to receive in cash in respect of his said shares, or in respect of the balance over the last multiple of 5 shares held by him (as the case may be), the proceeds of sale of a proportionate part of shares of the New Company in the proportions, and credited as paid up to the extent aforesaid, according as such member is a holder of preference or ordinary shares of the Company." (4) "That each holder of preference or ordinary shares of the Company shall, in such distribution, be entitled (in lieu of the rights above prescribed) to receive in cash the proceeds of sale of such shares of the New Company as he would be entitled to receive under the second of the above resolutions." (5) "That any sale of the shares of the New Company which may be necessary for the purpose of carrying the foregoing resolution into effect, may be made by the liquidator in such manner as he shall think fit." (6) "That the liquidator shall give notice in writing to each of the shareholders of the Company, stating the number of shares in the New Company or the amount of cash (as the case may be), to which he is entitled under the foregoing resolutions, and, in the case of a member holding more than 5 preference or 5 ordinary shares, requiring him to give notice in writing to the liquidator within 14 days, stating whether he desires to have the shares in the New Company to which he is entitled under the second of the above resolutions, allotted or transferred to him, or whether he desires to have such shares sold and the proceeds paid to him in cash, and that in the case of each such shareholder who shall not, within such period as aforesaid, give such notice electing to have such shares of the New Company allotted or transferred to him, he shall be deemed to desire to have shares sold and the proceeds paid to him, and that the liquidator may sell the same accordingly." (7) "That the above resolutions, numbered 2 to 6 inclusive, are passed for the purpose of prescribing the rights of the shareholders of the Company in a winding-up, in pursuance of Clause 29 (a) of the Articles of Association of the Company." The Chairman stated that they had good accounts of the growing crops, on which there had been an outlay of nearly £20,000, and this valuable asset might be seriously jeopardised if the reconstruction scheme were to hang fire, at the same time he intimated that the directors would do their very best to finance the crop that is now in the fields. In the event of the syndicate being formed it would be in the nature of a guarantee of £40,000, the security for which would be this crop, and the operation would for the present be confined to the single crop. The opposition to the scheme, he stated, appeared to come chiefly from the foreign shareholders, and the following letter had been addressed to the Dutch section, but no reply had been received:— "From what the directors can learn, and taking into consideration the possibility of the resolutions bearing

TRADE NEWS AND NOTES—continued.

on their reconstruction scheme being blocked by the foreign shareholders, they beg to put their views before you. They feel that the scheme of the committee of large shareholders, representing nearly evenly both classes of shares, has been drawn up in the best interests of all concerned; they are prepared to support it and take up shares in a new company in accordance therewith. The directors have to point out that if their proposals are negatived through want of the requisite majority, they may be compelled to abandon the work on the estates, although about £20,000 has been spent on the 1900 crop, unless they can in time (a) dispose of the property to the highest bidder, or (b) make acceptable arrangements for financing the crop now in the fields. As your interests are large, and as it is imperative to look ahead, my directors would be glad to be favoured with offers from those who would be ready to do either of the above, and if so, on what terms. In the event of the reconstruction being blocked, immediate action will be necessary, and as the directors would naturally like to see as much competition as possible, an answer at your earliest convenience will greatly oblige." An encouraging letter was read from Mr. Reesema, and on it being found that there was not a quorum of shareholders present, the meeting was adjourned until the 6th inst. At this meeting, which was held on the date mentioned, the Chairman, after referring to the reason of adjournment from May 29, and remarking that the necessary quorum of two-thirds of the shareholders was again absent, proceeded. In view of the absence of a quorum once more, and seeing that we are also short in the same respect for the meeting of ordinary shareholders—no doubt due to the large amount of share warrants issued, the holders of which it is difficult to find—to be held half an hour after this one, the directors have no desire to press the reconstruction scheme prepared by the committee of large shareholders, and in the meantime they withdraw it, feeling that if the proper time should come—and they hope it may come—hereafter, every consideration will be given to a document prepared with great care, and which does justice to the able men who prepared it. Time is slipping away fast, and we had hoped that ere this the wherewithal in the shape of additional capital would have been forthcoming. But we have to conform to law, and I must say the time occupied has greatly exceeded anything we anticipated. A week ago I threw out the suggestion that if the reconstruction scheme was not adopted, it might be necessary to form a syndicate to save the growing crop, on which about £20,000 has been spent, £3,000 of this being for fertilisers. We have now got the outlines of this scheme, which was prepared by a friend who has had great experience as to tobacco in Sumatra, the syndicate to be for, say, £35,000 to £40,000, and in the nature of a guarantee, each member to be responsible for the amount to which he attaches his name only, the security to be the crop, on which a large amount has been expended, and which may cost £50,000 or more, but the amount to be drawn hereafter will not exceed £40,000; that is, if the crop should cost £57,000, and only realise £40,000, there will be no call upon the guarantors, but if it realises less, than the call would be on the guarantors pro rata. This amount is to be spent on the crop, not forgetting the necessary expenditure at home and abroad, to bring it to Amsterdam, including all commissions and sale charges. For the risk the guarantors are to receive, say, 30 per cent. of the profits of the crop, on which a limit is fixed according to the scheme referred to, and which is to have the supervision of the Company's solicitor, accounts to be made up at the close of the transaction. As most of you are shareholders, I have no doubt you will readily give us a helping hand. The directors are prepared to take up about one-third of the whole guarantee, provided the other two-thirds are forthcoming. It is only fair to say, as regards the present

directors, that all they have received in the shape of remuneration from the concern falls very far short indeed of the heavy depreciation which has taken place in the property they hold, to say nothing of other assistance they have given; but, notwithstanding this, they are not discouraged, and will not desert what they believe to be your interests, unless compelled by circumstances over which they have no control. Money is urgently wanted. I hope our Dutch friends will come forward freely, and take a portion of the guarantee. This must, however, be borne in mind, that, if the reconstruction had been carried out, you would have had the Board that Mr. L. Huttenbach approved of, with himself as one of its members, in addition to what the directors secured for you in August last—I allude to improved management on your estates, and the inspection of the leading Dutch Company; and, after all, if you are to make money, it will be through the efficiency of your head administrator. The following telegram was received this morning from Mr. Reesema:—"We shall have a crop of 5,500 bales good quality"—remember that is about 1,200 bales more than last year—"no fourth lengths." That is no fourth lengths or small tobacco. That telegram is to me very satisfactory, and it is for you to give us whatever assistance you may think necessary in the situation. If any gentleman would like to take an interest in the syndicate, I should be very happy to have his assistance. You are aware that the reconstruction scheme is withdrawn. I dissolve the meeting, there not being the necessary quorum. The proceedings then terminated. The adjourned extraordinary general meeting of the shareholders of the Company was then held, Mr. W. Mowatt presiding. The Chairman said: Gentlemen—The time has now arrived for holding the meeting of ordinary shareholders, but I am sorry to say we have not a quorum present; in fact, we are very considerably short of the required number. However, had the subject before the meeting come to a matter of voting, if we had a two-thirds quorum, I think we should have had the advantage by ten or eleven to one. With your permission, I will read to you the statement I made to the preference shareholders. (The Chairman then proceeded to read the speech he delivered at the preference shareholders' meeting, including the telegram received from Mr. Reesema.) In conclusion, the Chairman announced the withdrawal of the reconstruction scheme, and formally declared the meeting dissolved. Mr. Cornfoot, alluding to Mr. Reesema's telegram, asked how many piculs a field the crop would come to. The Chairman: Over eight; perhaps nine piculs. We have only 900 fields planted; that is over six bales to the field, which is one of the most satisfactory crops, so far as it goes, that we have had, with the exception of, perhaps, the first one, on the flotation of the Company, which was unusually successful. Mr. Cornfoot inquired if the crop had been weighed into the shed. The Chairman: It is not cut yet. The proceedings then terminated.

B. MORRIS & SONS.—For the year ended March 31 last the directors of B. Morris & Sons report a net profit of £7,212. This enables them to pay a dividend of 7 per cent. for the year, as compared with 6 per cent. for 1898-9, and to credit the reserve with the £1,000 placed to suspense account last year. A balance of £1,501 then remains to be carried forward, as against £1,342 a year ago. The company may thus be said to have made moderate progress. At the same time the position disclosed in the balance-sheet leaves something to be desired. The company appears to owe the London and Westminster Bank a sum of £12,000, while its liabilities to sundry creditors amount to £11,970. Sundry debtors, on the other hand, are responsible for £29,888. The reserve of £6,500 seems to be invested in the business, which means that there will be no reserve at all in time of difficulty. Stock is accountable for £64,773, and cash for only £4,370.

TRADE NEWS AND NOTES—continued.

NEW LONDON & AMSTERDAM BORNEO TOBACCO COMPANY (LTD.)—The annual general meeting was held last month, at the offices, 78, Gracechurch-street, Mr. Edward Dent presiding. In moving the adoption of the report, the chairman stated that the 1898 crop consisted of 1,691 bales, and was sold at an average price of 87c. per half-kilo, which was equal to about 1s. 3½d. per English pound. The total proceeds amounted to £16,328, while the expenses, including London charges, came to £9,946. The net profit stood at £5,906, but inasmuch as the profit and loss account last year showed a debit balance of £2,785, the amount available for distribution was reduced to £3,121, out of which the directors recommended the payment of a dividend of 1s. per share, or 5 per cent., free of income-tax. That would absorb £2,650. It was important in the case of a company like this, which was engaged in the speculative industry of growing tobacco, that the reserve fund should be built up. The board desired to congratulate the shareholders on the improved condition of the company's affairs, and they hoped that it would be maintained. After alluding to the company's disappointing experience at the outset on the Marudu Bay estates, he said that 850 bales of the 1899 crop had arrived at Amsterdam, of which 600 had been sold at an average price of more than 145c. per half-kilo, equal to about 2s. 3d. per pound. There were 700 more bales of last year's crop in course of shipment, but for those the same price would probably not be realized, as the best tobacco was generally sent first. Nevertheless, there seemed every prospect that the results of this year's sales would be to give the company a good profit. It was proposed to extend their area of cultivation to upwards of 200 fields. Of course, it did not necessarily follow that a larger acreage meant a greater profit. Speaking of the native disturbances near Kudat, he observed that they had possibly occasioned some delay in the shipment of the balance of the crop, as the board had not yet heard of the 700 bales in question being sent to Singapore. According to the latest advices from the governor of the British North Borneo Company, it appeared that any difficulties of the kind had now been overcome. Mr. F. Shaw seconded the motion, which was agreed to.

THE TEMPTING OFFER OF MR. HENRY MYERS.—“Tobacconists commencing” have long afforded an income to an enterprising gentleman, named Henry Myers, of 186, Euston Road, London, says the *Financial Times*. Mr. Myers, however, is reticent as to the amount of that income, and in his prospectus he offers to sell his business for £19,000, while he affords very little inkling of his profits even for a single year, although he became established as long ago as 1866. Mr. E. B. Alexander, “the well-known tobacco trade valuer, formerly one of the valuers to the Official Receiver in Bankruptcy,” has reported upon the assets to be acquired, and finds them to be worth £3,425 9s. 2d., “as per annexed statements,” which, in the proof prospectus before us, are not annexed. Messrs. Carnaby Harrower, Barham & Company have made an examination of the books of Mr. Myers, who has been trading as the Tobacconists' Outfitting Company, and find that the accounts have been kept in a very primitive fashion, and that prior to June 30, 1898, no stocktaking had been attempted on which reliance could be placed. Doing the best they could, however, with the material at their command, and adopting a valuation of the stock made by Mr. Myers at June 30, 1897, they have arrived at an approximate sum of £2,316 7s. 9d. as the average net profit of the past four years, and £2,080 6s. 1d. as the probable net profit for the twelve months ending June 30, 1898. That was almost two years ago, and apparently the auditors have not been able to satisfy themselves as to what may have been achieved since then. This is a pity, because of the strong suspicion which we entertain that owing to the competition of powerful retail firms there is

very little encouragement nowadays for “tobacconists commencing,” and if tobacconists cease to commence then surely Mr. Myers' occupation must be gone, profits and all, however primitive the book-keeping. We note that Mr. G. Howard Hyde, a stock and share broker, of Southport, is the vendor, and it has occurred to us that it may be owing to his acumen in company matters that of the £19,000 purchase price £15,000 is to be paid in cash. With regard to Mr. E. B. Alexander, “the well-known tobacco trade valuer,” we are in doubt as to how many tobacconists' estates he has valued for the Official Receiver, and we cannot help wondering whether the estates he so valued were those of tobacconists commencing. Latterly Mr. Myers has extended his sphere of usefulness to the fitting up of hairdressers' saloons in connection with tobacconists' businesses, and it is suggested that the Company can advantageously develop its operations “by assisting its customers to establish shops for the sale of toys, fancy articles, stationery, confectionery, jewellery and other goods which can be carried on separately from or combined with the business of a tobacconist or cigar store.” Heaven preserve us from the shops where tobacco, hairdressing and confectionery are mingled in commercial brotherhood.

Personal.

MR. JOHN FORRESTER DUNCAN, who is President of the new Scottish Tobacconists' Federation, is the sole partner in the business of Duncan & Co., Buchanan Street, Glasgow. The family of Duncan have been actively engaged in the tobacco trade for 128 years, and the present firm of wholesale dealers is an off-shoot of the old retail establishment. Mr. Duncan commenced business in 1892 by opening up relations with the Cuban manufacturers, and importing direct the goods that formerly reached Glasgow through the medium of the London importers and dealers. In this venture he has proved himself to be thoroughly justified in his original conception, and in the few years that have intervened, the firm have risen to be by far the largest importers of Havana goods into Scotland. The President of the Federation is still a young man, full of energy, and if anyone should make the new society a success we think it will be Mr. Duncan.

MR. DAVID HERBERTSON, the veteran tobacconist, of Newcastle-on-Tyne, who was again re-elected President of the North of England Tobacconists' Association, has held that position since the formation of the Society. Mr. Herbertson is what is called in his neighbourhood a “canny man,” and is neither too old to work nor young enough to be foolish.

Festive.

A number of the workpeople of **MESSRS. J. & F. BELL, LTD.**, of Glasgow, held their annual outing on May 24, when an enjoyable day was spent at Rothesay. Sports and contests for valuable prizes were indulged in, finishing up with a substantial tea at the hotel.

The employés in the bonded warehouse department of **MESSRS. COPE BROTHERS & Co., LTD.**, of Liverpool, held their annual outing on the Queen's birthday, when a large party were conveyed to Llangollen, and enjoyed themselves in that beautiful spot.

In Re —

A. H. COX, tobacconist, Weymouth, on May 9. Application for discharge was personally made by this debtor, who filed his petition in 1893. The Official Receiver, who had reported the debtor's conduct in the bankruptcy to have been satisfactory, said he was bound to call his Honour's attention to the fact that in his public examination the debtor refused to answer questions, and the

TRADE NEWS AND NOTES—continued.

Registrar threatened to adjourn the examination *sine die*. Moreover, in allowing the examination to close, the Registrar expressed the opinion that the debtor was a man totally unfit to go into business again. He did not oppose the discharge, but he thought his Honour should be made acquainted with the facts. His Honour said he noticed that that the debtor made an assignment in 1891, and in 1892 he obtained an administration order. In the present bankruptcy the dividend amounted to 2s. 11d. in the £. The debtor was questioned by the Official Receiver as to certain artist's materials which he had in his shop when he filed his petition. He said they belonged to his mother, and had been taken by his sister Julia. She had also taken some valuable china articles that belonged to his parents. He did not know her present address, but he believed she was staying with someone at Westham. She had taken everything from St. Mary Street; the things were taken about two months ago. She claimed the things under a deed of gift, which was the subject of a Chancery suit at the present time. The Official Receiver said the matter was not alluded to in the statement of affairs. His Honour enquired if the debtor would obtain any benefit if the deed of gift was upset. The debtor said his father and mother were still alive. His Honour said he did not see how it would benefit the creditors. The Official Receiver put in a letter from the sister enquiring where the goods alluded to were. His Honour said no doubt the debtor had offended against the Bankruptcy Act in more than one respect, but taking into account the generally satisfactory conduct of the debtor under the bankruptcy, despite his behaviour at the public examination, he did not propose to suspend the discharge more than six months beyond the statutory period. The discharge would therefore be granted in two years and six months.

JOSEPH STAINSBY, late hairdresser and tobacconist. The examination of the debtor was held in the Stockton Bankruptcy Court on the 16th ult., when he was allowed to pass.

JACOB BEERMAN, tobacconist, 374, Essex Road, Islington. The first meeting of the creditors in this case was held on the 15th ult., when the debtor estimated his liabilities at about £300, and assets nil. No statement of affairs was filed. It appeared that the debtor started business in 1899 with a capital of from £150 to £200, and last January sold the stock, &c., to a company, Jacob Beerman, Limited, for 150 fully paid £1 shares. Some doubt as to the *bona fides* of this Company was expressed, and it was agreed to leave the matter in the hands of the Official Receiver.

H. W. KING, tobacconist, Eastbourne. At the examination of this debtor, which was adjourned on application from the 1st to the 29th ult., Mr. Burt, of Messrs. Hillman & Burt, solicitors, stated that at a private examination the trustee had obtained all the information he required, and the hearing was concluded.

LOUIS JULIUS HARRISON. The receiving order in this case was made in February, 1899, and the debtor applied on the 17th ult. for his discharge. The liabilities amounted to £3,044, but nothing had been realized in respect of the estate. The debtor was a Polish Jew, who came to England in 1881, and for some time carried on a tobacconist's business until his affairs were administered in the Norwich County Court (liabilities being under £50), until 1884. He acted as a Jewish Rabbi in Norwich, and also in Dunedin, New Zealand, his income therefrom, in the latter place, being over £500 per annum. Mr. Registrar Hope suspended the discharge for two years.

E. T. POLLARD. The debtor carried on business as a cigarette manufacturer, lately at 4 & 5, Gough Square,

and 19 & 20, Fetter Lane, under the style of E. T. POLLARD & Co., and he attended the public examination before Mr. Registrar Brougham. The accounts filed under the failure showed liabilities of £2,026 6s., with an estimated surplus in assets of £21,446 3s. 10d. The debtor, in examination, stated that he came to this country in 1894 for the purpose of selling certain cigarette-making machines, of which he and another were co-patentees, with equal interests. In 1897 he commenced trading as a cigarette manufacturer at 4 & 5, Gough Square, with a capital of £3,500. He carried on that business in conjunction with that of experimenting in the manufacture of folding and packing cigarette machines, but both proved unsuccessful. He subsequently traded at 19 & 20, Fetter Lane. He valued his patents for the before-mentioned machines at £20,000, subject to the charges thereon, and he did not admit that he was insolvent. He attributed his present position chiefly to loss on trading, to losses by unsuccessful litigation, and to loss on the manufacture and forced realization of machines made by him. Asked regarding a gold watch and chain, the debtor stated that it was stolen from him whilst he was walking down the street on Mafeking night. (Laughter.) Mr. H. L. Howell appeared as Assistant Receiver, and Mr. R. Raphael on behalf of the Trustee. The examination was concluded.

BERNARD FISHER—The first meeting of the creditors of this debtor, wholesale tobacconist, of 92, High Street, Birmingham, was held at the office of the Official Receiver, on the 6th inst. The debtor, whose deficiency is set down at £1,805, is an Hungarian Jew, who came to London in 1884, and commenced business as a cigarette maker. The business was unsuccessful, but he recommenced at Worcester Street, Birmingham, in 1894, and subsequently at 24, Hill Street and 92, High Street. The debtor stated that between April and June last year he borrowed £700 from a brother-in-law, Mr. A. Nadel, for the purpose of fitting two of the shops, and with an understanding that Mr. Nadel would become partner. That gentleman, however, declined to carry out this arrangement, and asked for his money back. To repay the money the shops in Worcester Street and Hill Street were sold for £130 to his step-brother, Mr. M. Ashpir, and the money paid to Mr. Nadel, the balance of the £700 being handed over by December last. Mr. Woollett (the Assistant Official Receiver) questioned the debtor closely on this transaction. Mr. Woollett: You sold two businesses to a step-brother to pay a brother-in-law?—Yes. Did you consult any of your creditors before you sold these two businesses?—No. Have you depreciated this estate for the purpose of one of your relatives getting a bargain?—No, no. How came you to draw a distinction between Mr. Naden, whom you paid, and other creditors whom you did not pay?—I did not do so. All the other debts are for goods recently supplied. Mr. Woollett remarked that the case was one for investigation. Mr. J. W. B. Brown was appointed trustee, and a committee was chosen.

Deeds of Arrangement with creditors have been made by the following:—

EDWARD STANTON, tobacconist, 106, Union Street, Oldham; dated April 28, filed May 2. Unsecured liabilities, £416 9s.; estimated assets, £576 6s. 7d. Trustee—John H. Ward, St. George's Square, Huddersfield.

GEORGE WILLIAM SMITH, tobacconist (trading as William Henry Smith & Son), 75, Charlotte Street, Hull; dated May 12, filed May 17. Unsecured liabilities, £1,848 3s. 3d.; estimated net assets, £979 11s. 4d. Trustee—Thomas F. Judge, Quay Street, Hull.

TRADE NEWS AND NOTES—*continued.*

FRANCIS R. BAGNALL, tobacconist, Wylecop, Shrewsbury; dated May 1, filed May 2. Liabilities, £241 17s. 11d.; estimated net assets, £39 11s. 2d. Trustee—C. H. Wright, C.A., Shrewsbury.

WILLIAM HENRY PIERCE (trading as W. H. Pierce & Co.), importer of tobacconists' requisites, 27, Cannon Street, Birmingham, and 48, Cresswell Grove, West Didsbury, near Manchester; dated May 22, filed May 28. Liabilities, £861 12s. 2d.; estimated net assets, £504 6s. 8d. Trustees—Harry L. Price, 79, Mosley Street, Manchester.

General.

GENTLEMEN, YOU MAY SMOKE.—On June 3, 1886, the prohibition against British soldiers smoking in the streets or public places was in part abolished by the Duke of Cambridge, at that time Commander-in-Chief of our Army (1856 until 1895). Up till that date such a practice had been entirely prohibited; but now for this clause in the Queen's Regulations and Orders for the Army which had forbidden this indulgence, the following sentence was substituted: "Soldiers are not to go beyond the precincts of their barracks unless properly dressed, and they are not to smoke in the streets until after 5 p.m., from the 1st October to the 31st of March, or 6 p.m., from the 1st April to the 30th September." By "properly dressed" is signified not merely that they must appear in their professional costume, either full uniform or at least fatigue dress, but their coats must be buttoned, their belts fastened in an orderly manner, and their hats on in a right position. Since that date much additional liberty has been granted to them in respect of smoking tobacco, for they may now enjoy it at any hour in the street, except when on actual duty. As nearly every "Tom, Dick, and Harry" whom they meet there is doing so, and many a "Jack Sprat" from at most ten years old and upwards, it would seem an insult to the military profession if the same privilege was not permitted to "Tommy Atkins," as the soldier whose conduct in the present South African war against the Boers has so greatly and deservedly elevated him in the eyes of our nation is properly called, though the name is in such common use as to have lost all humour and grown wearisome. But less than fifty years ago, gentlemen who habitually smoked two or three hours after nine o'clock in the evening, never did so in public or during the daytime; nor did any undergraduate at Oxford or Cambridge in the streets at that date. But the custom of doing so has become so common that to deny its indulgence to soldiers would be now degrading to their calling.

NEW AMERICAN COMBINE.—The incorporation of the \$25,000,000 International Tobacco Company was filed on the 18th ult. in New Jersey. One-half the stock is 6 per cent. non-cumulative preferred, and one-half common. Options are held on eleven concerns, and all will be included. The principal constituent concerns are the Dunlap Tobacco Company, of Petersburg, W. Va.; Williams Tobacco Company, and Cameron & Cameron, of Richmond; Moore & Calve, of New York; Brown Brothers, of Winsten, N. C.; and Hay, Hanes & Hanes, and E. C. Venable, of Petersburg. The combined companies claim average earnings of over \$3,000,000 a year, and control of large export trade. Officers of the American Tobacco Company say that the new concern is hardly a rival, because its business is export. They say that the Continental Tobacco Company manufactures 125,000,000 pounds of plug tobacco a year, whereas the new concern will not turn out more than 3,000,000 pounds.

THE tobacco harvest of Asia Minor has just been saved from destruction in a singular manner. Caterpillars had settled upon the plants in myriads, and all hope of the crop

seemed gone, when one of the growers conceived the idea of turning his turkeys among the plants. In a few days the gobblers had effectually cleared the pest on that particular plantation, and other proprietors hastened to acquire droves of turkeys. The Venidje district, about thirty miles from Smyrna, which grows the finest brand of tobacco in the East, was speedily cleared of the destructive insects.

Obituary.

MRS. KATE BARNETT, tobacconist, 258, Liscard Road, Liscard, on the 20th ult., aged 63. Mrs. Barnett was discovered in a sitting posture behind the counter, dead, and at an inquest which was held on the 22nd ult., medical testimony went to show that the deceased died from heart disease.

MR. JOHN GRAHAM, tobacconist, Lynn Street, West Hartlepool, on the 19th ult. Mr. Graham was for some years an energetic member of the West Hartlepool School Board.

MR. J. WINTERBOTTOM, tobacconist, Market Place, Oldham, on the 29th ult. Mr. Winterbottom was an energetic worker in the trade associations, and was deservedly popular and respected.

Law and Police.

LAW INTELLIGENCE.

On May 12, Mr. Justice Wright, sitting as Bankruptcy Judge in the Queen's Bench Division, had before him a motion arising out of the failure of Mr. ZAKHEIM. The bankrupt until recently held a good position in the wholesale tobacco trade, but he was dismissed in consequence of his having lost considerable sums by speculating on the Stock Exchange, which brought about his bankruptcy. Mr. Yelverton, on behalf of the Official Receiver, asked the Court to set aside a deed, dated September 21, 1899, purporting to transfer to Mr. Harris, the respondent, who was the brother-in-law of bankrupt's wife, 500 preference and 401 ordinary shares in the Prince of Wales' Theatre Company of Grimsby for a consideration of £50. In August last year a dividend of 6 per cent. was declared on the preference shares, and counsel now submitted that it was a fraudulent assignment. The bankrupt was pressed by his Stock Exchange creditors, and shortly before the failure it was alleged that he got rid of the greater part of his assets amongst his relatives. At the date of the assignment the shares were undoubtedly of much greater value than the £50 forming the consideration for the transfer. Mr. Muir Mackenzie, for the respondent, contended that the purchase was a *bonâ fide* transaction—at any rate, so far as the respondent was concerned. The £50 was a good consideration, having regard to the fact that the shares in a theatrical company registered only in the October preceding the sale must be a speculative and risky investment. Evidence was called to show that the respondent actually paid the money, and that it was good consideration for the shares, which, it was said, were practically unsaleable. His Lordship held that the transaction was unquestionably a fraudulent one on the part of the bankrupt, and the only question was what was its real nature so far as the respondent was concerned. He (his Lordship) came to the conclusion that it was not a *bonâ fide* and real transaction on the part of Mr. Harris, because by his own showing there had been a great deal of secrecy about the transfer, and it was not an out and out transaction. Under all the circumstances, he was of opinion that the transfer ought to be set aside, and the motion allowed with costs.

A CIGAR DUTY TABLE.

The following Table, which we have compiled for handy reference, will be found useful for ascertaining at a glance the amount of duty payable on any weight of Foreign Cigars, from 8 oz. upwards. It should be cut out and pasted on a card.

The Cigarette World & Tobacco News.

ONE SHILLING PER ANNUM, POST FREE.

THE TRADE JOURNAL FOR THE RETAILER.

Published the 15th of every month.

DUTY ON FOREIGN CIGARS = = 5/6 per lb.

Fractions of a farthing are given as one farthing.

WEIGHT.	DUTY.	WEIGHT.	DUTY.	WEIGHT.	DUTY.	WEIGHT.	DUTY.	WEIGHT.	DUTY.
OZS.	S. D.	LBS. OZS.	S. D.	LBS. OZS.	S. D.	LBS. OZS.	S. D.	LBS.	£ S. D.
8	2 9	0 14	4 9 ³ / ₄	1 8	8 3	2 4	12 4 ¹ / ₂		
8 ¹ / ₄	2 10 ¹ / ₄	0 14 ¹ / ₄	4 11	1 8 ¹ / ₂	8 5 ¹ / ₄	2 4 ¹ / ₂	12 6 ³ / ₄	4	1 2 0
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10 ¹ / ₂	3 7 ¹ / ₂	1 1	5 10 ¹ / ₄	1 13	9 11 ³ / ₄	2 9	14 1 ¹ / ₄	300	82 10 0
10 ³ / ₄	3 8 ¹ / ₂	1 1 ¹ / ₂	6 0 ¹ / ₄	1 13 ¹ / ₂	10 1 ³ / ₄	2 9 ¹ / ₂	14 3 ¹ / ₄	400	110 0 0
11	3 9 ¹ / ₂	1 2	6 2 ¹ / ₄	1 14	10 3 ³ / ₄	2 10	14 5 ¹ / ₄	500	137 10 0
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A charge of one-eighth per cent. is made on removal from Bond.

TRADE NEWS AND NOTES—continued.

THE LONDON & PROVINCIAL CIGARETTE SUPPLY SYNDICATE, LTD., v. PRYOR.—In the above case, heard by Mr. Registrar Wild, at the City of London Court, on May 22 the plaintiffs sued defendant, a Maldon tobacconist, for £1, for goods delivered. The defendant's case was that he had returned the goods, for which the plaintiffs now sought to make him liable, and held a receipt given by their agent. The plaintiffs denied that the agent referred to was in their employment at the date of the receipt. The learned magistrate held that, as defendant had received no notice from plaintiffs that they had revoked their agent's authority, the receipt produced was binding on plaintiffs, and he accordingly gave judgment for defendant, with costs.

THE LONDON & PROVINCIAL CIGARETTE SUPPLY SYNDICATE, LTD., v. GOULTER.—In this case, heard the same day, the plaintiffs sued a Mr. GOULTER for a similar amount. The defendant said he had the goods in Court. He had not given them up on demand, because he was not sure who was the proper owner. The plaintiffs' name did not appear on the goods. The learned Registrar ordered the defendant to hand the goods over to the plaintiffs, and made an order for the payment of costs of the summons.

KING v. THE RIMBOEN CIGAR Co.—This was an opposed motion, heard on May 21, in the Court of Appeal, before Lords Justices A. L. Smith, Vaughan Williams, and Romer. Mr. Gill, Q.C., said he appeared for the defendants, who desired a stay of execution pending their application for a new trial in this action, which was tried for a second time a short time back and resulted in a verdict for plaintiff for £250. The ground of the appeal was twofold, and it was not necessary that a new trial should be ordered, even if that Court decided in favour of defendants once more, because matters of fact which that Court thought when the first application for a new trial was made to them, had been left untried, would now be before the Court, and therefore judgment could be entered for the defendants if the Court, when the application came on for hearing, took that view of the matter. On the last occasion the case was sent back for trial on the ground of misdirection and the shutting out of material evidence by Mr. Justice Day, before whom the action was originally tried with a jury. The defendants now alleged that Mr. Justice Grantham, at the second trial, never directed the jury on the question of malice, and they contended there was no evidence of malice given by the plaintiff against them, and therefore the judge should not have allowed the case on that point to have gone to the jury at all. The learned counsel then recapitulated the facts, and said the defendants' business was in the hands of a responsible manager, and personally they knew nothing about what he had done until it was too late. They were perfectly willing to bring the £100, awarded the plaintiff for the false imprisonment, into Court, and also the £150 for malicious prosecution, and to pay the taxed costs. Lord Justice A. L. Smith: Have you an affidavit of danger? Mr. Gill replied he had not, but those who instructed him to make this application would be able to file one. Lord Justice A. L. Smith: Now, Mr. Gill, I ask you how many trials do you want before you are satisfied to pay up.—(Laughter.) Mr. Gill: As many, my Lord, as may be required to get a verdict after there has been a proper direction given by the presiding judge.—(Renewed laughter.) We are not satisfied that we are bound by the law to pay this plaintiff damages at all, for the alleged malicious prosecution, and we say, at most, he is entitled to nominal damages on the question of false imprisonment. Mr. Marshall Hall, Q.C., for the plaintiff, said the present application had been hanging over for a very long time, and he hoped the Court would not grant it. He referred to what Mr. Gill had said, that at the first trial

they had not called any witnesses because the judge had ruled that what the witnesses were to give evidence about was a matter outside the present issue. Then they had a second trial, and the jury gave exactly the same damages as before, and yet the defendants would not let the matter rest, but came asking for a new trial. Mr. Gill (interposing): If this Court decides one of the questions against us, namely, that our manager acted without reasonable and probable cause, that is, acted maliciously, then I think I may say we should not proceed to a new trial, although the grounds we ask it upon are substantially those upon which the first new trial was granted, and I shall submit we are as much entitled to one on Mr. Justice Grantham's summing up as we were on that of Mr. Justice Day.—(Laughter.) Lord Justice A. L. Smith: How much was the account the plaintiff collected from Mr. Smith, of the "Running Buck" public-house, at Ipswich, that gave rise to these proceedings before the magistrate, of which the plaintiff complained in the action? Mr. Gill: I cannot say exactly. About £3. Mr. Marshall Hall: An altogether trumpery amount of about £2 16s.—(Laughter.) Lord Justice A. L. Smith: And yet the defendants want the case arising out of that trumpery transaction to go to trial for a third time.—(laughter)—and execution stayed pending appeal! Mr. Gill submitted that a stay could do no harm. Lord Justice A. L. Smith: We think in this case there should be no stay. The action was first tried before Mr. Justice Day. The plaintiff was successful, and the defendants came here and said the learned judge had shut out evidence and misdirected the jury. There seemed some doubt and we ordered a new trial. The result of the second trial was exactly the same as the first, and then the defendants come and ask for a stay until we hear their application for a third trial. We will not make an order, and the application is therefore refused. Mr. Marshall Hall asked for the costs of the day. Lord Justice A. L. Smith: Certainly.

SANG & LEONARD v. ALABONE. In the Brighton City Court, on May 25, Messrs. Sang & Leonard, auctioneers, of Western Road, sued Richard Alabone, of 42, Compton Avenue. Mr. J. H. Sang appeared for plaintiffs, and Mr. E. M. Marx for defendant. Mr. Sang, in opening, explained that the action was for commission upon the sale of a tobacconist's business in Preston Street, which was formerly carried on by the defendant's son, and in which he submitted the defendant had had a material interest, and had further instructed the plaintiffs to sell. Mr. E. J. W. Sang and Mr. Leonard were both called, and gave evidence as to the introduction of the business to Mr. Lambert. The last-named spoke as to having purchased the business in question a month after such introduction, through the agency of Mr. Cohen. On behalf of the defendant, Mr. Marx submitted that there could be clearly no liability against his client, on the ground that the instructions which Messrs. Sang & Leonard received were originally given by Mr. Alabone's son, who was really the owner of the business. Defendant and his son gave evidence bearing out this statement, and Mr. Cohen, who was then called, detailed the facts of the purchase on February 24. After hearing a long legal argument, his Honour came to the conclusion that it had not been established that Mr. Richard Alabone, the defendant, was liable to pay the commission, and non-suited the plaintiffs; but he thought the defendant had interfered so much in the transacting of the business as to give the plaintiffs good cause for suspecting him to be liable, and he therefore gave no costs. Defendant's son, Mr. Francis Alabone, having consented to be made defendant in the action, his Honour then entered judgment against him for the amount claimed.

SAUNDERS & HULL v. CONICK. Messrs. Saunders & Hull, blind makers, Plymouth, recently instituted pro-

TRADE NEWS AND NOTES—continued.

ceedings in the High Court of Justice, against Mr. A. Conick, tobacconist, of Tavistock Road, Plymouth, to recover the sum of £200 12s., balance of an account alleged to be due to them for work done in connection with certain alterations and improvements at Mr. Conick's shop. The action was by consent referred to the arbitration of Mr. M. G. Field, the High Bailiff of the East Stonehouse C. C., before whom the parties appeared, the plaintiffs being represented by Mr. J. L. K. Martyn, and the defendant by Mr. Percy C. Pearce (Bond & Pearce). Mr. Conick, in respect of the plaintiffs' claim, paid into court £36 7s., disputing the balance, and counter claimed the sum of £29 5s. as damages alleged to have been sustained by him in consequence of the plaintiffs not having completed their contract in the stipulated time. As a result, Mr. Field has awarded the plaintiffs the sum of £73 1s. 11d. on their claim, and the defendant the sum of £20 5s. in respect of his counter-claim.

DOBSON v. SADDLER. A case was heard at the Otley County Court, on May 30, before his honour Judge Bompas, in which William Dobson, tobacconist, Wells Road, Ilkley, sued Walter Saddler, boots at Wells House, Ilkley, for £15 money lent. It was stated that the defendant had persuaded the plaintiff to allow him to make bets at his shop, and upon a raid being made by the police, Dobson was heavily fined. The two were great friends, however, and on account of some trouble which Saddler had got into, Dobson lent him £20 in July last year, and £10 in November, £15 of which had been repaid, £10 by a gold watch. Defendant denied all knowledge of any borrowing transaction, and said Dobson had owed him the money for betting. Judgment was given for the amount claimed, and his honour said he should send a copy of his notes to the Public Prosecutor.

BOOTH v. THE LANCASHIRE & YORKSHIRE TOBACCO MANUFACTURING COMPANY. At the Burnley County Court, on May 31, William Booth, formerly a herbalist, and his wife, Sarah Ann Booth, brought an action against the Lancashire and Yorkshire Tobacco Manufacturing Company for £150, in respect of their son, John William Booth, aged 15, who was killed while in the employ of the respondents on April 10. Mr. Mossop was for the plaintiffs, and Mr. Tullock, of Manchester, for the defendants. Mr. Mossop pointed out that at the time the lad was killed his parents were wholly dependent upon his earnings, which were 7s. 6d. a week and overtime. Mr. Tullock had offered £40 in settlement, but Mr. Mossop would not agree, and after hearing the evidence of the father, Judge Bompas suggested £80. Mr. Tullock agreed to that amount, and judgment was given accordingly.

BOGUSLAVSKY v. GAJETY BARS. The facts in the above case were fully reported in our last issue. The plaintiff, however, appealed to the Divisional Court against the judgment of the County Court Judge, and the case was heard on May 18, before Mr. Justice Ridley and Mr. Justice Bigham, when their lordships dismissed the appeal with costs.

HILDESHEIMER & SONS, LTD., v. W. & F. FAULKNER, LTD., & SIR J. CAUSTON & SONS, LTD. In this case, heard before Mr. Justice Kekewich on May 22, Mr. Warrington, Q.C., Mr. C. A. Russell, Q.C., and Mr. Hildesheimer were counsel for plaintiffs, the defendants being represented by Mr. Warrington, Q.C., Mr. Renshaw, Q.C., and Mr. Walter. The plaintiffs sought to obtain an injunction and damages for the infringement of their copyright in a series of pictures illustrating nautical terms which the defendants, Messrs. Faulkners, enclosed in their packets of "Grenadier Cigarettes."

Plaintiffs had printed a million of the tickets for the defendants, and afterwards found that Messrs. Caustons had supplied copies of them. The designs were registered on July 8, 1899. The defendants alleged that the designs were executed on behalf of Messrs. Faulkners for the good and valuable consideration. Plaintiffs said that they were executed by the artist on behalf of the plaintiffs and belonged to them. Plaintiffs in December, 1896, entered into an agreement with Mr. Victor Venner, 1896, which the latter agreed to give his time to the plaintiffs in preparing designs. Under that agreement, Venner was instructed, in June and July, 1898, to prepare the pictures in question. Those pictures were offered to Messrs. Players, and other wholesale tobacconists, but were not accepted. In September, 1898, they were shown to Messrs. Faulkners, who desired to have two more made, and afterwards gave an order for a million of twelve pictures, at 2s. 6d. per thousand. The artist prepared two fresh pictures, which were not approved of by Messrs. Faulkners, and then prepared two more that were passed. In July, 1899, plaintiffs began to suspect that there had been an infringement of copyright by the employment of another printer, and they saw copies of the pictures in Messrs. Caustons' catalogue. They then registered themselves as the owners of the copyright, and in the early part of this year they were told that Messrs. Faulkners could get the cards printed by Messrs. Caustons for 2s. per thousand. The stock book of Messrs. Caustons showed that the delivery of the goods had been made between the dates June 18 and September 19, which was after the date of registration of copyright. Defendants pleaded that they were entitled to the copyright, as the designs had been prepared by their instructions, and they counterclaimed to have the register rectified, and the copyright entered in their names. Mr. Paul Baumann, one of the directors of the plaintiff company, deposed that under his instructions Mr. Victor Venner executed a series of the pictures in June and July, 1898. The subjects were nautical, and were, "Hard A-port," "Dog Watch," "Slow Down," "Stand-by," "Prepare to Board," "Two Bells," "All Hands to the Pump," "Splicing the Brace," "Full Steam Ahead," and "Running before the Breeze." Mr. Venner received remuneration at the rate of one guinea per picture. The pictures were offered in the first instance to Messrs. John Player & Sons, Ltd., but that firm declined them, and subsequently Messrs. Faulkners accepted them, and requested that two similar drawings should be prepared. This was done, and Messrs. Faulkners approved the designs and ordered one million cards, which were in due course supplied to them. In cross-examination by Mr. Warrington, Q.C., witness said that defendants were old customers, and the firm had previously printed for them the picture of a Grenadier, to be used in the same way as the pictures which were the subjects of the present action. Defendants on that occasion had registered the "Grenadier" brand. The titles of the pictures were supplied by witness without suggestions from defendants, except as regarded the two last. The defendants understood when the order was given that they must not supply any other firm in the tobacco trade with the design. When an order was given for not less than a million copies the customer had the sole right to the picture, but that did not give him the right to have it subsequently reproduced by another firm. Corroborative evidence having been given by Mr. Rowbottom (plaintiffs' Birmingham manager), Mr. Bedford (plaintiffs' traveller), and Mr. Venner (the artist), Mr. Faulkner, managing director of the defendant company, was called, and stated that the titles were suggested by him to Mr. Bedford, who afterwards sent him pencil sketches for his approval. Mr. Causton, managing director of Sir Joseph Causton & Sons, deposed that he had executed the order for the cards at 2s. per thousand, but was unaware that he was infringing any

TRADE NEWS AND NOTES—continued.

copyright. He further understood that Messrs. Faulkners owned the copyright. Mr. Justice Kekewich, in giving judgment, pointed out that the three witnesses for the plaintiffs all told the same tale, and corroborated each other in the history of the transactions, and he saw no reason to doubt any of them. He believed that the pictures were in existence long before they came under the notice of Mr. Faulkner, as they had been shown to and rejected by other firms. If that story was true, Mr. Faulkner's story must be untrue. It would be quite possible to pick his evidence to pieces, and to show how poor his explanation had been. He held that the pictures were suggested in the first place by Mr. Baumann, carried out by Mr. Venner, and submitted to Mr. Faulkner, but still the pictures were made on behalf of Messrs. Hildesheimer, as no good and valuable consideration had passed from Messrs. Faulkners to Mr. Venner. Messrs. Caustons would have to pay damages of 40s. and costs of the action. Messrs. Faulkners must deliver up all copies of the infringed pictures, so that it could be computed how many had been put into circulation. There would probably be damages on the scale of a farthing for each picture circulated after the registration of copyright. Mr. Warmington, Q.C., pointed out that even at the rate of one farthing penalty per picture circulated, the damages would amount to a considerable sum, and asked his Lordship to allow the question of penalty to be argued on another occasion. Mr. Justice Kekewich acceded to the application.

POLICE NEWS.

At the South-west London Police Court, on May 14, THOMAS RUSSELL, manager of one of Jones & Co.'s branch tobacconist shops at High Street, Clapham, was summoned before Mr. Garrett for assaulting a boy named THOMAS ALFRED WINSTANLEY, living at 6, Cross Street. The boy said he was standing outside the shop when the defendant came out, hit him in the face, and knocked him into the road. He fell and cut his knee. His father stated that he afterwards went to the shop and saw the defendant, who used blasphemous language to him. The Defendant: What did you say? The Witness: I admit I lost my temper. The defendant said all the trouble arose through the issue of war pictures in packets of cigarettes. The boys collected outside the shop and pestered the customers to give them the pictures. On this occasion, the 6th ult. (Sunday), several boys stood in the doorway, and he ran out to send them away. They rushed off, and some of them, including probably the complainant, fell down in the road. He absolutely denied hitting the boy. A customer who was in the shop gave similar evidence, and the magistrate dismissed the summons.

At the Liverpool Police Court, on May 31, JANET DOUANES, tobacconist, of 73, South Castle Street, was fined 40s. and 7s. 6d. costs for having in her possession for trade purposes one unjust scale $\frac{1}{2}$ drachm out of balance.

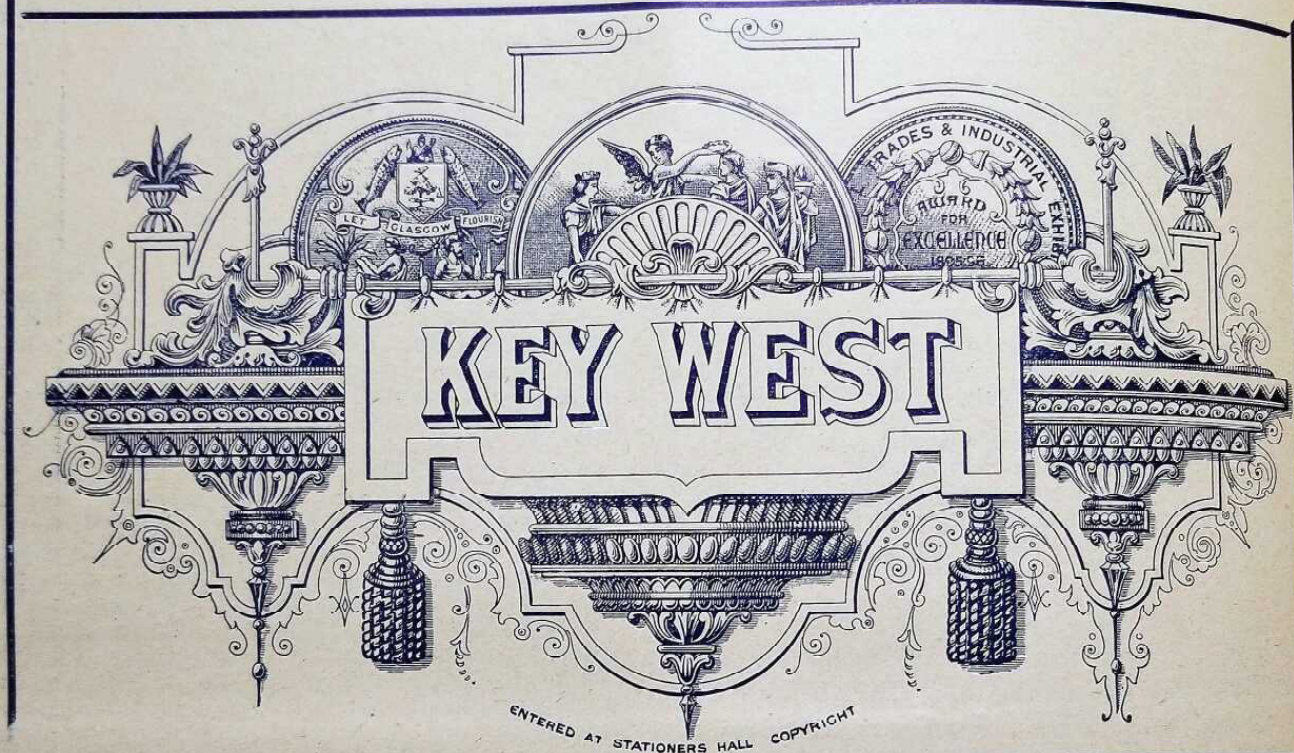
At Bow Street Police Court, on May 31, before Sir F. Lushington, GEORGE GRAVE, tobacconist, of High Holborn, appeared to a summons charging him with having in his possession, as a dealer in tobacco, 4 oz. of Cavendish tobacco not enclosed in a Customs wrapper, as required by the Manufactured Tobacco Act, 1863. Mr. Hawkins, who appeared for the Revenue authorities, said that the importation of sweetened tobacco was only permitted on payment of a heavier Customs duty than was imposed on ordinary tobacco. A special label was affixed to each packet to show that this duty had been paid, and the absence of this label would render the

vendor liable to the suspicion that the tobacco was smuggled. In this case two unlabelled 2-oz. tins were found in the defendant's shop. One, the defendant said, he had opened for the purpose of exposing it in his window; the label of the other had fallen off, and he produced an unbroken label in support of his statement. The defendant complained of the carelessness of the Customs officers in affixing labels so loosely that they fell off, but pleaded "Guilty" to opening one tin, and was fined 40s., with 2s. costs.

At the Slough Petty Sessions, on May 23, before Capt. Higgins and Mr. J. Hartopp Nash, LOUIS PARDOE was charged with stealing some cigarette tubes from the shop of FREDERICK EDWARD HOLLYER, jeweller, of High Street, Eton, on Tuesday, May 22. Miss Edith Lilian Hollyer, an assistant to her father, stated that whilst she was in the shop, on May 22, prisoner came in and asked for a Mr. Merrick. Whilst she was talking to him, prisoner turned round and took up some cigarette tubes off the counter, which were in leather cases, and put them in his pocket. Witness called out for her father, but the accused did not attempt to leave the shop. She went out for a constable but could not see one, and when she got back to the shop prisoner had left. Mr. Hollyer stated that he was having his tea at about five o'clock on May 22, when his daughter called him into the shop. He went in and saw the prisoner standing at the counter. His daughter told him that the accused had taken something from the counter and put it into his pocket. Witness asked him what he wanted, and prisoner replied that he used to know Mr. Merrick. Witness told him that Mr. Merrick did not live there, and again asked him what he had taken from the counter. Prisoner made no reply and gave no explanation. When witness sent for a policeman prisoner produced three cigarette holders and cases, which were valued at 3s. 6d. each. Pardoe said he did not want anything, and that the cigarette holders were all he had. He did not appear to be sober, and left the shop whilst witness was attending to some customers, but was afterwards brought back by a constable. He seemed to be either in drink or deranged in his mind. P.C. Mann deposed that he found prisoner in Thames Street, Windsor, and took him back to the prosecutor's shop, who identified him as the man who had stolen the cigarette holders. Witness told the man he should arrest him on the charge, but he made no reply. Prisoner resisted being apprehended, and tried to get away. Prisoner stated that he was a native of Windsor, and had been in business in Peascod Street. Inspector Pearman said Pardoe had been convicted at Beaconsfield. Accused was further charged with assaulting P.C. Mann, whilst in the execution of his duty. P.C. Mann said that just outside the shop of Mr. Way prisoner struggled very much and tried to get away. He then struck witness a violent blow in the chest with his clenched fist, causing his helmet to fall off. The Bench sentenced prisoner to a month's imprisonment with hard labour for theft, and a month for the assault, the sentences to run concurrently.

At the Guildhall Police Court, on May 21, FRANK LOWRY, 50, of Birkbeck Road, Tottenham, and THOMAS NAYLOR, 40, of Manor Road, Tottenham, were charged, the former with stealing an umbrella, and the latter with assault and wilful damage. It appeared that the accused entered MESSRS. A. BAKER & Co.'s tobacco shop on Saturday afternoon, and made a purchase. When they left the manager noticed that an umbrella had been taken from the rack. He went out and saw Lowry carrying it, and remonstrated with him. Naylor then came up and assaulted him. A crowd gathered, and assumed a very hostile attitude towards the shop assistants. Naylor then picked up a bundle of sticks and smashed the lamp outside with it. The crowd entered the shop,

CAUTION.



It having come to the knowledge of

Messrs. R. I. DEXTER, of Nottingham,

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

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

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

MESSRS. J. E. EVANS-JACKSON & CO.,
 Patent Agents, BRISTOL HOUSE, HOLBORN VIADUCT, LONDON, E.C.

TRADE NEWS AND NOTES—continued.

and then commenced a regular bombardment with cigar boxes and sticks, and, in fact, the counter was cleared. Had it not been for the arrival of the police the shop would have been wrecked. Lowry was fined 5s. and Naylor was fined 5s. and £2 10s. damage.

At the Birmingham Police Court, on May 16, SAMUEL GREEN, 13 Court House, Bromsgrove Street, summoned EDWARD H. MANN, tobacconist, of Bristol Street, for assaulting him on May 9. Defendant, who is the Vice President of the Birmingham Tobacconists' Association, had issued a cross-summons for a similar offence. Green's story was that he went into the defendant's shop for a packet of "May Blossom," and as defendant would not include a match-box in the change, he asked for his money to be returned. Defendant's son then jumped over the counter and struck him on the nose, and defendant also caught hold of him, and helped in ejecting him from the shop. Mann alleged that Green began the disturbance by striking his son, who retaliated, and by hitting him (the defendant) on the side of the head. Police-constable Richardson (60R) testified that when he served the summons on Mann, he noticed that the latter's ear was bruised. The magistrates dismissed both cases.

At the North London Police Court, on May 25, DAVID PORTER, sen. and jun., tobacconists and newsagents, of 90, Hornsey Road, were charged before Mr. E. S. Fordham with being concerned together in keeping the premises as a betting-house or office; and the following men were also charged with using the premises for the purpose of betting:—JAMES HENRY JAMES, 21, paperhanger, 60, Campbell Road; WILLIAM IMPEY, 20, shoemaker, 78, Hornsey Road; WILLIAM SQUIRES, 28, washer, 15, Orpingley Road; FRED MOORE, 25, newsagent, 136, Wandsworth Road, Clapham; GEORGE YEO, 50, potman, 42, Jackson Road; SILAS LACEY, 46, carpenter, 54, Thane Villas; THOMAS COOPER, 30, signal fitter, 32, Citizen Road; DAVID MUNCEY, 30, shopman, 14, Citizen Road; JOSEPH RUST, 50, tailor, 180, Hornsey Road; ALFRED HILL, 24, plumber, 11, Lowman Road; JAMES FARRANT, 59, no occupation, 76, Hornsey Road. Mr. Muskett prosecuted for the Police Commissioners, and Mr. C. V. Young defended the two Porters. All pleaded guilty except James and Muncey, who declared that they went to the shop to purchase newspapers. Inspector Morley could not prove otherwise, and those two were discharged. Mr. Young promised, on behalf of his clients, to give up betting. Mr. Fordham fined the elder Porter £20, with £3 3s. costs; the younger Porter, £5 and 2s. costs. The rest of the defendants were bound over to keep the peace.

At the Llandudno Police Court, on May 24, JOHN WILLIAMS, of the "Mutoscope" shop, Mostyn Street, and CHARLES RELF, of Mostyn Street, were summoned for having on April 16 unlawfully played at a game of chance with a certain instrument known as a "bijou billiard machine." Superintendent Rees was the informant, and Mr. James Marks appeared for the defence. It appeared that the machine in question, which was exhibited in Court, is a kind of automatic bagatelle board, worked with handles, which can be set in motion by dropping a penny into a slot. Three billiard balls are placed under the control of the player for each penny, and if when started by the handles they roll into certain positions, lead tokens are liberated, for which cigars or other prizes are exchanged. The machine was understood to be the property of the Mutoscope Company, Mr. Williams being the company's manager for Llandudno. Mr. Relf is a tobacconist, and had the instrument at his shop, supplying the cigars for the tokens extracted from the machine by successful operators. Mr. Marks stated that before the case was gone into he would like to repeat

the offer he made to the superintendent of police when the machine was seized, namely, that he would undertake on behalf of the defendants to return the machine to the makers, and give a written undertaking not to exhibit it again if the case were dropped. Superintendent Rees said he had received that offer, but he thought it his duty to bring the case forward, as in his opinion it was a breach of the Gaming Act. Mr. Marks observed that the defendants had no desire to do anything which would be objected to by the police authorities on the ground of doubtful legality. Hence his offer to them. He should be glad to pay the costs of the case if it were withdrawn. Superintendent Rees consented to this being done, and the case was accordingly withdrawn.

At the Guildhall Police Court, on May 13, FENMORE JONES, of 72, Bishopsgate Street Within, was summoned for unlawfully having in his possession for sale or purpose of trade, five boxes of cigarettes to which a false trade description was applied. There was a second summons for selling 500 cigarettes to which also a false description was applied. Mr. V. Fisher defended. MR. BODKIN, who prosecuted on behalf of the Trade Mark Owners' Protection Association, pointed out certain sections of the Merchandise Marks Act, and said evidence would be called to show that certain cigarettes were purchased of the defendant which bore a false description. Egyptian cigarettes were made by Greeks of imported tobacco, and it would be shown that these Greeks, by long experience, had a way of blending tobacco and a mode of manufacture unknown to others. On the box containing the cigarettes purchased of defendant there were pictures of the pyramids, the sphinx, &c. Then there was a representation of the Egyptian stamp. The Turkish Government issued a stamp which was placed on the boxes of cigarettes, and the stamp was a guarantee that the box contained genuine Egyptian cigarettes. There was another point of considerable importance, and that was that on manufactured tobacco the duty in this country was 3s. 10d., and on unmanufactured 3s. Therefore, as cigarettes were manufactured tobacco if made in this country, there was a saving over Egyptian cigarettes of 10d. a pound. Mr. James Abbott said he represented Messrs. Dambergi, 39, Gracechurch Street, Egyptian cigarette importers. On the 24th ult. he went to 72, Bishopsgate Street Within. He saw the defendant, and asked him for some Egyptian cigarettes. Defendant told him he only had them in boxes of 50. He ordered 500. Defendant said his assistant was out, and if he (complainant) would call a little later on he could have them. On calling again defendant's assistant gave him the 500 cigarettes in boxes. Complainant asked, "Do these come from Egypt?" and the answer was "Yes." Cigarettes made in Egypt, added the witness, could be identified. The Government required a declaration and a deposit of money. Then stamps were issued, and on each was printed the name of the manufacturer. The stamps were affixed to the boxes. The stamp was a guarantee that the cigarettes were genuine. M. Spero Dambergi generally corroborated the evidence of the previous witness, adding that it was impossible for an Egyptian cigarette to be made in London. At this stage the summonses were adjourned, Mr. Fisher stating that he would call witnesses who would put a different complexion on the case. At the adjourned hearing, on May 22, Mr. Fisher said he did not propose in any way to defend the label. It was designed for Messrs. Major Drapkin & Co., of Aldgate, and they alone were responsible for it. A sample box of the cigarettes was left at defendant's premises last January, and they were the first he had. When Mr. Abbott, the witness for the prosecution, called and asked for cigarettes of that particular brand, the defendant had to send out for them. He acted quite innocently. Defendant went into the witness-box, and said he had carried on business in the City for

TRADE NEWS AND NOTES—continued.

18 years. No complaint had ever been made against him before. He told Mr. Abbott that he had not the cigarettes in stock, adding that he knew where he could get them, and would send for some. Mr. Bodkin: Don't you think that the get up of this label is a gross fraud upon the public? Defendant: Well, it is the usual thing in the trade. Further cross-examined, the defendant said he did not consider the price he paid was a ridiculous one for Egyptian cigarettes. He admitted that the label was fraudulent, but added that it was not his label. The Alderman said he held that cigarettes to which a false description had been applied had been sold by the defendant, and he had failed to prove that he had acted altogether innocently. He therefore fined him £5, and £5 5s. costs. The second summons he considered was not made out, and he therefore dismissed it.

At the Guildhall Police Court, on May 14, before the Lord Mayor, ALEXANDER JONES, 69, Queen Street, was charged on six summonses, with offences under the Merchandise Marks Act, 1887, in connection with cigarettes sold by him as Egyptian. MR. BODKIN prosecuted on behalf of the Trade Mark Owners' Protection Association, and Mr. Fisher defended. In his opening, Mr. Bodkin described the peculiar manufacture of the Egyptian cigarette, and said that such cigarettes were protected by the Egyptian Government, who issued stamps to manufacturers in return for a small payment. In order to ensure the genuineness of the Egyptian-made cigarettes, the name of the manufacturers was printed upon the stamps. The box sold by the defendant bore a resemblance to the stamp. The cigarettes, said Mr. Bodkin, were made either in England or in Egypt. If made in Egypt, why could not the defendant obtain the genuine stamp? If, on the other hand, they were made in England, why should he use a stamp resembling the genuine one? Mr. James V. Abbott, the representative of Messrs. Spero Dambergi Brothers, 39A, Gracechurch Street, importers of Egyptian cigarettes, deposed that on the 4th ult. he went to Mr. Jones's shop, and asked for a packet of Egyptian cigarettes. On being served, he inquired if they were imported from Egypt, and was told that they were. From 18 years' experience in the trade, he could say they were not Egyptian cigarettes. The Lord Mayor said that, in his opinion, the case turned upon the stamp. In answer to Mr. Fisher, Mr. Abbott said there was no compulsion to use the stamps, but they were an absolute guarantee that the cigarettes were genuine. Having heard Mr. Fisher, and the defendant on oath, the Lord Mayor said he had very carefully considered the case, and he thought that it had been proved up to the hilt. It was a very bad case indeed, because the stamp that had been used was almost a *fac-simile* of the genuine. A worse case could scarcely be imagined. On the first summons he imposed the full penalty of £20, and 10 guineas costs, or a month's imprisonment; and on each of the others a nominal penalty of 1s., and 2s. costs.

At the Mansion House Police Court, on May 17, ABRAHAM ISAAC DRAPKIN, trading as the Métropole Cigar Co., of 74, Queen Street, was summoned upon eight summonses for unlawfully applying to certain cigarettes a false trade description, and for selling the cigarettes with that description, contrary to the Merchandise Marks Act. Defendant pleaded guilty. It was stated that he made a profit of about 45s. per thousand upon the cigarettes, the cost price of which was about 25s. They were manufactured in Aldgate, and were dressed up to represent real Egyptian cigarettes. The Lord Mayor inflicted a penalty of £20 and £10 10s. costs on the first summons, and a nominal penalty of 1s. and 2s. costs on the others, remarking that he thought these proceedings were very likely to bring this unfair trading to an end. Mr. Fisher (who defended) said defendant had withdrawn all the

boxes, which the Lord Mayor said was a very wise thing to do.

At the Wilts Assizes, at Salisbury, on May 31, before Mr. Justice Kennedy, JOHN CHARLES FOX, alias Mead, cigar merchant, was indicted for feloniously uttering a banker's cheque for the payment of £920, purporting to be drawn by William Thomas Robinson on the Swindon Branch of Lloyds Bank, Ltd., well knowing the same to have been forged, at Swindon, on 30th March, 1899. Mr. R. F. V. Radcliffe prosecuted, and Mr. P. Wippell defended. The jury stopped the case, as there was no evidence of identification, and prisoner was discharged.

At the Clerkenwell Police Court, on June 10, JOHN TONE, 17, FRANCIS TONE, 17, and JOHN BROWN, 17, were charged, before Mr. Paul Taylor, with being concerned together in breaking into the warehouse, 81, Turnmill Street, Clerkenwell, on June 4, and stealing tobacco, cigars, and cigarettes, value 6s., and stealing the LONDON AND DISTRICT TOBACCONIST MUTUAL SUPPLY COMPANY, LTD. The prisoners Tone are twins. Early on the morning of the 4th inst., Police-constable Hawkins, G division, saw the prisoners and three other lads leave the premises carrying a sack. He ran after them, but they dropped the sack and escaped. The sack contained a quantity of cigarettes and cigars. The officer afterwards discovered that the premises of the company had been broken into and a considerable amount of property stolen. Detective Seiby arrested the prisoners Tone the previous day. In reply to the charge, they said they and Brown entered the premises and took the property. When Brown was arrested he said he stayed outside the premises. The prisoners, however, denied they broke into the premises. They said the door was open. Mr. Paul Taylor convicted the prisoners of stealing, and ordered them to be imprisoned for one month.

At the Clerkenwell Police Court, on June 10, ALEX M'KENZIE, 56, a cigar importer, of St. John's Road, Hoxton, was charged with obtaining, by means of false pretences, £2 10s., the money of SAMUEL PRIOR, of the "Clothworkers' Arms," Arlington Street, Islington. Detective-sergeant Smith proved arresting the prisoner the previous day outside his residence. M'Kenzie was conveyed to Upper Street Police Station, where he was identified by Mr. Prior. The prisoner, addressing the prosecutor, said, "You had one of my cheques, and there was money in the bank to meet it." Mr. Prior replied, "There was not." Mr. Paul Taylor remanded the accused.

At the Thames Police Court, on May 30, MESSRS. B. MORRIS & SONS, LTD., tobacco manufacturers, of High Street, Aldgate, appeared on an adjourned summons before Mr. Haden Corser, on six counts, for applying to certain cigarettes a false trade description, calculated to lead to the belief that such goods were made in Egypt, contrary to the provisions of the Merchandise Marks Act, 50 & 51 Vic., cap. 28. Mr. Bodkin prosecuted, and Mr. Fisher defended. The prosecution was in respect of boxes of cigarettes, labelled as follows:—"Seul Fabricant des Osiris. Commissioner et Exportation. Cigarettes Egyptiennes. Qualité Spécialité. Osiris." Mr. James V. Abbot, representative of Messrs. Spero Dambergi Bros., Gracechurch Street, stated that he had had many years' experience in the manufacture of cigarettes, and on the 7th May last he went to the defendants' shop and purchased 500 cigarettes in boxes, for which he paid 10s. The exhibition label produced was given him at the time. The present proceedings were initiated by the Trades' Protection Association. He understood Egyptian cigarettes to signify those made in Egypt. The cigarettes bought by him at Messrs. Morris's place had not the

TRADE NEWS AND NOTES—continued.

characteristics of the real Egyptian cigarettes. Mr. Frank Ledger, of the firm of Messrs. Ledger, Sons & Co., deposed that he understood "Egyptian cigarettes" to mean cigarettes made in Egypt. They were made of Turkish tobacco, no tobacco for commercial purposes being grown in Egypt. The cigarettes produced had none of the characteristics of those made in Egypt, but he was not going to say they were not made in that country, although they did not taste like those made there. The cigarettes made in Egypt were made by Greeks of many years' experience in blending the tobacco, and in making that class of cigarette. The peculiar dryness of the Egyptian climate gave it a distinct aroma. It was the same tobacco, the difference being the climate of the manufacture. Mr. Spero Dambergi stated that he had had sixteen years' experience in Egypt, and twelve in London, of the cigarette trade. Those produced had none of the characteristics of the true Egyptian cigarette. Mr. Abbot, recalled, in reply to Mr. Fisher, said he had done business with the defendants, but the account was now closed at the instigation of his firm. They had supplied the defendant with Egyptian cigarettes in large quantities at their place in Bayswater, where they were trading under the name of James. Mr. Charles Compton, an author, of 14, Berner Street, Oxford Street, stated that he smoked Egyptian cigarettes, about which there was a distinct flavour. He understood by the expression, "Egyptian Cigarettes," that they came from Egypt. Mr. Percy Gunhill, 20, Penmartin Road, deposed that he was a great cigarette smoker, and in asking for Egyptian cigarettes he expected to get a cigarette of Turkish tobacco made in Egypt. Mr. T. Mason, librarian of St. Martin's Public Library, gave similar evidence. Mr. Dambergi, recalled, said he could tell, when smoking, the difference between a cigarette made in Egypt and one made in England, but he did not now smoke. — (Laughter.) Mr. Haden Corser adjourned the case.

From the "London Gazette."

RECEIVING ORDERS.

LYONS, MARTIN (lately trading as Lyons & Co.), tobacconist and debt collector, 223, Burbury Street, Birmingham, and lately trading at Great King Street, and 13, County Chambers, Birmingham. Date of petition May 1, 1900; receiving order May 11, 1900.

VAUGHAN, FREDERICK WILLIAM, tobacco and cigar merchant, the Arcade Buildings, Fishergate, Preston. Date of petition May 3, 1900; receiving order May 16, 1900.

FISHER, BERNARD (trading as B. Fisher & Co.), wholesale and retail tobacconist, 92, Hill Street, formerly of 24, Hill Street, 87, Worcester Street and 28, Broad Street, all in Birmingham. Date of petition and receiving order May 14, 1900; on debtor's own petition.

THOMAS, WILLIAM JOHN, tobacconist and newsagent, 1, Petit Tor Road, St. Mary Church, Devonshire. Date of petition and receiving order May 30, 1900; on debtor's own petition.

BIBBY, WILLIAM (trading as E. Bibby), Cushworth's Buildings, Warmfield, formerly of Market Street, Normanton, miner, formerly tobacconist and newsagent. Date of petition and receiving order May 18, 1900; on debtor's own petition.

FIRST MEETINGS AND PUBLIC EXAMINATIONS.

FISHER, BERNARD (trading as B. Fisher & Co.), wholesale and retail tobacconist, 92, Hill Street, formerly of 24, Hill Street, and 28, Broad Street, Birmingham. Date of first meeting June 6, date of public examination July 5, 1900, 2 p.m., at the County Court, Birmingham.

THOMAS, WILLIAM JOHN, tobacconist and newsagent, 1, Petit Tor Road, St. Mary Church, Devonshire. First meeting at 10.30 a.m. June 19, 1900, at the Official Receiver's Office, 13, Bedford Circus, Exeter. Examination 11.30 a.m., June 19, 1900, at the Castle, Exeter.

VAUGHAN, FREDERICK WILLIAM, tobacco and cigar merchant, the Arcade Buildings, Fishergate, Preston. First meeting June 14, 1900; examination 11 a.m. on July 6, 1900, at the County Court Offices, Preston.

LYONS, MARTIN (lately trading as Lyons & Co.), tobacconist and debt collector, 223, Burbury Street, Birmingham, and lately trading at Great King Street, and 13, County Chambers, Birmingham. First meeting June 14. Date of public examination July 5, 1900, at 11 a.m., in the County Court, Corporation Street, Birmingham.

ADJUDICATIONS.

FISHER, BERNARD (trading as B. Fisher & Co.), 92, Hill Street, Birmingham, formerly of 24, Hill Street, and 28, Broad Street, Birmingham, wholesale and retail tobacconist, May 15, 1900.

LYONS, MARTIN (lately trading as Lyons & Co.), tobacconist and debt collector, 223, Burbury Street, Birmingham, and lately trading at Great King Street, and 13, County Chambers, Birmingham. Date of order May 18, 1900.

VAUGHAN, FREDERICK WILLIAM, tobacco and cigar merchant, the Arcade Buildings, Fishergate, Preston, May 19, 1900.

THOMAS, WILLIAM JOHN, tobacconist and newsagent, 1, Petit Tor Road, St. Mary Church, Devonshire, May 30, 1900.

BIBBY, WILLIAM (trading as E. Bibby), Cushworth's Buildings, Warmfield, formerly of Market Street, Normanton, miner, formerly tobacconist and newsagent, May 18, 1900.

NOTICES OF INTENDED DIVIDENDS.

STAFFORD, EDWARD (lately trading as E. Stafford & Co.), tobacconist, 21, Railway Street, Chatham. Last day for receiving proofs June 12, 1900. R. T. Tatham, Official Receiver, 9, King Street, Maidstone.

NOTICES OF DIVIDENDS.

DOBSON, HENRY BEARDMORE (trading as C. H. Dobson & Son), wholesale and retail tobacco merchant, Leeds. Second and final dividend of £1 9½d. in the £, payable on and after May 17, 1900, at 7, Greek Street, Leeds.

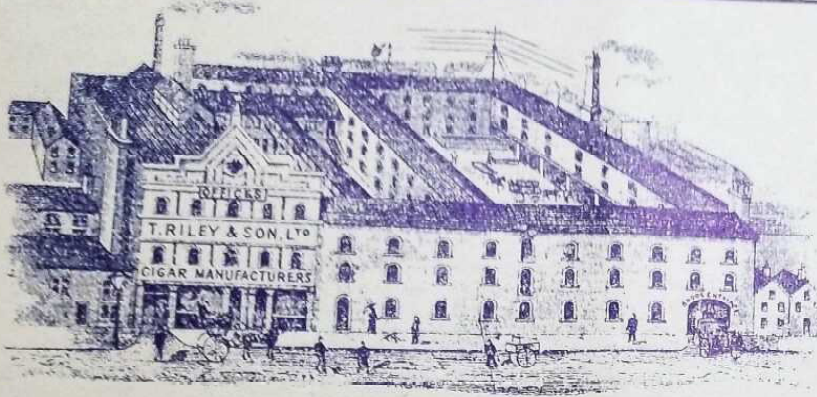
HARGREAVE, RICHARD, tobacco manufacturer, residing at 166, Spring Bank, and carrying on business at South Church Side, Kingston-upon-Hull. First dividend of 3s. 6d. in the £, payable on May 28, 1900, at the offices of the Official Receiver, 36, Princes Street, Ipswich.

LOW, ROBERT HEWSON, tobacconist, &c., Wellington Street, and Albion Street, Newmarket. First and final of 8s. 2½d. in the £, payable on June 6, 1900, at the Official Receiver's office, 5, Petty Cury, Cambridge.

SCOTT, WALTER LYTTTELTON, tobacconist, 21, Spring Head, Wednesbury. First and final of 1s. 5d. in the £, payable May 31, 1900, at the Official Receiver's Office, Wolverhampton.

APPLICATION FOR DISCHARGE.

STANDEN, HARRY HENRY, 5, Bridge Gate, Retford, tobacconist, &c. Date fixed for hearing, June 25, 1900, at 10.30 a.m., in the Sessions Hall, Lincoln.



Send
FOR
Prices

of the famous

3^{d.}

CIGARS

“PRINCE OF WALES” AND
“LORD KITCHENER”

Also how to obtain free, large
cabinet of Kitchener Cigars for
Window Dressing.

NEW LINE IN WEIGHT CIGARETTES—The “B. P.” (Baden-Powell) Cigarette.
Selling Well. To every Purchaser of 10 lbs. and upwards, will be sent requisite number of
Souvenir Portraits of Baden-Powell, to present to purchasers of 1 oz.

STOCK WHAT WILL SELL—THE “B.P.’s.”

T. RILEY & SON, LTD., MANUFACTURERS,
CONVENT ST. WORKS, NOTTINGHAM.

ADOLPH ELKIN

& CO.

Wholesale Tobacconists.

On all our Own Spécialités we have decided to meet
our Customers half-way as regards the extra duty.

TOBACCOS.

“British Pluck” }
“Glossy Flake” } 2^{d.} per lb. advance.
“Navy Cut” = }

CIGARETTES.

By weight, 3d. per lb. advance.

CIGARS, 1d., 2d., 3d.

Only 3d. per 100 advance on nearly
all Our Brands.

PROPRIETARY ARTICLES AT THE LOWEST POSSIBLE PRICES.

NEW LIST IN PREPARATION.

140 AND 140_A, HOUNDSDITCH, LONDON, E.C.

Mr. Beedle did,
So can you.

From M. BEEDLE & Co.,

No. 1 (late 4 & 5),
TOTTENHAM COURT ROAD, W.
February 5th, 1900.

Messrs. J. MILLHOFF & Co.,
27, COMMERCIAL STREET, E.

Gentlemen,

In answer to your letter of January
26th, in reference to the number of
“PICK-ME-UP” Cigarettes I have sold
(over the counter only), my books will
prove that when the tobacco trade
journals mentioned recently that a West
End tradesman sold at the rate of fifty-
five thousand a month, they were quite
correct. Regretting my delay in answer-
ing your letter, which I know you will
excuse, as you are well aware that I
have been very busy opening my new
shop at No. 1, Tottenham Court Road.

I am, Gentlemen,

Yours faithfully,

(Signed) M. BEEDLE.

TRADE NEWS AND NOTES—continued.

HIRSCH, OSCAR, tobacconist, 123, Grays Inn Road. Date fixed for hearing, June 21, 1900, at 11 a.m., at Bankruptcy Buildings, Carey Street, London, W.C.

ORDERS MADE ON APPLICATION FOR DISCHARGE.

COX, ALFRED HENRY, tobacconist, 1, St. Mary Street, Weymouth. Date of order, May 9, 1900. Discharge suspended for 2½ years. Bankrupt to be discharged as from November 9, 1902. Bankrupt had omitted to keep such books of account as are usual and proper in the business carried on by him, and as sufficiently disclosed his business transactions and financial position within the three years immediately preceding his bankruptcy.

DISSOLUTIONS OF PARTNERSHIP.

The partnership hitherto existing between HARRY FRANK HAHN, ROBERT GEORGE SOPER,

FANNY SOPER, and FRANK EUGEN HAHN, carrying on business as tobacco, cigar and cigarette manufacturers, at 94, Lillie Road, Fulham, and Remer House, Eppel Road, Fulham, under the style of Hahn Brothers & Co., has been dissolved by mutual consent, as and from the 1st May, 1900, so far as the business at 94, Lillie Road, is concerned. Debts, &c., by Robert George Soper, who continues the business alone.

The partnership between ALAN GILMOUR and JOHN J. GILMOUR, tobacco importers, of Glasgow, was dissolved by mutual consent on May 18, 1900.

Notice of dissolution of the partnership [heretofore subsisting between ELIZA MARY KIRK and EDWARD WITHERINGTON, cigar manufacturers, of Leicester, appears under date May 25, 1900. Debts, &c., by Edward Witherington, who continues the business.

Correspondence.

To the Editors of THE CIGARETTE WORLD.

72, LEADENHALL STREET, E.C.,
May 22, 1900.

HOVENDEN v. MILLHOFF.

SIRS.—The reports of the trial of this case make it appear as if the plaintiffs have been misled by me regarding the evidence I could give. Being a mere witness, I had no opportunity at the trial to give any explanation, but was placed between the cross-fires of the two opposing counsels, one putting me in the witness box for the purpose of the other abusing me.

Under these circumstances, I am obliged to appeal to your sense of fairness to permit me to say, through your columns, that the very moment I read the plaintiffs' statement of claim (which their solicitors sent me), and so became aware of the nature of their case, I immediately wrote to the solicitors that the information on which they based their case was wrong, consequently they knew before taking the case into court that my evidence would not be favourable to them.

Again appealing to your sense of fairness to publish this letter in your next issue,

I am, Sirs,

Your obedient servant,

A. I. DRAPKIN.

To the Editors of THE CIGARETTE WORLD.

27, COMMERCIAL STREET,
LONDON, E.,

May 28, 1900.

DEAR SIRS,—As letters and inquiries are still addressed to "Messrs. Drapkin & Millhoff," the title of the old firm, I beg you will, through the medium of your valuable journal, afford us the opportunity of informing your readers that Mr. A. I. Drapkin has ceased to be a member of this firm since May, 1898, and that we are in no way connected with the Egyptian trade mark prosecution in which Mr. A. I. Drapkin was concerned.

Yours faithfully,

(Pp. J. Millhoff & Co., Ltd.),

J. PETHERBRIDGE,

Secretary.

Humorous.

ECONOMY THAT DOESN'T ANSWER.

"A LITTLE over four years ago," said Smithson, "I made up my mind that I was smoking too much. It didn't seem to affect my health in the least, but I thought it was a foolish waste of money, and I decided to give it up."

"A very sensible idea, indeed," remarked Brownlow.

"So I thought at the time. I figured out, as closely as I could, how much I had been spending each day for cigars and tobacco. That sum I set aside each day and started a banking account with it. I wanted to be able to show just exactly how much I had saved by not smoking."

"And how did it work?" inquired Brownlow.

"At the end of twelve months I found that I had £55 in the bank."

"Good! Could you lend me——"

"And a few days later," interrupted Smithson, "last Thursday, in fact—the bank failed. You haven't got a cigar about you, have you?"—*The Penny Magazine*.

THE DIFFERENCE.

THE teacher was telling the little boys about temptation, and showing how it sometimes comes in the most attractive form. She used as an illustration the paw of a cat.

"Now," said she, "you have all seen the paw of a cat. It is as soft as velvet, isn't it?"

"Yesem," from the class.

"And you have seen the paw of a dog?"

"Yesem."

"Well, although the cat's paw seems like velvet, there is, nevertheless, concealed in it, something that hurts. What is it?"

No answer.

"The dog bites," said the teacher, "when he is in anger, but what does the cat do?"

"Scratches," said a boy.

"Correct," said the teacher, nodding her head approvingly.

Now, what has the cat got that the dog hasn't?"

"Whiskers," said a boy on the back seat.

ALL BUSY.

"WHERE is your mother, Johnny?"

"Playing golf."

"And your aunt?"

"She is out on her bike."

"And your sister?"

"She has gone to the gymnasium."

"Then I'll see your father, please."

"He can't come down now. He is upstairs giving the baby a bath."

LA SAGERA CHOICE CIGARS.

GOODMAN & HARRIS.

GOODMAN & HARRIS.

GOODMAN & HARRIS.



GOODMAN & HARRIS.

WHOLESALE FROM

Goodman & Harris,

LEICESTER.

Tel. Address : VALERIO, LEICESTER.

Nat. Tel : 539.

The "Newcastle Programme."

THE following circular, issued early in April, reached us some little time ago, but in view of the fact that it was marked "private" we did not feel justified in referring to it, or even treating it seriously, in a previous number. Seeing, however, that almost every public paper in the kingdom has broached the subject, and that the originator of the scheme has himself given an interview with a daily paper, we feel that there can be no longer any objection to the reproduction of the circular in detail. Mr. M. St. John, it may be interesting to note, is the Managing Director of Messrs. Finlay & Co., Ltd., the Tobacconists, Newcastle-on-Tyne, and is also the Secretary of the North of England Tobacconists' Association. Accompanying the letter is a form for suggestions and remarks, but our comments appear on another page of this journal.

STOP THE "CUTTER."

39, Moseley Street, Newcastle-on-Tyne,

April 11, 1900.

DEAR SIR.—Many schemes have emanated from the manufacturers and retail traders with a view of annihilating the "Cutter," that terrible bugbear to the legitimate and fair-minded trader. That all these schemes have failed is seen by the fact that the "Cutter" still flourishes. His influence, however, is so pernicious, and the damage he inflicts upon honest business men (both in the manufacturing and retail trades) is so extensive, that it behoves both branches to help themselves and each other by combining in one supreme effort to make it utterly impossible for the "Cutter" to exist.

So well known is the evil, and so damaging is the system to every fair trader, that statement of fact, the marshalling of argument, and the use of illustration seem superfluous. Manufacturers are as keenly alive to the nature and extent of the malady as the retail dealers. They, too, suffer—directly and indirectly—from its consequences. To give manufacturers their due, they have made many attempts to stamp out this trade pest; yet it remains rampant.

To make plain my meaning, I venture to give one instance of how trade is injured by the "Cutter," and the means hitherto taken to end his career. In a town where, say, there are fifty tobacconists, a "Cutter" commences selling a proprietary article at 4*d.* The retail (and fair) price is fixed by the manufacturer at 5*d.* For a time the trade adheres to the proper price, but in the end the "Cutter's" action compels reduction to his level. The manufacturer then objects, and, to compel the sale of his article to the public at 5*d.*, he increases his price—not to the "Cutter" only, but to all the retailers.

Therein lies the error. All are made to suffer for the action of one. The "Cutter," who alone is responsible for the unfair price, is not singled out for well-merited punishment—he is not penalised in isolation, but all are brought to his level, and when this is done the "Cutter" is free to "cut" again.

The "Cutter" is the pioneer of a ruinous competition. His extermination is an urgent necessity. Honest manufacturers and retailers must, for their own protection, exert themselves to make it impossible for the "Cutter" to exist. The "Cutter" alone, and not fair traders with him, must suffer the consequences of his own unfair trading.

This can be done. The many, when united, can always control the few. I am convinced that manufacturers and traders, working together in a common cause, can either reform or extinguish the "Cutter," and can do so without injuring either themselves, each other, or the community at large.

With this object I have attempted to formulate a scheme to which I invite your careful attention, and solicit your cordial co-operation.

It is formulated at the request of several influential tradesmen, but is sent out on my Association's responsibility and at my Association's expense. I am sure, therefore, that you will receive and consider it as an honest effort to benefit the

trade generally, and to injure no one. I am confident you will point out any defects (probably there are many), and offer such criticism as your experience prompts, to the intent that the scheme may either be made efficient or be shown to be impracticable.

The details and mode of working you will find in the "Proposed Constitution," herewith enclosed. I quite realise that these may, when critically examined by far-sighted men in the trade, turn out to be very imperfect. If, however, the leading principle receives the approval confidently expected, the "means to the end" will soon be found, and in time the "Cutter" and his ways will become extinct.

As you will gather from the "Proposed Constitution," my idea is to form an Association of tobacconists, to be known as "The United Kingdom Tobacconists' Alliance." To kill or cure the "Cutter," members of the Alliance must, by the very fact of membership, be deemed to have pledged themselves to the matters following, and to be liable to expulsion from the Alliance on breach, viz. :—

- (A) To sell only at prices fixed by the Executive of the Alliance, and not to abate, reduce or modify those prices—either by the giving of discount, extra weight, bonus, gift coupon, or benefit, or in any other way whatever, either directly or indirectly.
- (B) To purchase, sell, and deal only and exclusively from and in the goods of those manufacturers who agree with the Alliance, or members thereof, to charge, and who actually charge, to every non-member of the Alliance at least 10 per cent. more on all loose and packet tobaccos, and at least 12½ per cent. more on all packet and loose cigarettes, than the highest price charged to any member, and who agree to report to the Alliance any manufacturer who fails to conform to his agreement.
- (C) To forthwith report to the Alliance any member who may violate the pledge impliedly taken by the fact of membership, and to likewise report to the Alliance any manufacturer who may violate his agreement with the Alliance or any member thereof.

An "Alliance" having these three ideas as the substance and kernel of its constitution must succeed in its object—the reformation or extermination of the "Cutter," if the trade is as keenly desirous of purging itself as repeated conversations with many leading members force me to believe it to be.

Manufacturers will help the retailers if the retailers amalgamate to help themselves, for both suffer by the existing state of things. Naturally, however, before committing themselves to agreements of the nature suggested, the manufacturers will expect, and are entitled to find, that the "Alliance" consists of a very large majority of the retail tobacconists. This is a matter of organisation, and, with the help of existing societies, is more a question of time than of difficulty. Provided the principle of the scheme finds sufficient support, the Society of which I am Secretary will heartily take it up, and at a convenient date will convene a meeting at some central town of Chairmen of the different tobacco associations throughout the United Kingdom for the purpose of making the "Alliance" an accomplished fact, and a real medium for watching, protecting, and conserving the interests of an important staple trade, and in particular to save such trade from the baneful influence of that pest, who, to enrich himself, injures his neighbour.

I feel that I might perhaps have been expected to go more into detail. I also feel, however, that I am addressing men capable of at once grasping what I am aiming at, and how it can be carried out. To deal with the matter more fully than I have done would take more time than I have at present at my disposal, and I am always averse to continuous writing.

I, however, believe that you will carefully consider the whole matter, and favour me with your views thereon at the earliest possible date. Kindly use for this purpose the enclosed form.

Yours faithfully,
M. ST. JOHN,
Secretary, the North of England
Tobacconists' Association.

Suggestions.

P.S.—At the risk of being thought quixotic, I venture to say that when once fairly started there is no reason why, with "the right men in the right place," the Alliance should not develop into a Trade Protection Society, taking the place, so far as the tobacco trade is concerned, of the many trade and inquiry offices now existing, and becoming a faithful medium for giving accurate trade information concerning manufacturers and members.

A Benevolent Society. The subscription is such that a large fund will accumulate, and out of this the executive would make voluntary grants to members, who, through sickness, or other misfortune, find themselves in need and deserving of assistance.

As it will be necessary for the Alliance to send out to its members lists showing manufacturers who have agreed to further its objects, and names of members who have pleased to be such, I see no reason why such lists should not expand into a newspaper dealing with and entirely devoted to trade interests.

Once organised, there is no limit to the possibilities for usefulness of the Alliance. I believe it to be the germ of a mighty power for trade good.

PROPOSED RULES FOR THE UNITED KINGDOM TOBACCONISTS' ALLIANCE.

N.B.—These proposed rules are sent out without any suggestion of their perfection, and I hope valuable suggestions will be freely offered by all to whom they are addressed.

1.—That the Society be called the "United Kingdom Tobacconists' Alliance."

2.—(A). That the object of the Alliance be to maintain fair and uniform retail selling prices for all tobaccos and cigarettes as fixed from time to time by the Governing Committee. The Governing Committee, on behalf of the Alliance, to enter into agreements with manufacturers or manufacturers' associations or combinations by which non-members of the Alliance be charged a price 10 per cent. on all tobaccos and 12½ per cent. on packet and loose cigarettes higher than the highest price charged to any member.

(B). The Alliance shall not manufacture or be concerned, directly or indirectly, in the manufacture of tobaccos or cigarettes, or allow its name to be used as a trade mark, brand, or name for any tobaccos or cigarettes.

3.—That the affairs of the Alliance shall be conducted by a Governing Committee of Management, including Chairman, Vice-Chairman, Treasurer, and paid Organising Secretary.

4.—That twenty-five members be elected, including Chairman, Vice-Chairman, and Honorary Treasurer, at the first General Meeting, and at every Annual General Meeting afterwards, to constitute the Governing Committee.

5.—That twelve members of the Governing Committee form a quorum.

6.—That in the event of death, resignation, disqualification of any member or members of the Governing Committee, the remaining members shall have full power to fill up the vacancy or vacancies until the next Annual General Meeting.

7.—That the subscription be 10s. per year, payable in advance at each Annual General Meeting.

8.—That each member by becoming a member thereby binds himself or herself to adhere to sell only at such prices as shall be fixed from time to time by the Governing Committee, and to act in accordance with all instructions which the Governing Committee may from time to time consider it in the interests of the Alliance to issue to members, and not to abate, reduce, or modify the prices so fixed—either by the giving of discount, extra weight, bonus, gift coupon, or benefit, or in any other way whatever, either directly or indirectly.

9.—That each member in the same way binds himself or herself to purchase, sell, and deal only and exclusively from and in the goods of those manufacturers who agree with the Alliance or members thereof to charge, and who actually charge, to every non-member of the Alliance, at least 10 per cent. more on all loose and packet tobaccos, and at least 12½ per cent. more on all packet and loose cigarettes than the highest price charged to any member, and who agrees to report

to the Alliance any manufacturer who fails to conform to his agreement.

10.—That each member in the same way binds himself or herself to report to the Alliance any member or manufacturer who may violate the pledges or agreements mentioned in Rules 8 and 9 hereof.

11.—Any member found guilty of violating any pledge expressly or impliedly given to the Alliance shall be liable to expulsion from the Alliance, and shall thenceforth be treated in all respects as a non-member, and shall be deemed to have assented to his or her name being reported to members and manufacturers as having ceased to be a member and entitled to the privileges of membership.

12.—The decision of the Executive shall in all these matters and things be final and conclusive, and shall not be subject to any appeal at law or otherwise.

13.—A member found guilty and expelled, as per Clauses 9 and 10 hereof, shall not be re-admitted to membership until the expiration of six calendar months from the date of his expulsion, but may then be re-admitted; subject, however, to his or her paying such re-admission fee as the Executive shall determine, the same being not less than £10 or more than £50.

14.—Members by becoming such agree that information and evidence of breaches or alleged breaches of their express or implied pledges shall be deemed privileged in law, and no action shall lie or be brought with respect thereto.

15.—That a financial statement be submitted by the Treasurer at each Annual General Meeting.

16.—That the Treasurer shall, under the direction of the Governing Committee, receive and pay all monies belonging to the Alliance, and enter same in proper books, and produce all vouchers for such payments, and any surplus cash remaining in his hands shall be paid into the account of the Alliance at the bank at the earliest opportunity. And if the Committee see cause at any time to remove or dismiss the Treasurer or Secretary, they shall have full power to do so, and elect others to fill their place until the next Annual General Meeting.

17.—That a General Meeting be held quarterly, and that notices to attend such and all meetings be posted to each member by the Secretary. Any member not having paid his or her subscription for the current year will not be eligible to serve on the Committee or vote at a General Meeting.

18.—That any member of the Governing Committee not having attended three Committee meetings during any one year will not be eligible for re-election unless he can assign some satisfactory reasons for his absence.

19.—That any five members of the Governing Committee or twenty members of the Alliance signing a requisition addressed to the Secretary be thereby empowered to call a Special General Meeting giving fourteen days' clear notice of such meeting.

20.—That the members of the Alliance in each town form Vigilance Committees to be composed of Chairman, Vice-Chairman and Secretary, whose duty it will be to watch the interests of the Alliances in that particular town, and the Secretary to report at once to the organising Secretary any breach of the rules or agreements of members with the Alliance.

21.—That the Chairman shall have power to convene a Special Meeting of the Governing Committee by notice to be sent out by the Secretary.

22.—That in the event of equal voting the Chairman shall have power to give a casting vote.

23.—That any matter to which the foregoing rules do not refer, the Governing Committee shall have full power to determine, and their decision shall be final.

24.—That no rule be altered or rescinded except by a majority of two-thirds of the members present at a General Meeting, but no alteration shall be made in Clauses 8, 9, 10, 11, 12, 13 and 14.

In the interview mentioned before, Mr. St. John, discussing his scheme with a reporter of the Newcastle Leader, says in reply to the journalist's queries:—

"As the matter has become prematurely public, I may as well tell you all about it; and, indeed, I am glad to have a chance of doing so, for I want to be fair to my own trade, to myself, and to the public."

"According to your circular, one of its chief objects is to 'kill or cure the cutter.' What is a cutter?"

"I do not mean by a cutter one who sells at a less price than his neighbour. The cutter I aim at and would gladly kill or cure—and the trade would help me—is the man who opens a business by the lavish display of well-known brands, which for a time he sells at cost, and, often, at less than cost price, so as to attract the public. Gradually he works in his own manufactured and inferior stuff at a big profit. The public gain nothing in the end, and fair price retailers suffer, because to compete with the cutter they have to reduce the established brands in which they deal to his price, and that often means less than cost price."

"Have you any other objections to the cutter?"

"Oh, yes, plenty. I will tell you another of his tricks. He will find out a cigar that is well known and advertised, say at 3d., and I can assure you that means a less profit than you think. He sends an agent to the manufacturer of that brand, who will bargain for a large parcel, but will stipulate that whilst the lot shall be of the same tobacco and same shape as the genuine cigar, 100 shall only weigh 1½lb. instead of 1¼lb., as they ought. The manufacturer unthinkingly agrees, and complies with the conditions. To keep down the weight, the cigars—which are apparently facsimiles of the genuine, are loosely rolled, and, therefore, burn much quicker. The cutter advertises in his window—'Genuine—cigars, 2d. each; sold elsewhere at 3d.' By the time he has sold the parcel he has got customers, and has introduced his own inferior cigars and tobaccos at big profits, and he buys no more—cigars. The result is that the honest retailer of the brand and the manufacturer suffer. I may say that cutters are not confined to the legitimate trade. There are the wholesale wine and spirit merchants, who offer tobacco and cigars at cost price as a catch to get people to their stores. There are also grocers, newsagents, and barbers on the list of objectionable cutters. This is the class that the proposed scheme wishes to kill or cure. I must say that in these different branches the majority are honest and upright traders, but it is the black sheep we want to come at."

"Judging from your circular, your object seems to be to exterminate the cutter?"

"The unfair cutter; but we draw distinctions between the unfair cutter and the fair one."

"But in the circular you refer simply to the cutter."

"Yes, because that circular was issued only to the trade, who understand its meaning; the distinction would have been drawn if it were issued to the public. For instance, if you visit a cutter's shop three months after starting, you find nothing but proprietary goods of well-known manufacturers exhibited at ruinous prices. If you visit him after twelve months you will find a marvellous change. All the proprietary goods of the well-known manufacturers have disappeared beneath the counter, and the windows are filled with a display of the cutter's own brands of tobaccos and cigars. Nearly all the papers have called the Alliance a 'combine' or 'trust.' It is no such thing, and is more on the lines of a workmen's trade union. It is only an organisation of retailers, and the manufacturers being entirely outside it will prevent any combination to raise prices. The manufacturers would never support the Alliance unless it was stipulated in any agreement between them that the prices of standard goods should not be raised. The object of the Alliance is not to raise prices, but to prevent the unfair lowering of prices. It only asks the manufacturers to raise the prices to dishonest cutters so that if the cutter continues to sell at cost price, the honest retailer can keep in line with him."

"There is a clause in your rules penalising all non-members of the Alliance. Does that include even those who are not cutters?"

"We say that none will remain outside the Alliance who are not cutters. If they do, they will have to pay 10 or 12 per cent. more for their goods to the manufacturer."

"Do not the rules of the Alliance flavour of coercion?"

"There is no intended coercion, and there is no need for it. The rules can only be considered stringent by the dishonest cutter. The alleged coercion only differs in form from that practised in all trade unions."

"Do you think the manufacturers will come into line with you?"

"Yes, because they have suffered from the dishonest cutter as well as the retailers."

"Am I to take it that you want to establish a monopoly in regard to fixing the prices of tobacco?"

"No, there is no monopoly about it; but it will give the people a better chance of getting their tobacco at a uniform price all over the country."

"Do you not think that an organisation having such a big control over the trade would tend to raise prices?"

"That may seem so in theory, but it would be a practical impossibility. The manufacturers would not allow excessive prices. Our intention is to make the Executive a very select and representative body."

In reply to further questions, Mr. St. John said that the Alliance had many other objects besides dealing with the "cutting" question. The tobacco trade, which contributes about £11,000,000 annually to the Exchequer, has been much disorganised by recent regulations, and it was desirable that the trade should have a unanimous voice in the regulation of their trade. "The trade wants organisation for many objects," said Mr. St. John.

WANTED MONEY TOO.

A BURGLAR, who had entered a minister's house at midnight, was disturbed by the awakening of the occupant of the room he was in. Drawing his knife, he said:

"If you stir you are a dead man. I'm hunting for money."

"Let me get up and strike a light," said the minister, "and I'll hunt with you."

"OH, George!" tearfully exclaimed his wife, meeting him at the door, "that parrot you brought home the other day!"

"What's the matter with him?" asked Mr. Ferguson.

"I don't know. He won't tell me. When I ask him what the trouble is, he just swears dreadfully!"

HAD BEEN USED.

SIX-YEAR-OLD Tommy was sent by his eldest sister to buy a pound of lump sugar. He played about on his way to the shop, and by the time he arrived there he had forgotten what kind of sugar he was sent for. So he took home a pound of the granulated article. His sister sent him back to exchange the sugar.

"Tommy," said the grocer, "I hear there is a new member of your family."

"Yes, sir, I've got a little brother."

"Well, how do you like that?"

"Don't like it at all," said Tommy; "rather had a little sister."

"Then why don't you change him, Tommy?"

"Well, we would if we could; but I don't suppose we can. You see we have used him four days now."

HE was holding up one side of the portico when the milkman arrived.

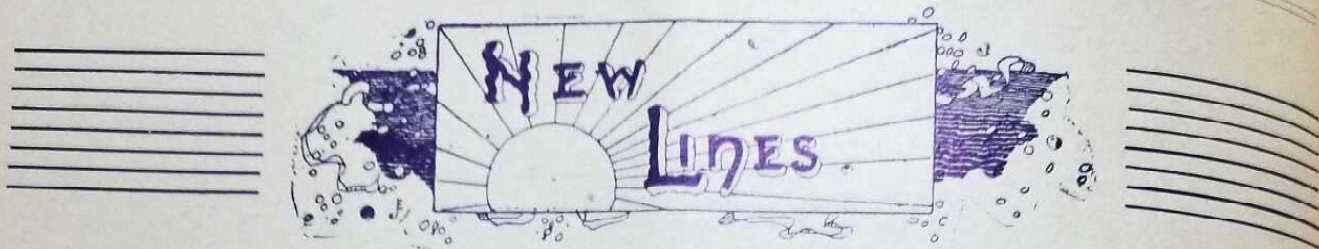
"What do you mean by being so late?" he thundered.

"W-why, sir," stammered the milkman, "it is only five."

"Doesn't matter! My wife blew me up for being late, and I got here at four."

HE: "When will you learn that razors are not the things to sharpen pencils with?"

SHE: "I don't know. I suppose as soon as you've learnt that crochet-hooks are not the things to clean out your pipes with."



A new line of Virginia Cigarettes just brought out by MESSRS. B. MURATTI, SONS & Co., LTD., entitled "HERO OF THE DAY," should prove itself immensely popular, owing not only to the quality of the cigarettes, but also to the attractive and present-crisis "get up." They are packed in khaki-coloured boxes bound in red, and printed in gold across the face of the package is the title and portrait of Field Marshal Lord Roberts. A red white and blue band over all relieves and sets off the colour of the whole box, a similar band inside keeping the cigarettes in position. In each box a well-executed portrait of one of our generals is enclosed, in order to be thoroughly in keeping with the spirit of the times, and in suitable appreciation of the name of the brand. The tobacco used in the manufacture of "Hero of the Day" Cigarettes is a pure bright Virginia of fine quality and cool smoking properties, and, as we have before intimated, would insure a good class sale under the old rule that a rose by any other name, &c. Messrs. Murattis' new line is put up in boxes of 10's and 20's to retail at 6d. and 1s. respectively, and with each parcel of goods sent out, special show cards,

which consist of cabinet portraits of five British generals handsomely framed, are forwarded.

* * *

From the same firm, just as we are going to press, we have received a sample box of their very latest production in Virginia Cigarettes, viz., "20TH CENTURY," which are to be placed on the market at once. These are manufactured from the finest picked leaves of a high grade Virginia tobacco, and fully warrant the anticipation of the great demand which Messrs. Murattis feel confident of respecting them. Packed in crocodile leatherette boxes containing 25, 50, and a 100 pieces, secured with a seal outside and a band inside, this new line is put up with a care commensurate with the quality of the cigarette. A good article is in itself a recommendation; a good package is also a consideration which weighs alike with the dealer and the purchaser; but a good article attractively boxed, as "20th Century" undoubtedly is, speaks for itself in the Volapuk of commerce.

MESSRS. JOHN PLAYER & SONS LTD., forward us samples of their new "MEDIUM" and "MILD" Navy Cut Cigarettes. The first of these, which are packed in sliding cartons printed with blue lettering, contain 10 pieces, and, according to Messrs. Players' Schedule, are not to be retailed for less than 2½d.; but at this price they are indeed excellent value. The "Mild" are also packed in sliding cartons containing the same number of cigarettes, but mouthpieces are enclosed, and the printing is done in red to distinguish the outsides of the packages. These are manufactured from a slightly higher grade of tobacco, and are not to be retailed for less than 3½d. per packet, a price at which they should command an enormous sale. Both "Mild" and "Medium" are wrapped in leadfoil paper inside the cartons, the design on these being the familiar lifebelt and sailor's head. The wholesale price of each is such as to allow a liberal margin even at the minimum figure permitted by the manufacturers. We may add that enclosed in each packet is a small coloured picture, one of a series of 25 every-day phrases, drawn by that artistic humorist, Tom Browne.

Smoking Mixture.

DURING 1898-99 1,700 lbs. of tobacco were exported from British Central Africa.—"Egyptian."

CULTIVATING CASTOR OIL PLANTS is, no doubt, a very useful pursuit; but the seeds from which they grow are a very poor substitute for a fragrant cigar. Dr. Budge, the Egyptologist, of the British Museum, has just had an unpleasant experience in this respect. While in Egypt recently he purchased a quantity of native cigars, which were ordered to be forwarded to Bloomsbury. The case was duly delivered at the British Museum, but when opened it was found that no fewer than seven of the boxes had been cleverly emptied of the cigars and their places filled with the beans of the castor oil plant. If (writes the *Daily Telegraph*) at our learned institution there be just now a scarcity of Egyptian cigars, there will soon be a surfeit of castor oil if all the seeds be duly planted and watered. Arabs are becoming quite experts at trade adulteration. They even succeed in manufacturing mummies quite equal to the ancient article until their internals are investigated, when they are found to consist principally of old rags and waste paper.

AUSTRALIAN TOBACCO.—Renewed interest is being taken in the cultivation of tobacco in Victoria, says the *Sydney Daily Telegraph*. The Government expert states that the satisfactory prices recently obtained by Mr. J. M. Sinclair, general agent in London, have induced those who have abandoned tobacco culture to resume their efforts. The new dry air process of curing has been carried out with great success on the Government experimental farm,

THERE ARE NO CIGARS manufactured in China. Those consumed here are almost altogether from Manila, and a fair cigar retails at 3 dollars Mexican per 100. The demand is limited. There are only about 15,000 foreigners, and the natives smoke cigarettes and pipes. The tobacco used in the pipes is native, and, as Julian Ralph says, "looks and smells like red hair." The bowl of the pipe is about as big as a small thimble, and holds only enough tobacco for four or five whiffs. The handle of the pipe is about three feet long. By the way, the Chinese smoke cigarettes in holders. They cannot abide hot smoke. You must remember, in studying the smoking habits of the Chinese, that their scale of wages is so low that they must economise as our poorest would not think of. There is only one cigarette factory in Shanghai, known as the American Cigarette Company. They use ten Bosnack machines, and employ, when running to their full capacity, 300 men and girls. The manager claims that they turn out 75,000,000 cigarettes annually. The Chinese also roll their own cigarettes as required, using a very inferior and poor quality of tobacco. In 1898, there were imported into Shanghai 8,000 cases (50,000 in a case) of cigarettes, valued at (United States gold) 401,090 dollars. The majority of these came from the United States; the rest, Egyptian and Russian, were for the use of foreigners. Cigarettes retail in China at 3 dollars Mexican a 1,000. In small cash transactions in this country, the Mexican dollar is used. Machinery imported into China is dutiable at 5 per cent. on a valuation fixed at the Chinese Custom House. There is no Government monopoly covering this industry.

NEW BRANDS

The following appeared in the *Trade Marks Journal* of May 16, 1900:—

Flor de Topee.—“The essential particulars of the Trade Mark are the combination of devices, and the words ‘Flor de Topee,’ and we disclaim any right to the exclusive use of the added matter.” 229,415. Tobaccos, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; and Mansion House Chambers, 11, Queen Victoria Street, London, E.C.; cigar manufacturers. March 8, 1900.

La Feriada.—229,747. Manufactured tobacco. W. Klingenstein & Co., 30, St. Mary Axe, London; cigar importers. March 26, 1900.

La Guapita.—No claim is made to the exclusive use of the word “Guaji.” 229,748. Manufactured tobacco. W. Klingenstein & Co., 30, St. Mary Axe, London; cigar importers. March 26, 1900.

El Safos.—229,751. Manufactured tobacco. W. Klingenstein & Co., 30, St. Mary Axe, London; cigar importers. March 26, 1900. *By consent.*

Vanezza.—229,901. Cigars. Hammonds Bradford Brewery Co., Ltd., Fountain Brewery, Bradford, Yorkshire; brewers and cigar merchants. March 30, 1900.

Prince Arthur.—229,978. Tobacco, whether manufactured or unmanufactured. W. C. Wilson & Co., Sheffield Mills, Matilda Street, and Porter Street, Sheffield; snuff, cigar, and cigarette manufacturers. April 3, 1900.

Winged Sphere.—229,996. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. April 3, 1900.

Biograph.—230,146. Tobacco, whether manufactured or unmanufactured. B. Kriegsfeld & Co., 45, Lower Mosley Street, Manchester; tobacco and cigarette manufacturers. April 11, 1900.

St. Patrick.—230,190. All goods included in Class 45. W. Vernon & Sons, 8, Brunswick Street, Liverpool; corn millers. April 14, 1900.

Acre of Gold.—230,204. Tobacco, whether manufactured or unmanufactured. The firm trading as D. & J. Macdonald, 26, Oxford Street, Glasgow; tobacco manufacturers. April 17, 1900.

230,227. Tobacco, whether manufactured or unmanufactured. The Turkish Régie Export Co., Ltd., Djoubali, Constantinople, Turkey; manufacturers. April 18, 1900. *Address for Service in the United Kingdom, c/o Reginald W. Barker, Vulcan House, 56, Ludgate Hill, London.*

C.T.C.—“The essential particular of the Trade Mark is the device, and the applicants disclaim any right to the exclusive use of the added matter.” 228,193. All goods included in Class 45. The Cyclists’ Touring Club, a Limited Company incorporated 1887, under the Companies Acts, 1862 to 1886, the word “Limited” being omitted by licence of the Board of Trade, 47, Victoria Street, Westminster, London; factors of cyclists’ requisites. January 11, 1900.

Despatch.—229,054. Tobacco and Cigarettes. Henry Welfare & Co., 30, Clapham Road, London, S.W.; wholesale tobacconists. February 20, 1900.

229,366.—Cigarettes and manufactured tobacco. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. March 6, 1900.

Brownies.—230,370. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, E.C.; tobacco manufacturers. April 26, 1900.

The following appeared in the *Trade Marks Journal* of May 23, 1900:—

228,076. Tobacco, whether manufactured or unmanufactured. Jarrett Brothers, 70 & 71, Bishopsgate Street Within, London, E.C.; cigar importers. January 5, 1900.

Player’s Tawny Navy Cut.—“The essential particular of the Trade Mark is the following:—The combination of devices, and the applicants disclaim any right to the exclusive use of the added matter, except in so far as it consists of their own name.” 230,273. A manufactured tobacco. John Player & Sons, Ltd., Castle Tobacco Factory, Nottingham; tobacco and cigar manufacturers. April 20, 1900.

Conscript.—230,344. Tobacco, whether manufactured or unmanufactured. The firm trading as Richard Benson, 59, Broad Street, Bristol; cigar and tobacco merchants. April 25, 1900.

The following appeared in the *Trade Marks Journal* of May 30, 1900:—

Mattico.—228,289. All goods included in Class 45. Joseph Wainwright Wilson, 31, Barbican, London, E.C.; cigar manufacturer. January 15, 1900. *By consent.*

V. & A. De Buck Frères.—228,887. Manufactured and unmanufactured tobacco. V. & A. De Buck frères, 77, Rue Potagère, Brussels, Belgium; cigar and tobacco manufacturers. February 10, 1900. *Address for Service in the United Kingdom, c/o J. B. Fleuret, 5, Hatton Garden, Holborn Circus, London, E.C.*

Los Zanegos.—229,800. Cigars, cigarettes, and tobacco. Avis Brothers, Ltd., 90, Gosford Street, Coventry; cigar manufacturers. March 27, 1900.

Pecco.—230,142. Tobacco, whether manufactured or unmanufactured. Percy Edward Cadle and John Frederick Simpson, trading as Percy E. Cadle & Co., Colonial Buildings, New Street, Cardiff; tobacco and cigarette manufacturers. April 11, 1900.

230,168.—Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. April 12, 1900.

230,169.—Cigarettes, tobacco, and Cigars. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. April 12, 1900.

Gun Metal.—230,231. Tobacco, whether manufactured or unmanufactured. Thomas Edward Yeomans, 8, Market Place, Derby; cigar merchant. April 18, 1900.

Ermine.—230,357. All goods included in Class 45. Joseph Wainwright Wilson, 31, Barbican, London, E.C.; tobacco merchant. April 25, 1900.

230,373.—Tobacco, whether manufactured or unmanufactured. Ogden’s, Ltd., 33, Wapping, Liverpool; tobacco and snuff manufacturers. April 26, 1900.

Antgrida.—226,336. Cigars. Alfred Henry Mason, trading as T. Freeman & Co., 23A, King Street, Leicester; cigar manufacturer. October 6, 1899.

NEW BRANDS—continued.

Joe's Eyeglass.—230,386. Tobacco, whether manufactured or unmanufactured. Frederick Robert Martin Gloag, trading as R. P. Gloag & Co., 40 & 42, Boyson Road, Walworth, London, S.E.; tobacco and cigarette manufacturer. April 27, 1900.

Whistle.—230,502. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. May 2, 1900.

The following appeared in the *Trade Marks Journal* of June 6, 1900:—

La Flor de Comondetta.—229,261. Havana cigars. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. February 28, 1900.

229,997. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. April 3, 1900.

Spinney.—230,075. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. April 6, 1900.

Solitaire.—230,301. Tobacco, whether manufactured or unmanufactured. Bewlay & Co., Ltd., 49, Strand, London; cigar manufacturers. April 23, 1900.

Grouse Moor.—230,499. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. May 2, 1900.

Home Grown.

In old times tobacco was extensively cultivated all over England, in spite of the opposition of James I., James II., and Charles II., and the latter monarch not only denounced the "weed," but placed a heavy tax on it so as to prevent its industrial cultivation in this country. This tax was the origin of the present duty on tobacco, and it is worth noting that it was originally imposed, not for revenue purposes, but in pursuit of morals or State policy, for it is doubtful whether the chief reason for its imposition was not a desire to encourage the shipping trade and to conciliate public feeling in what were then our American colonies of Maryland and Virginia, where tobacco growing was a staple industry. At any rate, it was soon found that this tax on the home-grown article produced a very substantial revenue, for, in spite of taxes and penal legislation, plantations sprang up all over the country, and it was not until the reign of George III. that the culture was finally put down in England. Before that result was achieved, the country was brought almost to the verge of civil war, or rather of insurrection, and much blood was actually spilled, as the farmers were incensed at seeing their industry crushed and their plantations destroyed in the interests of colonial producers. The district around Cheltenham was the scene of continual struggles year after year between the enraged farmers and the troops sent to destroy their prohibited crops, and not infrequently the peasants proved the victors, sending field cornets and their commands flying discomfited from the scene. When the industry was finally suppressed by an Act of Parliament in 1782, an immense amount of property had to be destroyed in Yorkshire, where, in addition to this destruction of crops the Government were forced to imprison the planters, who were also mulcted in penalties to the aggregate of £30,000, a very much larger sum than the same figure would represent at the present day.

Ireland is, perhaps, from long practice, a much more successful rebel even than Yorkshire, for it appears that the culture of tobacco was never completely suppressed there until so late as the year 1831, and the present attempted revival of the industry in that country is therefore not such a surprising innovation as it at first sight appears. Even in England we have had a similar attempt at its revival in quite recent years. In 1886 the Government gave permission for the experimental culture of tobacco in England, to ascertain whether the plant could be successfully produced in this country, as if, in fact, history had not already sufficiently demonstrated its feasibility. This gracious concession seems to have been a mere delusive politeness, designedly intended to amuse the farmers, who were at that time in a very unhappy mood owing to the general agricultural depression. It is clear that the Government had no real intention of allowing the industry to assume practical shape, and it was probably hoped that the experiment might prove a failure, as, to a certain extent, it did, for the tobacco plant is one that demands peculiar care and experience for its successful production, and even in America, where traditional skill is brought to bear on

the industry, it is well known that, even under favourable circumstances, the first crop of tobacco raised on new soil is always of coarse, inferior quality. Encouraged by this experience, the Government renewed their concession in 1887, when, with increased knowledge and experience, a splendid crop was grown; and, in fact, after making every allowance for expenses, it was fully demonstrated that, with average care and intelligence, crops to the value of at least £50 per acre could be raised. It should be recollected that there are about fifty different species of tobacco plant, each species embracing almost endless varieties, and, when the diversified and ever-varying tastes of the consuming public are taken into account, it is clear that there is almost unlimited scope for skill and enterprise in producing and preparing brands or qualities to meet all tastes. It by no means follows that even what are now regarded as the coarser and inferior growths may not in a year or two have as great a market value as the finer varieties, but, in any case, it has been placed beyond doubt that the culture of tobacco in these countries would be an immense boon to farmers, and would give to agriculture that stimulus which is anxiously and vainly sought for in so many other directions. Strange to say, the Government, after affording facilities for the experiments of 1886 and 1887, at once changed their attitude of benevolent encouragement when it was proposed to inaugurate the culture then and there as a practical industry. Of course the Government in this case means the Treasury, whose opposition is based on fiscal considerations, as suggested by the estimates of the Revenue departments.

It is not surprising that some hesitation should be shown by responsible officials in facilitating revolutionary changes that might possibly imperil the sources from which the State draws such a considerable portion of its annual revenue, for at the present time we import about 74 million pounds of tobacco, the bulk of which is in the unmanufactured state, and on this importation a revenue of about 12 millions sterling is levied by the Customs, in addition to a further tax collected by the Excise on the sale of licenses to retailers and manufacturers. Nevertheless, although home production might entail a re-organization of the Revenue departments, it seems a most oppressive policy to prohibit the development of such a valuable industry, which would stimulate the prosperity not only of agriculture but of many other trades, for such inadequate reasons as have been cited. It seems inconsistent to boast of the virtues of Free Trade while inexorably prohibiting at home the pursuit of a most valuable industry admirably suited to our soil and climate and which, with the improved appliances and resources of modern times, is capable of such great developments, and might be fraught with incalculable benefits. The real difficulty is the inertia of our great departments of State, which are instinctively averse from all changes, but there can be little doubt that with proper pressure those departments could be induced to organise such arrangements as would effectively safeguard the interests of the revenue, while adding to our home resources an industry of great and increasing importance. That that pressure will be forthcoming at the earliest possible moment is certainly to be hoped.—*The Bullionist.*

Tobacco Smoking from a "Health" Point of View.

The many questions concerning the good and bad effects of smoking seem incapable of scientific settlement. The pros and cons are ever at war, and in the meantime the world goes on smoking more than ever. No one can estimate how great has been the influence of tobacco in deciding the Cuban and other questions of war and international politics. Looked at in a large way it is significant that the whole world, in a remarkably short time, has accepted the good (or the evil) of smoke and of the American tobacco plant. *Ex oriente lux* has one most noteworthy exception. Smoke, at least, is from the West. There is probably no instance in the history of the world in which an Occidental custom has obtained vogue throughout the nations of the globe with hardly an exception even among the most savage and exclusive peoples. The fact itself must argue for some physiologic or psychologic need that as yet may be incapable of statement and analysis, but which is in accord with some subtle fact of nutrition whose logic is irresistible. Physicians, with the evil consequences of tobacco used to excess constantly before them, are not prone to forget these results, and yet there are few of us who do not smoke, or who advise absolute prohibition in our patients. This being true, the affair resolves itself into questions of discrimination and judgment. In tobacco using the argument *ad hominem* is peculiarly *apropos*. We cannot enter upon the *questio vexata* of the physiologic action of nicotine and of smoking. There is a deal of mystery here that the scientific have not cleared up. So far as we know no one has been able to decide as to the action and use of moderate smoking on the human economy.

Probably the first distinction to arise in the mind is that relating to age, and few observant persons would deny that in the young smoking is not only not beneficial but is positively the reverse. No boy should be allowed to smoke under any circumstances whatever. More than this, we believe that in

young men it is indeed of very doubtful use. The qualification of personal peculiarity, of mental and physical make-up, rises just here. Certain it is that tobacco is more surely of good service in the elder man—in proportion as one approaches or has passed what might be called the psychologic menopause.

The next most important consideration is as to amount. Moderation is the first condition of the benefit to be gained from any good thing. The man who permits use to grow into abuse finds the most innocent thing may become the most pernicious. It is surely so as to smoking. To smoke all the time is to lose the good and the pleasure of smoking a little, and quickly changes the benefit into harm. We believe no fairly normal person of mature years was ever hurt in mind or body by the equivalent of three cigars a day smoked at the proper time. Six cigars or pipefuls a day we should say would be excessive or immoderate use.

Questions of when and how to smoke are quite as certainly to be decided judiciously, and our own opinion, confirmed by experience and observation, is that the only proper time for smoking is directly after meals. One should never smoke during active exercise of any kind, physical or mental, nor, as a rule, in the open air. One should never smoke for several hours before eating or sleeping, and under no circumstances just immediately preceding. The slow smoker is the wise one. Rolling forth a huge cloud of smoke is to waste both the smoke and the pleasure: it is banal, and is proof of slavery to habit *per se*. The genuine tobacco lover is jealous of the air, gives his nose its due share of delight—the greater part, perhaps—neither poisoning the lungs by gluttonous inhalation, nor the atmosphere by rivalry with a factory chimney.

The good Dr. Böteler said that doubtless God could have made a better berry than the strawberry, but also doubtless God never did. As to the kind of tobacco and method of use, we are inclined to paraphrase by saying that doubtless there may, in the future, be "a better smoke" than a good Havana cigar, but just as doubtless there is none better now. The Cubans deserve independence beyond all doubt! The cigar should be smaller and thinner than usually made, and not so tightly wrapped, thus permitting it to be kept lit more easily and permitting a more leisurely usage.

RESULT OF MAY COMPETITION.

The Winner of last month's competition, in which the word "Turkish" was mis-spelt on page ii. of Cover, was—

Mr. F. L. WALKER, Retailer, 6, Brixton Road, S.W.,

to whom a parcel of Messrs. R. Lockyer & Co.'s "H.M.S. 'Triumph' Cigarettes" to the value of 20/- has been forwarded.

Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY JULY 5, 1900.

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

TWENTY SHILLINGS

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

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

The Editor's decision is final.

CUT OUT AND FORWARD THIS COUPON.

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Addressed as follows: {

Word Mis-spelt _____

In Advert. of Messrs. _____

Signature of Competitor _____

If a Retailer, state so _____

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- BANDMASTER CIGARETTES** (COHEN, WEENEN & CO., 25, Commercial Road, E.). A Leading 1d. line.
- B.D.V.**, "The King of Tobaccos" (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- BRIGHT FLAKED VIRGINIA CIGARETTES** (W. & F. FAULKNER, LTD., Blackfriars Road, S.E.). 2d. pkts. of 10.
- CAPILLA BLANCA** (J. & P. LEWEY, 40, Wellclose Square, E.). Cigars in Tins. To retail 5 for 1/-.
- CARAVOPOULO** (W. H. LOWRY & Co., 3, Bury Court, St. Mary Axe). Egyptian Cigarettes, in all sizes.
- FLOR DE GRACK** (THE T.S. SYNDICATE, 55, Farringdon Street). Havana Cigars. 8 sizes.
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- HOFFMAN HOUSE CIGARS** (THE HILSON Co., of New York). Agents for the Provinces. Ind, Coope & Co., Ltd., Burton-on-Trent.
- KAHIRA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Turkish Cigarettes in Tuus.
- MALCAJIK** (C. C. O. VAN LENNEP, 23, Budge Row, E.C.). Turkish Cigarettes, made by grower. Tins. Minimum retail 5/6 per 100.
- MARIGOLD TOBACCO AND CIGARETTES** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- MONASTERY** (ADKIN & SONS, Aldgate High St., E.). High Grade Virg. Cigarettes. 2d. pkts. of 10, with mouthpieces.
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- WALKING STICKS** (HENRY HOWELL & Co., 180, Old Street, London, E.C.).
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- WEST INDIAN PLANTERS AND PLANTORES** (A. SCHEUCH & Co., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

Of whom and what to Order.

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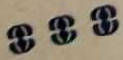
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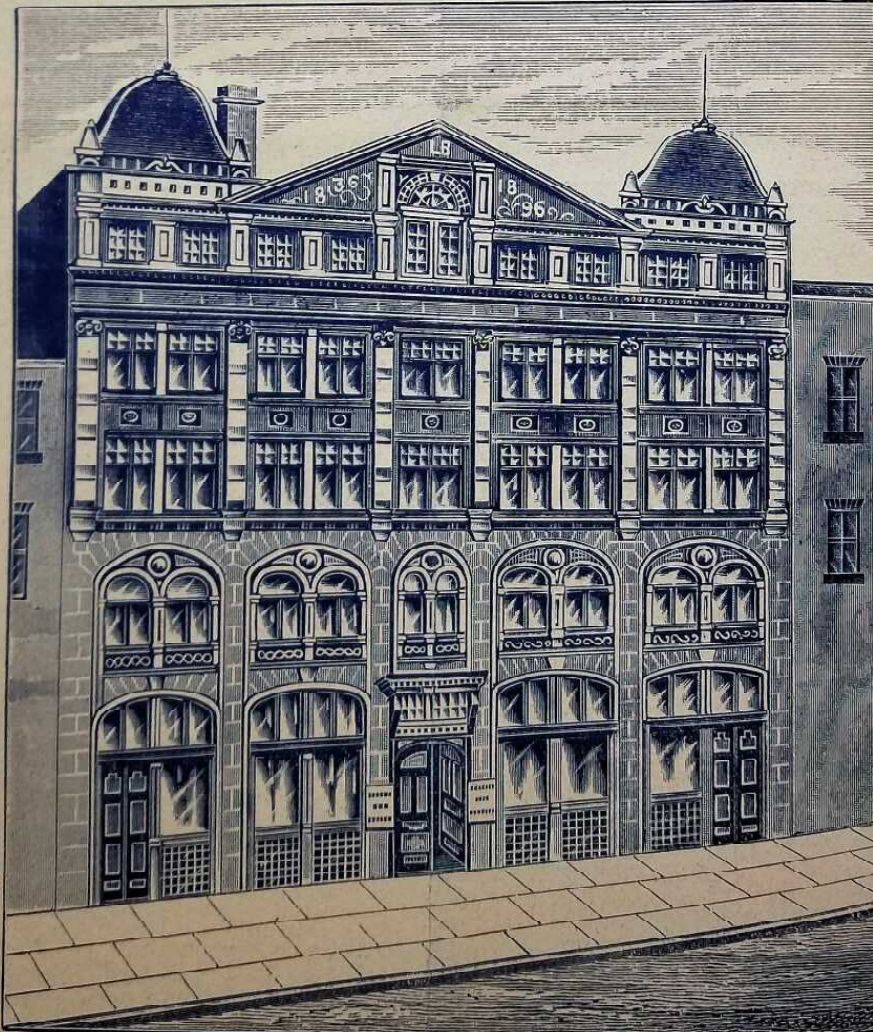
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