

# THE ORIGINAL "CHALLENGE" FLATS

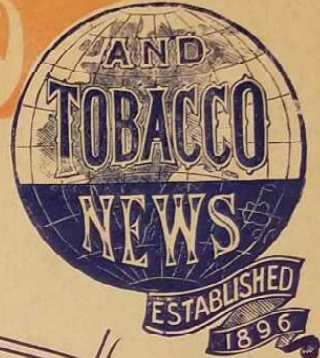
To be obtained from all Wholesale Houses

Published on the 15th of every Month.

Published on the 15th of every Month.



## The Cigarette World



The Retailer's Journal:

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

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

### WILLS'S

# "GOLD FLAKE"

Tobacco

AND Cigarettes

IN TWO DEGREES OF STRENGTH.

MILD (the original, with Yellow and Red Label.)

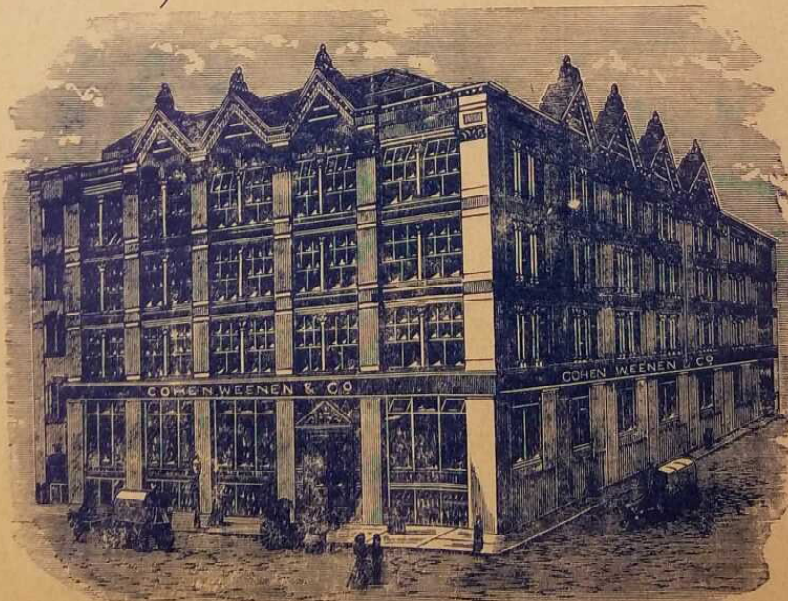
In 1/2-oz., 1-oz., and 2-oz. Square Foil Packets; 1/2-lb. and 1-lb. Decorated Tins; and 2-oz., 1/2-lb., 1-lb., and 1-lb. Patent Tins.

MEDIUM (fuller flavour) with Blue and White Label.

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

IN PACKETS AND PATENT AIR-TIGHT TINS.

## Cohen, Weenen & Co.'s



New Premises,

52, Commercial Road, E.

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

BIGGS'S ST. LONDON

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

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

UNSOLICITED  
TESTIMONIAL.

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

Proprietors—  
**ADKIN  
AND  
SONS,**

LONDON.  
Established 1759.

UNSOLICITED  
TESTIMONIAL.

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

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

**JARRETT BROTHERS,**  
70 & 71, Bishopsgate Street Within, London, E.C.

**Indian Cigars.** FLOR DE SUMATRA.  
FLOR DE ZENANA.  
NAUTCH GIRL.

SOLE AGENTS FOR

**SPENCER & Co., MADRAS & DINDIGUL.**

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

**GABRIEL MANTZARIS & CO'S** EGYPTIAN  
CIGARETTES.

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# Castle Tobacco Factory, Nottingham.

## IMPORTANT NOTICE.

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Information has reached us that Matches, &c., are being given away by some retailers in London with certain packet tobaccos and cigarettes.

We hasten to inform the whole trade that **GOODS OF OUR MANUFACTURE**, governed by Conditions of Sale, must be sold subject to these Conditions in their **ABSOLUTE ENTIRETY**. We are prepared to protect our specialities at any cost, even to the refusal of supplies, or by the adoption of more serious steps.

When we introduced our system of Conditions of Sale some fifteen months ago, we were desirous of once and for all dealing with the Cutting question, and of giving to the retailer a remunerative profit.

We have succeeded beyond expectation, and it is our intention to continue the policy which has proved so satisfactory in the past, and which, with the assistance of the retail trade, will be of still greater benefit in the future.

# JOHN PLAYER & SONS LTD.



**GAINSBOROUGH**  
**CIGARETTES.**

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**Cohen, Weenen & Co.,**

**LONDON.**



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



To Retail at **3<sup>D.</sup>** 19/-  
Per 1,000.  
WRITE FOR PRICE LIST.

## SWEET CHERRY TIPPED CIGARETTES.



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

Price List on application.

## The Cigarette World AND TOBACCO NEWS.

SEPTEMBER 15th, 1901.

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

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

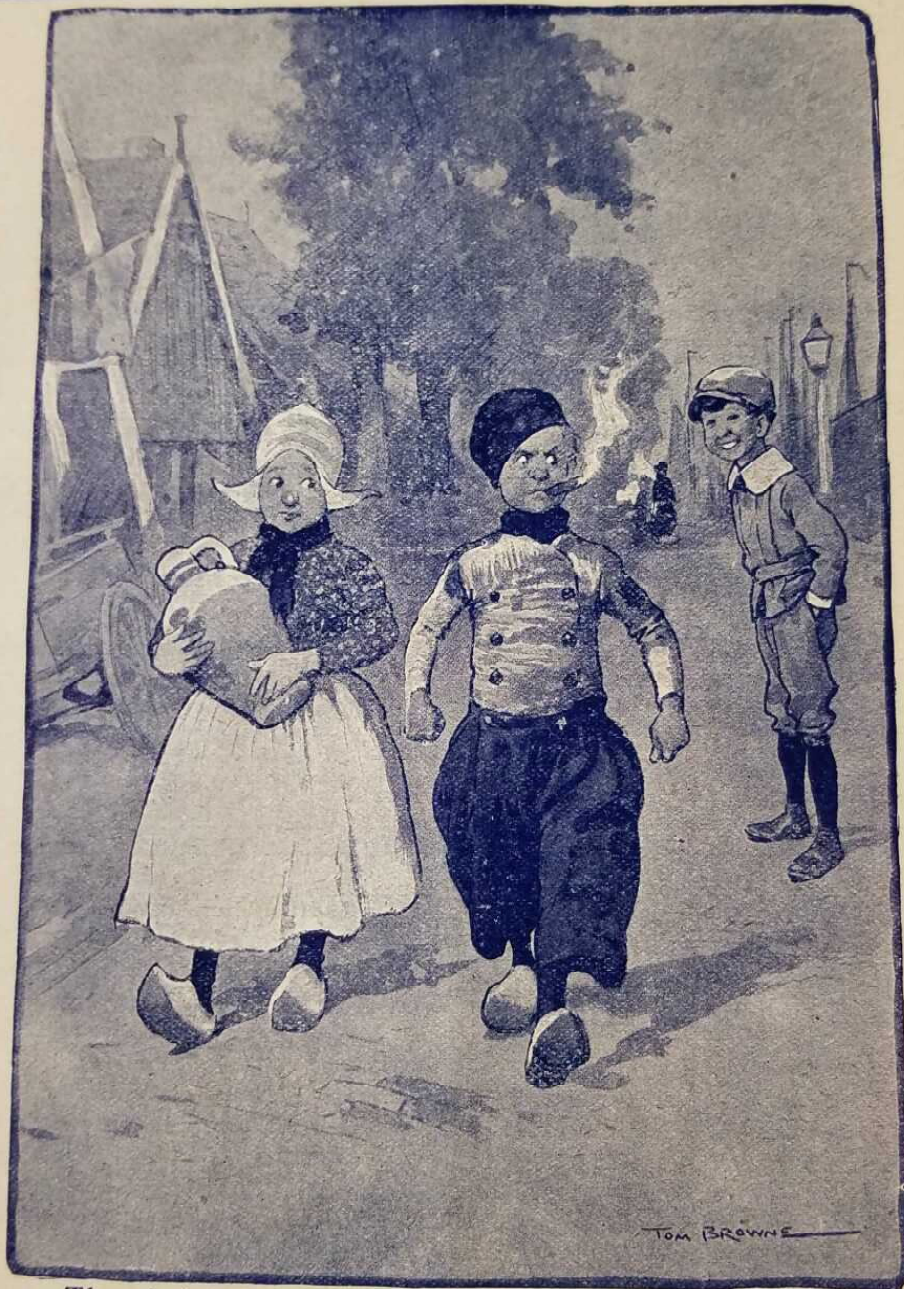


THE Alliance Cat has at last been released from the bag wherein it has suffered a somewhat long term of imprisonment, and all whom it may concern are now aware that the trouble with the manufacturers was by no means "a little rift within the lute," but a matter so serious as to jeopardise the whole scheme. It will be remembered that one of the rules of the Alliance was as follows:—"The Alliance, as such, 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, cigars, or cigarettes." This was inserted with the object of making it clear to the trade that the new body would not in any way attempt to compete with the manufacturers, and without such a rule it is obvious that the scheme put forward by Mr. St. John could have had no chance of success, since manufacturers might otherwise have been creating a Frankenstein capable of doing them very great injury. Though, clearly, the rule binds the Alliance, it

For Price Lists of THEODORO VAFIADIS & CO.'S Imported EGYPTIAN Cigarettes Apply MELBOURNE, HART & CO.,  
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# COLONIAL EMPIRE

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

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

BIRMINGHAM AND NOTTINGHAM.

was, of course, not intended to interfere in any way with individual members, many of whom derive their best trade from the sale of their own brands; indeed, cutting has reached such a pitch that without their own brands many firms could scarcely carry on business at all, and therefore to have made such a regulation would have destroyed any possible chance of success. It now turns out that the manufacturers have for some time been demanding as the price of their support the abandonment of their own brands by retailers. We can scarcely blame them for trying to do the best they can in their own interests, they are but human after all; but we cannot refrain from pointing out that the new body had no option but to decline support upon such terms, since in the first place they would, by accepting them, lose the great majority of their members; and, in the second place, even supposing they did persuade some of the firms at present doing a large trade in their own specialities, the result of success would inevitably be to completely annihilate the last remnants of self-respect and independence left to the trade.

We consider it very unfortunate that Mr. Hey and his colleagues indulged in what we fear we must term such grossly exaggerated prophecies of the future when they must have known that this difficulty had to be faced; still, much may well be pardoned to enthusiasts working on behalf of a cause so excellent as the uplifting of the conditions of life of the harassed retailer. Such is the position, and we confess it is hard to suggest any practical way out of it. The real truth is that the manufacturers see, what, indeed, is obvious, that the Alliance has not been supported with any degree of eagerness by the trade, and that it does not represent, neither has it any immediate chance of representing, any substantial number of tobacconists. This being so, they are not disposed to give way one inch. Before any good can be effected the number of members must be quadrupled, then it will be found far easier to make headway; as things are it would be absurd to expect the manufacturers to support a movement which might prove a complete failure.

We have often insisted on this point, but we make no apology for again returning to it, as it seems to be imperfectly understood even yet. The Alliance will now continue to agitate for schedules which will give a profit of 20 per cent., and this in time they may succeed in obtaining—if they do, they will merit the deepest gratitude of the trade. As we have said all along, however, we do not believe they have any chance of getting an extra 10 or 15 per cent. clapped on to the prices charged to those who are not members of their Association. This plan would bring with it more dangers and difficulties than those who are responsible for it have ever contemplated, and among them would be the necessity, under which the cutter would be, of pushing his own brand even more than he does now. Increased expense in advertising judiciously would certainly obtain a larger sale for the cutter whether his goods were

fair value or not, and such increased sale would of course correspondingly diminish the sales of the present manufacturers. Cutters generally have large capitals, and therefore it would be perfectly easy for them to take the course indicated; indeed, they would be sure to do so, since it would be impossible for them to sell proprietary articles if they paid 15 per cent. more for them than their rivals. The only reasonable chance of circumventing the cutter lies in the minimum schedule, for this prevents him from underselling the small dealer. We trust accordingly that more of the big firms will quickly adopt this, the only equitable system of business.

THE Guardians of the Dublin Union evidently possess frugal minds. In order to economise they have cut off several little luxuries hitherto enjoyed by aged paupers, and have reduced the already small amount of tobacco and snuff allowed by one half. One of the Guardians, a daring man, suggested that it was the officials' scale of allowances that needed revision; and if it is correct as stated by another Guardian that in the Union in question 60 per cent. of the rates go in support of the officials, while the paupers have to get along with the remaining 40 per cent., it would seem that a searching inquiry into the administration of the workhouse is called for. It seems to us nothing short of a public scandal that the unhappy lot of the pauper should be rendered even more miserable to save a beggarly pittance, when proper management would undoubtedly effect a large saving by checking the extravagance apparently rampant among the officials.

WE have every possible sympathy with a farmer who had one of his hayricks burned owing to the carelessness of a smoker; but because this has been his fate is a very insufficient reason for charging the smoker in question with the very serious offence of arson. This is what Mr. Edmund Gunning did in a case reported in our police intelligence. The defendant, a private in the 2nd Battalion of the Coldstream Guards, deserves severe censure for his carelessness; but there was not a shadow of evidence of any malicious intention on his part, and the magistrates very properly at once discharged him. As the damage was covered by insurance it seems a little difficult to understand why the prosecution should have been instituted at all.

AN article by Dr. Jankau from a recent number of our contemporary, *Health*, raises a question of considerable interest: "Should invalids smoke?" The more usual question is whether anyone should smoke at all, and the common sense reply is, yes, if he please and if he does so in moderation. When, however, under medical treatment the case is different, since we often have to give up temporarily or even permanently some of our best loved habits, and the smoker must therefore be interested in the question as to when the doctor should forbid his favourite pleasure. This is answered exhaustively, and a liberal-

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

*La Fragancia* AND  
*Gironde*

**JAMES STEEL & CO.**

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

TELEPHONE 5192.  
Telegrams, "AROMA. LIVERPOOL."

**FACTORY: 78, DUKE ST., LIVERPOOL.**

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

**PLEASE NOTE!**

# RICHARD LLOYD & SONS

(Late of 148 & 149, HOLBORN BARS),

Have REMOVED to their New and  
Extensive Premises in

## CLERKENWELL ROAD,

Where all their New Lines may be  
Inspected.

## ADOLPH ELKIN & CO.,

 **Wholesale Tobacconists,**

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

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

**PRICE LISTS FREE ON APPLICATION.**



minded view is taken by the writer. It is satisfactory to learn that in quite a number of complaints there is no need to give up smoking, provided of course, strict moderation is observed; and it is interesting to note that tobacco, in the writer's opinion, acts as an admirable disinfectant of the mouth, though the anti-tobacco fanatic has long denied the fact.

THE cigarette-smoking mania (according to an Upsala newspaper) has lately broken out with excessive virulence among boys and girls in Iceland. A proposal to cope with the nuisance is being considered by the municipal authorities of Reykjavik. It will, if adopted, empower any male or female adult to box the ears of a juvenile offender, annex his or her weed, and impound the stock of cigarettes.

THIS is drastic legislation with a vengeance; but it must be remembered that the good Icelanders have not all our blessings—policemen are unknown—accordingly if the youth of the country is to be restrained from the too seductive weed, there must be some means found to enforce the regulations against juvenile smoking. If the parents of the youths in question, instead of the dangerous habit of boxing children's ears suggested, would vigorously apply a good, well-seasoned birch-rod to a portion of the human anatomy specially intended by nature for that purpose, there would be little necessity for any legislative interference.

Messrs. John Player & Sons Ltd. certainly deserve well of the trade, for they are working hard to circumvent the wily cutter. In their announcement on another page they call attention to the practice of attempting to evade the minimum schedule by giving customers boxes of matches with their purchases, and they state their intention of refusing to supply any retailer who continues the practice. This shows that the great firm mean business, and we are extremely pleased to see them setting such an example, since the match-giving cutter has long been with us, and his disappearance would be a blessing.

Messrs. Lambert & Butler have issued a similar announcement, and it is expected that other firms will follow. Meanwhile, it has been found that Messrs. A. Baker & Co. have been trying to evade Messrs. Wills' minimum schedule by giving away a box of matches marked  $\frac{1}{4}$ d. with every packet of that firm's Gold Flake Cigarettes. Up to the present Messrs. Wills have not interfered, but we hope they will reconsider their decision, as it is high time this miserable practice was put a stop to.

THE troubles of the shareholders in the London and District Tobacconists' Mutual Supply Co. Ltd. are not over yet. It will be remembered that a resolution was recently carried to voluntarily wind-up the company—a

decision which we think was exceedingly wise under all the circumstances. For some reason or other the confirmatory meeting has not been called, and we can only surmise that those responsible for the last meeting omitted some technicality and thus temporarily lost their opportunity. Meanwhile, the directors have made a call of 2s. 6d. on each share, payable before September 26th. This came as a bolt from the blue, and in the absence of definite information we prefer to defer our comments, since it is perfectly certain matters cannot be allowed to remain as at present. We condemned the extraordinary amount of personal feeling introduced at the last meeting—such bitterness can only injure the best interests of the shareholders and is quite unnecessary—but it is likely that when another meeting is held it will in this particular easily eclipse the last. Meanwhile, while strife is raging business cannot improve.

ELSEWHERE will be found full information as to the collection to be taken up on October 4th next on behalf of the Tobacco Trade Benevolent Association. The following are the Committee, and cards or bags may be obtained from them on and after September 16th:—S. Barrett, 12, St. Mary Axe, E.C.; P. C. Brachi, 18, Frogal Lane, Finchley Road, N.W.; G. W. Brangwin, St. Helens, Westham, near Hastings; J. Carlebach, 49, Leadenhall Street, E.C.; Baron Elkan, c/o Bewlay & Co., 49, Strand, W.C.; H. R. Erhardt, 9-10, Bond Court, Walbrook, E.C.; Arthur Frankau, 30, Gracechurch Street, E.C.; J. G. Freeman, 172-176, St. John's Road, Hoxton, N.; E. L. Grahnert, 2, Sussex Place, S. Kensington, W.; P. B. Harris, 55, Gracechurch Street, E.C.; G. F. Higgins, 34, Leadenhall Street, E.C.; C. Kahn, 60, Fenchurch Street, E.C.; P. L. Levenson, 84, Leadenhall Street, E.C.; R. Leoni, 94-97, Fenchurch Street, E.C.; W. O. Muller, 79, Mark Lane, E.C.; E. S. Osman, c/o Clagett, Brachi & Co., Northumberland Alley, Fenchurch Street, E.C.; A. Pringle, 102, Fenchurch Street, E.C.; L. M. Rait, 26, Upper Park Road, Hampstead; H. J. Siemssen, 11, Fenchurch Buildings, E.C.; G. A. Teverson, c/o J. Hunter, Wiltshire & Co. Ltd., 55, St. Mary Axe, E.C.; E. Van Raalte, 80, Fenchurch Street, E.C.; C. Vogelsberger, 8, London Street, E.C.; I. L. Van Gelder, The Mount, Whitechapel Road, E.; H. C. Westerveld, 16, Water Lane, Tower Street, E.C.; H. L. Wright, c/o Phillips & Wright, 14, St. Mary's Chambers, E.C.; L. Weenen, c/o Cohen, Weenen & Co., 58, Commercial Road, E. If you know any one of these gentlemen apply to him, if not, communicate with Mr. George Chambers, 37, Fenchurch Street, London, E.C. We hope every one will work hard to make the collection a "bumper." Funds are very urgently needed, and the trade should not fail to support an association with such excellent objects.

At a recent meeting of the Berkshire County Council, a Mr. Foster actually proposed that the Council should enact a by-law: "That youths under 14 years should not be permitted to smoke cigarettes."—It was gently explained

## **SINGLETON & COLE, Limited,**

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

**ALL GOODS ARE SOLD AT ROCK BOTTOM PRICES.**

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

**SOLE AGENTS FOR**

**Bigio Hazan & Co.'s High-class Imported Cigarettes,**

**BY WEIGHT OR IN PACKETS.**

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

All Address Necessary—

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

**INCREASES TRADE.**



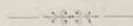
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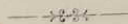
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to Mr. Foster that the Council could not legally make such a by-law. All they could do was to recommend Parliament to pass a new Act. Another member of the Council, Mr. Latham, pertinently remarked:—"Are we going to appoint an inspector in every village, in every school, to see that certain boys do not smoke? We had much better tackle ourselves and pass a by-law that we all go to bed at eight or ten o'clock, and go to bed sober (much laughter)." The resolution was put, but no one voted, not even the proposer and seconder. Mr. Latham has our congratulations. If County Councils would adhere to the special business entrusted to them, they would find plenty to do without troubling their heads to recommend legislation on matters of which they are painfully ignorant. Other public bodies might also take these remarks to heart.



OUR American contemporaries evidently like plain speaking, and when an American journalist means to speak plainly he has a vocabulary to draw upon which we in this effete old country can never hope to approach. Recently one of the American tobacco trade journals had occasion to differ with another upon some trifling question connected with the recent fall in the sale of cigarettes. In the course of one column the offending journal is accused of "distorting and mis-stating facts," "feeding its readers on rot and nonsense," and "exhibiting dense ignorance of the rudiments of trade journalism." The writer of the article which is being discussed is held to be "convicted of stupendous stupidity and crass ignorance," and after these choice epithets it almost seems tame to read that the offending scribe talks "twaddle" and is a "stupid scribbler into whose brain common knowledge is entirely too deep to penetrate." Finally, the article facetiously remarks that its rival is "as much of a burlesque on a real trade paper in its statistical department as it has been these many years in its news department." It should be observed that there is no appearance of anger about the business; it evidently seems to be a usual and simple way of expressing a slight difference of opinion. If there were any serious cause for strife we tremble to think what language would be used.



THERE seems every hope of the Franco-Turkish trouble being speedily settled, because since the rupture of official relations between France and Turkey the members of the Ottoman Embassy at Paris have been deprived of their supply of Turkish tobacco, cigars, and cigarettes, which await at the Customs the re-establishment of the diplomatic franchise. The unfortunate Turks deprived of their favourite whiffs must be suffering tortures, and we have no doubt they will bring pressure to bear in order to get the matter settled so that they may get back to their cigarettes. Were they only compelled to smoke the abominable Caporal which the French government put on the market we feel sure they would agree to anything rather than continue to consume the vile concoction.

## TRADE MARKS.\*

WE have received for review a reprint of interesting articles on the above subject which Mr. Ernest Salaman has contributed to various publications.

The subject is of such vital importance to business men that we consider the publishers are entitled to their gratitude for placing within their reach at the modest price of 1s. information concisely arranged and the opinions of a well-known and able expert on matters which are so full of complication and so beset with technicalities. Mr. Salaman gives a valuable warning to the manufacturer as to the danger of building up his trade upon the use of a word which has not been registered as a trade mark, and shows from recent cases that the tendency of the Courts is to disregard any amount of evidence testifying to the exclusive association of his goods with the word in question when a few persons can be found to say they have heard that word used in a different sense. Needless to say, such evidence can always be produced. The strongest case upon this point is that of the Cellular Clothing Co. Ltd. v. Moxton & Murray. In this case, despite the fact that the defendants could not produce a single invoice, advertisement, or book entry to show that they had ever previous to the adoption of the word "Cellular" by the plaintiffs sold goods as "Cellular," the Courts refused to grant an injunction, and the House of Lords eventually arrived at a similar conclusion. No doubt this was a gross miscarriage of justice, but that is little comfort, and it is better to take the obvious remedy and register your trade mark. Mr. Salaman deals with other important aspects of the law as regards trade marks, but we have no space to follow him further. We hope our readers will get this little pamphlet and study it for themselves; by so doing they may save themselves not only money but a good deal of worry.

\* "Trade Marks," by Ernest Salaman. The Mercantile Publishing Syndicate Ltd., 30, Walbrook, E.C.

## LIVERPOOL TOBACCO WAREHOUSE RATING APPEAL.

At the recent Liverpool Sessions Mr. C. H. Hopwood, K.C., Recorder, gave judgment in the rating appeal of the Mersey Docks and Harbour Board v. the Mayor and Corporation of Liverpool, which was tried at the last sessions and adjourned for his further consideration. The subject matter for determination and decision was the net annual value of the new tobacco warehouse at Stanley Dock. The learned Recorder fixed the gross annual ratable value at £19,333, and the net annual value, according to the Act of Parliament, £17,399 14s. He ordered that the existing rate appealed against be reduced and altered to £17,399 14s., each party to pay their own costs.

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



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

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# Our Smoking Mixture.

**A RECORD YEAR.**—The Commissioners' report shows the following astounding figures:—The revenue received from tobacco is returned at £12,838,578, the largest ever received in one year, and was £1,952,656 more than in the preceding year, the quantity of unmanufactured tobacco retained for consumption having been: In 1898, 70,108,000 lbs.; in 1899, 73,032,000 lbs.; in 1900, 76,815,000 lbs. The Commissioners observe that the effect of increased duties has been to check the consumption of foreign cigars and of other sorts of foreign manufactured tobacco, other than cavendish and negro-head.

**ANTI-CIGARETTE LEGISLATION IN AMERICA.**—The cigarette consumption of the United States was, in 1881, only 500,000,000, in 1897 it actually reached 4,153,000,000. This immense output, expressed in figures which only mathematician or astronomer can appreciate, "staggered humanity" in the States, and every Legislature has now passed some kind of measure for the repression of the sale and use of cigarettes, the most effective, perhaps, being the doubling of taxation. The result has been to diminish the manufacture since 1897 by 1,470,000,000 cigarettes. This is assumed to mean either that at least 200,000 smokers have given up the cigarette, or that a very much larger number are more moderate than formerly in its use. Still, there is a very large margin left, and, after all, what legislation can hinder a smoker from rolling his own cigarette?

**A SCORE FOR THE PIPE SMOKER.**—An irascible gentleman and his wife were dining not long since at a well-known restaurant. On the wall was hung the legend:—"GENTLEMEN ARE REQUESTED NOT TO SMOKE PIPES." The gentleman, who was a confirmed pipe-smoker, looked angrily at the notice. Then he called the waiter to him. "Waiter," he said, "a cigar for me and a pipe for my wife."

**ROUGH ON THE PUBLIC.**—On June 8th last the Sydney authorities reduced the duty on tobacco from 1s. 3d. to 9d. per lb., on cigarettes from 2s. 6d. to 1s., and on cigars from 2s. 6d. to 9d. per lb. Up to the present, however, the public have to pay exactly the same price as before. What a disturbance there would be were such a thing to occur here, but our manufacturers have sufficient knowledge of the trade to see that they would benefit far more by the enormously increased consumption. Sydney certainly seems a bit behind the age.

**ACCORDING TO THE THE REGIMENT** Captain Bragge, late R.A., possesses the finest lot of pipes in the world. The collection consists of over 5,000 specimens, and is well-known to every antiquary and bric-à-brac dealer, and is considered extremely valuable as showing the progress of art development in the past. There are clay pipes from the 16th century; wooden pipes from Switzerland; very ancient pipes from Germany, of china and porcelain; French pipes, of great antiquity, made from curious woods now unknown to growers; Swedish pipes of copper and stone; Russian, of silver, nickel, and malachite; great, seductive Turkish pipes of glass, metal, and clay, narghiles, chibouques, and hookahs; Italian pipes, centuries old, of terra-cotta and olive-wood; antique Spanish pipes, which may have been smoked by the Moors after the invasion, and which are formed of various woods, and of a material resembling meerschaum that is still found in Spain; African pipes,

brought by traders from the interior of the Dark Continent, where they had belonged to kings and chiefs; venerable Chinese pipes of almost mythical age; and those pipes which the Hindus use in their temples. America contributes jade, flint, and hard stone pipes from Mexico; also Indian calumets, made from the pipe stone. There are pipes, both ancient and modern, of almost every possible description; and the collection is unsurpassed and probably unsurpassable.

**HOW TO CLEAN YOUR PIPE.**—The following hints from a medical authority should interest smokers. Dr. Wilson says, "the best of tobacco must leave a deposit in the pipe, and to avoid the effects of the deposit the pipe must be cleansed. If it is a pipe worth preserving I take a little methylated chloroform, fill the bowl with the liquid, and allow it slowly to drip down through the stem and out, repeating the process till the chloroform comes out clear. You may use spirits for the same purpose, but they are not so effective. Getting your pipe steamed by an engineer is also an effective mode of cleansing it. Clean your pipe regularly, smoke a decent tobacco, and defy nicotine, and all the other chemical fiends wherewith the weed is said to menace us." The first suggestion has one conspicuous merit, namely, that the chloroform will last longer, since spirits are apt to be used for their usual purpose—throat lubrication—whereas the chloroform is hardly likely to be utilised for any such purpose.

**THE DUKE'S CIGARS.**—It is stated that some 7,000 of the costly cigars shipped for the use of the Duke of Cornwall and his suite while in Canada have been recovered from the hull of the wrecked liner Lusitania, on the east coast of Newfoundland. In all 10,000 of the highest class cigars intended for Royal use were on the Lusitania, packed in hermetically sealed cases. They were consigned to the citadel at Quebec, to await the arrival of the Ophir. Each cigar was valued at 3s. So choice were the costly "smokes" that, in case the crew might break open the cases, they were packed in the extreme stern of the ship, and bolted in behind heavy planking. Divers, after ten weeks' work, have now got at the cigars, and, according to the cable, have saved 7,000 in good condition. The other 3,000 were washed out of the wreck. Meanwhile, however, the Duke's cigar order had been duplicated in London.

**THE CANADIAN TOBACCO TRADE.**—The following figures we quote from the *Canadian Cigar and Tobacco Journal* show a very satisfactory position of affairs:—The total foreign leaf cigar production for the year amounted to 133,144,359 lbs., as compared with 132,492,547 lbs. for the preceding year, showing an increase of 651,812 lbs. Turning to the tobacco returns, we find a decrease in foreign leaf, the amount being 6,764,532 lbs. as against 6,948,585 lbs. last year. On the other hand, it is very encouraging to note the large increase in both Canadian leaf and combination leaf tobacco. The former has increased from 2,463,375 lbs. to 3,106,662 lbs.; and the latter, from 1,126,223 lbs. to 1,201,759 lbs. The cigarette consumption shows an increase of over five million, the figures being 121,383,684. The greater part of this increase is due to foreign leaf goods, although the output of combination leaf cigarettes has also been increased from 72,100 to 741,100. The production of straight domestic cigarettes, however, has fallen off somewhat, being 275,000 this year, against 392,500 last.

# Indian Cigars.



**WRITE  
FOR  
PRICE LIST.**



*Sole Agent—*

**A. M. HOOPER,** 1, Gresham Buildings,  
E.C.

# MURATTI'S LATEST PRODUCTIONS.

<b>ARISTON, Gold Tipped 100's, 50's &amp; 20's</b>	} POCKET CASES.
<b>ARISTON, No. 6</b>	
<b>NEBKA, No. 3</b>	
	100's, 50's & 25's

All the above are packed in beautiful enamelled Tins.

**PRICES ON APPLICATION.**

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

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

## Gossip.



GENERAL satisfaction is being expressed throughout the trade at the action taken by Messrs. Player & Sons and Messrs. Lambert & Butler to put down the "match box trick," recently resorted to by the cutters in their attempt to evade the minimum schedule, and this has been the one gleam of sunshine in a month of dreary business stagnation. That the Bristol firm does not see the matter in the same light as others came as a surprise to a great many, for I believe the very boxes which formerly did duty as a farthing change, and have a representation of that coin of the realm printed upon them, are being used by Messrs. A. Baker & Co. in connection with Messrs. Wills' "gold flake" cigarettes and some of that firm's packet tobaccos.

\* \* \* \*

The position taken up by Messrs. Wills is to the effect that they cannot prevent any firm from making voluntary additions to a customer's purchases, and that so long as the dealer receives the stipulated amount of cash as laid down in their schedule, anything that may be given to the purchaser in addition to what they may ask for does not contravene the conditions of the minimum agreement and contract. To my mind this is a very dangerous view to be taken, and to a great extent nullifies the whole of the schedule scheme. Messrs. Wills say they *cannot prevent* a man from evading their rules in this manner; as the conditions of supply are *morally* broken, can they not put into operation the methods they had designed for the stopping of supplies, presuming that the dealer was selling under their tabulated prices.

\* \* \* \*

"To yourself be true! and it shall follow as the night, the day, thou can'st not then be false to any man." I do not know what the gentle Will of Stratford has to do with this page, but this quotation (or is it a misquotation) came into my head when writing the above paragraph, and I put it down, so will let it remain. Possibly there is some coherence in the ideas. Now, W. H., DO, please.

\* \* \* \*

London tobacconists ter-emble! A new opposition awaits you. Somewhere up an obscure court off Fleet Street the London Socialists are making deep-laid plans on that little bit of trade which even the greatest business depression has left to you. For some years past, says a morning contemporary, an erratic trade in tea and tobacco has been done at the headquarters in Bolt Court, but this was on a fourth floor; now, however, it is proposed to blossom out and bloom as a rival to the Army and Navy Stores. "There is no pretence of philanthropy in our scheme," says the Secretary; "the concern will be worked on purely capitalistic lines, and with the avowed object of making money." Well, well! A Socialist with capital or a capitalistic Socialist is almost unique, but there are many strange things in the tobacco trade.

\* \* \* \*

The subject of smoking has had its fair share of publicity in the morning and evening papers all over the country for the last five or six silly seasons. No longer do we read with horror of the enormous man-eating whelk, or with awe of the gooseberry that has to be cut in sections before it can be got into a pie; man has decided that "marriage is a failure," and but few trouble about what "they shall do with their boys"—or girls. From the press of the country it would appear that smoking is the one subject that every free-born Briton and Board School graduate has at heart. No trade or industry has been boomed

gratuitously so much as ours, and we are thankful, even to the "anti's" who do so much to encourage the consumption of the weed by their plasmemies of reason; but spare us from the suggestion of one person writing to a morning contemporary advocating the adoption by railway companies of a notice on smoking carriages "Smokers—Gentlemen only."

\* \* \* \*

The writer of the letter in question—I presume he is a "gentleman only"—gallantly says:—"One of the greatest nuisances of railway travelling to-day is the invasion of the other sex into smoking compartments, especially on long journey trains. It leads to restraint and discomfort, and not infrequently to a *bonâ fide* smoker being unable to obtain a seat in a smokers' compartment." Now the fault, at least to my way of thinking, lies with the railway companies in not providing sufficient smoking accommodation; but that a man smoker (not a "gentleman only") should, especially on a long journey, be deprived of the company of his female friends or relations when they have no objection to tobacco smoke seems to me to be a roundabout way of satisfying a "gentleman" who feels discomfort in the presence of ladies. There is, on most railways, a ticket issued on the "zone" principle, ten miles for 3d. (any of my readers who keep canine pets will know to what I refer). After being properly muzzled the passenger is given to the guard. This mode of travelling might suit the "gentleman only"—there are no ladies there. The generality of smokers are not morose hermits, and the man who wants a railway carriage labelled "Smokers—Gentlemen only," may I suggest, forfeits the right to use such a compartment without wishing to reflect in the slightest degree on his *smoking* capabilities.

\* \* \* \*

Mrs. Carrie Nation—(by the way that name seems too short somehow, ought it not to be—well, *condemnation*)—finding saloon smashing begin to pall as a pastime, even though on one occasion she made the redoubtable J. L. Sullivan crawl under the counter in terror, has according to recent cables been distinguishing herself in other ways. First of all she narrowly escaped severe handling owing to her offensive remarks about the attempted assassination of President McKinley, then she suddenly determined to give the saloon a rest and try to destroy those fearful dens of infamy where wicked men buy the accursed weed. She began operations on a well-known New York Cigar Store, but the brutal minions of the law promptly arrested her. She was put into the American equivalent of Black Maria screaming violently and struggling, and on the way to jail made strenuous but vain attempts to escape. We trust she may be detained for a period long enough to give her time to reflect upon her folly in thus trying to convert the world to her opinions *vi et armis*; meanwhile she will be provided with a moderate diet and will have to keep early hours. This should have a cooling effect, if not, why then an asylum might perhaps prove best.

\* \* \* \*

The heavy penalties inflicted on tobacconists who permit betting at their shops seem to have no deterrent effect, therefore I notice with satisfaction that in Dublin a tobacconist has been sent to prison for a month, though he had never been previously convicted. The case was a bad one, and though not convicted the man had been warned. The magistrate wisely remarked that fines were no use, as the profits were so large that defendants could well afford to pay them. If our English Solomons would take the same severe measures, depend upon it we should soon see the last of the betting tobacconist.

**LEST YOU FORGET!**



**On October 4th, 1901,**

THERE WILL BE A

**GENERAL COLLECTION**

.. FOR THE ..

**POOR OF THE TRADE.**



**Give all you can afford . .**

**to such a Good Cause.**

Apply for Collecting Card and Bags—

**Mr. GEORGE CHAMBERS,**

HON. SECRETARY TOBACCO TRADE BENEVOLENT SOCIETY,

**37, Fenchurch Street, LONDON, E.C.**



# Trade News and Notes.

## Trade Notes.

The business of cigar merchants, hitherto carried on as ANDRADE & DUNCAN, will in future be carried on under the style of ANDRADE & CO., at 17, Coleman Street, E.C.

MESSRS. BARTLETT & BICKLEY have removed from 7, South Molton Street, W., to larger premises at 17, Brook Street, W. (three doors from New Bond Street).

Miss BEEVERS, a tobacconist of Eastborough, Scarborough, sustained an unfortunate loss on the 21st ult., when a bag containing £20 was stolen from behind the counter. It is surmised that the thief was a man who got the girl assistant out of the shop to see an article in a far corner of the window, which he stated he wanted to purchase.

THE LINCOLN TOBACCONISTS have decided to change their early closing day from Thursday to Wednesday. The change commences on Wednesday, the 4th inst.

MESSRS. BENSON AND HEDGES, 13, Old Bond Street, W., have received a warrant of appointment as cigar and cigarette merchants to His Majesty the King. The firm received the honour of a similar appointment to Her late Majesty the Queen in June, 1900.

Mr. A. C. CHURCHMAN, the well-known tobacco manufacturer, is to be the next Mayor of Ipswich.

MESSRS. PARRY, CROSBIE AND CO., in their monthly report dated September 2nd, remark:—"There was more activity and more business done during the last month, especially in the latter half thereof than for some time past. The demand, both for Virginia and Western, was chiefly for semi-brights of the former and the lower grades of cutters and fillers of the latter. Prices are firm, and if there is any change it is that buyers, to make business, have to approach more nearly to the views of sellers than was the case some three or four months ago.

MESSRS. CLAY, BOCK & CO. LTD. are said to be doing very good business in Havana; in fact, their factories can hardly keep pace with the demand. This intelligence should be highly gratifying to the shareholders.

MESSRS. JOHN PLAYER & SONS LTD. publish in our advertising pages an important notice relating to their conditions of sale, which should be perused by the whole trade.

Mr. F. J. PRIME, late of 3, Arcade, Ramsgate, is now established at 78, Fore Street, Upper Edmonton, where he trades under the sign of "The Don's Smoking Den."

MESSRS. EDWARD SAMUELSON & CO. report under date of September 2nd as follows:—More activity was

noticeable in the market for North American tobacco during the past month than is usual in August. The condition of the growing Western crop had something to do with it, but perhaps more was due to the impression that fillers and mediums would prove scarce in the imports now arriving. It is long since that 5d. was named as a possible price for fillers, and when tops are only 8d., the values of intermediate grades seem rather crushed in between those two figures. This drew attention to the lower classes of dark Virginia strips, but there was little scope in this direction, as the last crop produced little of the kind that goes into these strips. In Brights also the demand was for the cheaper kinds. The reign of "King Common" still continues. With peculiar perversity the trade always rush after what is relatively dear. Better weather now favours the Western crop, and reports from Virginia all speak of the crop in the Carolinas as no larger than last year, and poorer in quality. Our stocks are in total about the same as at this time last year. They include sold as well as unsold tobaccos. We have been asked for the separate figures, but cannot give them until each shipper sends us the number of his unsold parcels. We expect this will be done by the time we are ready to communicate the result to each shipper by wireless telegraphy.

MESSRS. TEOFANI & CO. have been awarded the Grand Prix by the jury at the International Exhibition held this year at Brest.

On Wednesday night, August 28th, the shop of Mr. E. W. VINCENT, hairdresser and tobacconist, in Great Western Street, Aylesbury, was broken into. A quantity of tobacco and cigars and some

pipes were stolen, in addition to the money from the till. The thieves then left by the shop door.

THE ADVERTISER AND THE ACTRESS.—Claiming that they used her picture without her permission to advertise their brand of tobacco, the Scotten-Dillon Co., Detroit, Mich., manufacturers of plug tobacco, will be the defendants in a suit for damages to be brought by Kathryn Osterman, actress. Miss Osterman's husband, a theatrical manager, devised some time ago a novel photograph of his wife. He had her picture taken in the shape of a full moon. Many thousands of the pictures were distributed. Recently the tobacco firm used the same idea to advertise their brand. Miss Osterman alleges that they took her photograph and labelled it, "I chew Real Thing plug." "Now, I don't chew Real Thing or any other plug tobacco," Miss Osterman says, "and their use of my photograph is an outrage, and calculated to do me a great injury."

PIONEER TOBACCO came under the Science Sittings Searchlight last month, producing the following results in the laboratory:—Moisture, 13.73; Ash, 11.76; Alkalinity of ash (calculated as potash K<sub>2</sub>O), 4.51; Carbonic acid in ash, 2.11; Fat, 7.93; Nitrogen, 1.45. This should satisfy "the man in the street."

## TEOFANI'S

HIGH-CLASS

### CIGARETTES

AWARDED THE

## GOLD MEDAL

AT

### PARIS EXHIBITION, 1900

(HIGHEST AWARD).

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

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

TRADE NEWS AND NOTES—*continued.*

MR. GRANT RICHARDS, the well-known publisher, of Henrietta Street, Covent Garden, has in the press and will shortly publish *The Sovereign Herbe: a History of Tobacco*, by W. A. Penn. The book is the first attempt since 1859 to chronicle adequately the development of smoking. The manufacture of tobacco, cigars, cigarettes, pipes, the literature of tobacco, tobacco and genius, the hygiene of tobacco, and many other matters are dealt with.

THE GLASGOW TOBACCO TRADE has been quiet during the past month. Virginian tobaccos are commanding considerable attention. The stock in hand is about the same as at the end of August last year.

## Dividends.

JOHN HUNTER, WILTSHIRE & Co. LTD.—An interim dividend of 5 per cent. per annum for the half year ending June 30th, 1901, has been declared by the directors. The distribution for a similar period last year was at the same rate.

MESSRS. SINGLETON AND COLE, LTD., have declared an interim dividend at the rate of 5 per cent. per annum.

ALBERT BAKER & Co. LTD. have declared an interim dividend for the half year ending June 30th, 1901, at the rate of 6 per cent. per annum.

An interim dividend of 10 per cent. per annum for the half year ending June 30th, 1901, has been declared by SALMON & GLUCKSTEIN, LTD.

## Foreign.

VICTORIAN TOBACCO.—The State Government of Victoria is taking steps to push the sale in England of Australian tobacco, and of Victorian tobacco in particular. An official from the Agent-General's department recently visited Liverpool and Manchester with samples of leaf, and obtained the views of leading manufacturers. Messrs. Hignett Brothers pronounced the leaf to be "fairly good," and Messrs. Maxwell & Co. are reported to have "remarked favourably" upon it. "If," it was added, "the tobacco were properly handled, it would be very difficult to distinguish it from Kentucky strips." Encouraged by this report, the State Minister for Agriculture proposes to make arrangements with some firm of merchants of standing in the trade, to undertake the English agency of the Victorian product. If the plan succeeds there will be an important addition to the list of Australian exports, which already includes such miscellaneous items as butter, frozen meat of numerous kinds, eggs, gold, and cricketers. The leaf which it is proposed to import from Australia is, we believe, of a cheap kind, being valued at only about 6d. per pound in Australia. When freight, duty, and other

expenses are added, the tobacco would probably be worth about 3s. per pound.

QUEENSLAND TOBACCO GROWING.—In regard to tobacco growing, the Hon. D. H. Dalrymple, Queensland Minister for Agriculture, at the Agricultural Conference held recently at Bundaberg, spoke of the efforts made to improve its cultivation, and to make it a farmer's crop. This endeavour took the form of an experimental farm, where an area of 9½ acres was placed under cultivation, with the result that most desirable leaf was successfully grown, housed, and cured. The results were very satisfactory, and it is now probable that, under the careful guidance and instruction of Mr. R. S. Nevill, the capable tobacco expert, this cultivation will assume a permanent position in the colony.

TOBACCO FACTORIES IN BRAZIL.—Speaking of the tobacco factories in Bahia, Brazil, Mr. Consul Medhurst says:—"Fourteen firms have practically the

control of this vast trade, eight of them being German houses and six Brazilian or Portuguese. The German firms are by far the most important, and work with their Bremen houses on a system of joint profits and losses. Germany supplies not only the necessary capital but also the men, who arrive in Brazil as junior clerks, after serving an apprenticeship at home, where they acquire a knowledge of tobacco, the requirements of the buyers, and rudimentary Portuguese. Later these young men travel into the interior to purchase the crops and make the personal acquaintance of the planters. In course of time they either set up for themselves or become partners of the firms which originally sent them out to Brazil. Some twenty-five years ago a few British houses engaged in this trade, but from want of properly trained men, and owing to the disinclination of the home firms to grant long credits, the trade passed into the hands of the Germans." However, Mr. Medhurst has a word to say in favour of our commercial travellers. The few he has

met in Bahia appeared to him to be quite as well educated and capable of securing orders as their competitors, but they are handicapped at the start by our system of weights and measures. He has seen orders given to our competitors which were intended for British firms, solely owing to the difficulty experienced by foreigners in turning British liquid measures into their equivalents in those used in Brazil.

A Vienna correspondent (says the *Financier*) characterises as premature the announcement that the TURKISH TOBACCO REGIE COMPANY has decided to advance a large loan to the Porte. He states that it is possible that on the occasion of the recent visit of the general director of the Company to Vienna the conditions were settled under which a loan of £160,000 would be granted, but no information has been received to the effect that the advance has actually been made. The conditions include stipulations that the loan shall be repaid out of the share of the profits receivable by Turkey from the

*The Subscription  
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Send Stamps or Postal Order to

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

BARNES, LONDON, S.W.

TRADE NEWS AND NOTES—*continued.*

working of the tobacco concession, and that in case the repayment has not been completed by the time of expiration of the monopoly the concession shall continue in operation until the debt has been fully liquidated. It is obviously that to these conditions, the correspondent concludes that an extension of the company's concession for a period of fifteen years forms the basis of the proposed loan.

**THE MATCH TRADE IN THE NETHERLANDS.**—A ministerial order has been issued at the Hague prohibiting the manufacture and importation of phosphorus matches to an amount exceeding 0.22 pound. The sale of the same is likewise prohibited. Transit is allowed. By phosphorus matches are understood those in which white phosphorus is contained, or wax lucifers. The law went into effect on July 1st, 1901, as regards the manufacture, and on January 1st, 1902, as far as it applies to the importation and sale of those on hand.

**ENGLISH CIGAR FACTORY IN HAVANA.**—About two years ago an English firm (Messrs. Walters & Co. Ltd., of 1, Church Row, Houndsditch) had the enterprise to open a cigar factory in Havana. Although English capital is invested in several other factories there, this is the only one ever opened and exclusively owned by an English firm. The brand is "La Flor de Comondetta," and the experiment has been a complete success.

**AMERICAN CIGAR PRODUCTION.**—The total production of cigars in the United States for the fiscal year just ended was 5,770,934,339, the largest quantity produced in any year since the industry was founded.

**JUVENILE SMOKING IN VICTORIA.**—The Victorian Premier, Mr. Peacock, proposes to have inserted in the licenses issued to tobacco sellers in that colony, a clause forbidding the sale of cigarettes to children under the age of 16. The penalty for breach will be a fine not exceeding £100.

**TOBACCO GROWING IN ITALY.**—In reporting last year on the indifferent success which had until then attended the cultivation of Oriental tobaccos in the province of Lecce, in Italy, the British Consul, in his consular report, alluded to an experimental silo which was then on trial. The experiment has apparently been successful, with the result that a larger development will now be given to the cultivation of Oriental tobaccos in that province. Should the success anticipated attend the efforts being made, it may happen that at no distant date Lecce cigarettes may become as favourably known in the United Kingdom as was Lecce snuff in our grandfathers' days.

**AN ITEM FOR TRAVELLERS.**—The Treasury Department at Washington, among other decisions relating to the United States Customs Tariff, have decided that 300 cigarettes, in lieu of 50 cigars, may be brought free of duty in the baggage of a passenger arriving in the United States from abroad.

**NOT A BULGARIAN ATROCITY.**—Although inferior to the best Turkish tobacco, the Bulgarian article has come into favour within the last two years, and extensive purchases were made by British and Hungarian firms in the districts of Philippopolis and Haskovo. The manipulation of the leaf is effected in large special depôts by native labour, under the guidance of skilled hands imported from Turkey, and the tobacco is then made up into bales and exported for the purpose of being mixed with higher-class cigarette tobaccos.

**TRADE IN HAVANA.**—Recent reports from Havana state that while business is not what might be termed active, a decided improvement is shown over previous weeks. Quite a few transactions have been closed, and several are pending. The fact that the Spanish Regie is in the market for 5,000,000 pounds of tobacco, mostly botes, has caused this variety to advance four to six cents per pound.

**JAPANESE TOBACCO.**—The first report of the results of the Japanese Government's experiments in cultivating finer grades of tobacco has been issued by the Japanese Department of Agriculture and Commerce, and it records a considerable measure of success. It is the purpose of the Mikado's Government to obtain, if possible, a home-grown leaf of such excellence that the importation may be done away with of American, Turkish, Egyptian, and other foreign tobaccos, which importation has shown a very marked increase in recent years. Experts were employed, and two tobacco farms were established. As a result the Department states that while they cannot as yet produce a leaf that will compete with the Turkish product, they believe they can grow tobacco equal to that grown in America. This is a large order. We think they will not find it Japan-easy.

## Festive.

The marriage of Miss HELEN LORD and Mr. PERCIVAL N. SPRINGETT, two of the partners in the firm of Messrs. Springett & Lord, the well-known tobacconists at Crofton Park, was solemnised at St. George's Church, Catford, on July 8th last, by the Rev. J. Westley Kane, and was followed by a reception held at the future home of the happy couple, which adjoins the business premises of the firm. The bride and bridegroom were the recipients of numerous presents and messages of congratulation from their many friends and acquaintances. We understand that the business will be carried on under the old title, and that both parties will continue to take an active interest in it.

**MUSICAL TOBACCO WORKERS.**—On August 26th, a deputation from the Feis Ceoil Association went to Messrs. J. & E. Kennedy's large tobacco factory in Amiens Street, Dublin, by appointment, to suggest to the employes the formation of a Choral Society with a view of entering a choir for the competition for Commercial Choirs, which will be held at the Feis Ceoil in May next. The deputation, which reached the factory just before closing time at 6 p.m., consisted of Professor Brendan J. Rogers, organist of the Pro-Cathedral, Marlborough Street; Mr. George Coffey, B.E., hon. sec. Feis Ceoil Association; Mr. C. H. Oldham, B.L.; and Mr. David J. O'Donoghue. They were received by Mr. James Digan, manager. The employes, having all assembled in the large workroom, addresses were delivered by the members of the deputation. The following employes were then nominated as a provisional committee to take charge of the project, viz.:—Miss M. F. Clarke, Miss M. Connolly, Miss M. Dalton, Miss M. Halpin, Miss Alice Jones, Mr. C. Magill, Mr. D. M'Clay, Mr. J. Taylor, with Mr. J. Bergin as acting secretary. It was explained that owing to the Inland Revenue regulations, under which the factory was worked, it would be impossible for the employes to hold the choir practices on the factory premises, but that their employers would willingly assist the choral society in hiring a suitable room for the weekly practices.

**Ogdens'**  
**Tobacco**  
**AND**  
**CIGARETTES**

**UNIVERSAL SALE**

**TOBACCO:-**

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

**CIGARETTES:-**

Guinea Gold  
Tabs  
Lucky Stars  
Virginia  
Rose Blush  
Corkers  
Alpine Belle

*Price Lists on Application to OGDENS' LTD Boundary Lane, Liverpool.*

**Fires**

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## TRADE NEWS AND NOTES—continued.

**Fires.**

A fire occurred last month on the premises occupied by MR. C. A. THEW, tobacconist, Morpeth, which was not subdued before the entire stock was damaged or destroyed.

A fire was discovered early on Sunday morning, the 19th ult., on the premises occupied by MRS. NICHOLSON, tobacconist, &c., 31 and 33, Wherstead Road, Ipswich. Owing to prompt measures being taken, serious damage was averted.

On Friday evening, August 23rd, MR. F. OAKLEY, tobacconist, of High Street, Plumstead, had a room behind his shop completely destroyed by a fire. The local fire brigade, however, prevented the flames from spreading further.

A fire was discovered about half-past seven on Saturday evening, September 1st, in the shop of MR. E. WEST-BURY, tobacconist and newsagent, 44, Crompton Road, Birchfield. The Handsworth Fire Brigade succeeded in extinguishing the fire without much difficulty, but considerable damage was done.

A sweet-stuff and tobacco shop in the High Street, Ponder End, Enfield, was discovered on fire between seven and eight o'clock on Friday morning, September 6th. A quantity of furniture was more or less damaged and the stock-in-trade practically destroyed.

The Edinburgh Fire Brigade was called out late on Saturday night, September 7th, to a fire in a tobacco pipe-maker's premises in West Nicholson Street, Edinburgh. Before the flames were subdued the whole premises, as well as those of a joiner immediately adjacent, were destroyed. The fire was said to have been caused by the overheating of the kiln in which the pipes were dried. The damage, which is partly covered by insurance, is estimated at £500.

**General.**

**THE AMERICAN TOBACCO TRADE.**—A report on the American tobacco trade states that the annual consumption of tobacco and snuff in the United States reaches the enormous total of 310,000,000 pounds per annum. Considerably over seventy million pounds are used in the manufacture of cigars, and about four million pounds of foreign cigars are imported into the country. It is estimated that eight million pounds of tobacco are consumed by pipe smokers, and six million pounds are made into cigarettes.

**A CENTENARIAN SMOKER.**—The death has recently occurred of Charles Richards, a centenarian, formerly an agricultural labourer, living near Ruabon, in his 103rd year. He remembered the battle of Waterloo well, and had spoken with the Iron Duke. He sang in the Church choir when over 90, and on attaining his hundredth year received a congratulatory letter from Queen Victoria. He smoked four ounces of tobacco weekly, and was not a teetotaler.

**SMOKING ON TRAMS.**—A contributor to the *Daily Chronicle* gives the following interesting account of a census he took of the smokers on the tops of trams and 'buses. In view of the present correspondence in

the columns of the *Daily Chronicle*, concerning this vexed question of smoking on public vehicles, writes a correspondent, I determined to find out the proportion of smokers on the tops of trams and 'buses, and constituted myself an amateur census-taker for the purpose. The counting extended over ten days, and the calculations were made mainly on one of the best-known routes from the City to the south. The figures were taken at various times of the day, but mainly between eight and half-past eight a.m., twelve to two p.m., and half-past five to seven p.m. They were taken on both the City and return lines of traffic, but only in connection with vehicles actually *en route*, and not of vehicles at the starting-point before they are fully loaded. In order that the results should be beyond doubt, I made no selection, but took the numbers from *every* 'bus and tram passing, though, if at all uncertain of the figures of any particular vehicle, I left them out of calculation. The following are the results:—

	Vehicles.	Outside Passengers.	Non- Smokers.	Smokers.	Percentage of Smokers.
1st day	77	450	365	86	18.58
2nd "	59	317	269	48	15.14
3rd "	50	285	230	55	19.29
4th "	66	353	286	67	18.98
5th "	18	227	181	46	20.26
6th "	80	415	345	70	16.86
7th "	14	147	120	27	18.36
8th "	104	678	577	101	14.89
9th "	56	285	236	49	17.19
10th "	90	514	417	97	18.87
	624	3,671	3,026	645	
	Proportion of smokers on total				17.56 per cent.

The points of interest which emerge are:—The small proportion of persons actually smoking at a given time. The average percentage of actual smokers is 17.56 per cent. only on the total numbers recorded above. The percentage necessarily varies a trifle from day to day, but the highest point reached on any single day was a mere fraction over twenty per cent. To put this in another way, these figures show that less than one in five of all outside passengers will be smoking at once. The importance of this point lies in the fact that it so considerably simplifies the task of adjusting the respective claims of smokers and non-smokers to accommodation. The substantial uniformity of the figures is the best proof of their accuracy. The figures obtained are, of course, insignificant in bulk, as compared with those which could be obtained as the result of a systematic all-day census on a busy route, but their substantial accuracy is shown by the slight variations in daily percentage. It will be noted that the difference between the highest and lowest percentage is no more than 5.37, and the greatest variation from the general percentage is only 2.7. The percentage is practically the same on well-filled cars. It occurred to me that on the upward and homeward journeys, when vehicles are well-filled, the proportion of smokers might be higher, but investigation proves that this is not the case. Extracting the instances where ten or more outside passengers were carried, the figures work out as follows:—

Vehicles.	Outside Passengers.	Non- smokers.	Smokers.	Percentage of Smokers.
112	1,594	1,304	290	18.19

Showing that on well-filled vehicles the number of smokers is only 0.63 in excess of the general average. The infrequency of instances in which smokers are in excess of non-smokers. In all, 624 vehicles were examined, and in thirty-eight cases only did the smokers exceed in number the non-smokers, and in exactly half of these cases it was because the only occupant of the top of the car was a solitary smoker. These figures, though not of course conclusive, tend to show that the complaints as to the nuisance caused by smokers on the tops of 'buses and trams has been somewhat exaggerated.

## TRADE NEWS AND NOTES—continued.

THE MATCH TRADE IN INDIA.—No matches are manufactured in India, they are all imported. The four countries in keenest competition for the trade are well-known for the names printed on the familiar little safety-match boxes. Japan has, for the past six years or more, headed the list, with the Straits Settlements a close second, and Belgium and Sweden following in the order named. The value of the match trade in India last year was nearly 40 lakhs of rupees (say £265,000), of which these four countries supplied about four-fifths. The remainder was furnished by ourselves, Germany, Norway, and other countries. In the following table are given the imports by countries during the last three years, and the total furnished by all countries each year:—

MATCHES IMPORTED INTO INDIA.			
Country.	1898-99. Rupees.	1899-1900. Rupees.	1900-1901. Rupees.
Belgium	570,166	481,744	696,712
Sweden	599,772	346,444	433,865
Japan	996,974	830,376	1,021,037
Straits Settlements	690,835	806,247	996,939
Other countries	940,147	1,011,127	835,020
Total	3,797,894	3,475,938	3,983,573

The great bulk of these matches are of the "safety" variety. In the interior and away from large centres of population, the natives have long been accustomed to the old-fashioned sulphur matches, and by force of habit still use them. However, outside of this, the matches in general use are the "safety." Twelve boxes wrapped in a blue paper-covered package retail in the bazaars of Bombay at 1 anna 6 pies (about 1½d.) per package.

## Obituary.

MR. JOHN BACON, 100, Camden Road, N., on the 19th ult., aged 46. The deceased gentleman was one of the most respected tradesmen in the north of London, where he carried on the business of tobacconist and coiffeur. He was in every way a good sportsman, and took special interest in fishing and shooting. A few years ago he gave up the active management of his London business and took possession of the Golden Lion Hotel, Chelmsford, where he soon succeeded in making a large circle of friends through his integrity and good nature. A few months ago he gave up his country life and returned to his Camden Road shop, where, as we have stated, he passed away through a severe attack of rheumatic fever. Mr. Bacon leaves a widow and several children, the eldest of whom will continue the business, at least for the present.

On August 21st, at Blackpool, MR. DIXON CRABTREE, aged 32 years. Mr. Crabtree, a partner in the firm of Messrs. Ward & Crabtree, wholesale and retail tobacconists, of Dewsbury, had suffered from phthisis for the last two years, and had gone to the Canary Isles early in this year in the hope of arresting the progress of his fell malady. He returned home, however, little better, and his disease rapidly grew worse till he finally succumbed as above stated. Deceased is very greatly regretted by a large circle of friends. The funeral took place at Dewsbury cemetery on August 24th. A large number of wreaths were sent, including a specially handsome one from the Dewsbury tobacconists.

On August 20th, at Brighton, MR. WILLIAM EVELEYN ENGLISH, aged 69 years. Mr. English was a partner in the firm of Whale & Co., of Queen's Road, Brighton, a business which has been in existence since the first half of the last century, and though he nominally retired

from business some few years ago he still took an active part in the work. The deceased was exceedingly popular with the trade, and a large number of local tobacconists attended the funeral, which took place at the Extra Mural cemetery on August 22nd.

## Police.

A VERY EXPENSIVE SMOKE.—At the Highgate Police Court, on August 28th, John Butler (21), a private in the 2nd Battalion Coldstream Guards, was charged on remand with wilfully and maliciously setting fire to a hay-rick, value £250, in a field at Park Farm, East Finchley, the property of Mr. Edmund Richard Gunning, a farmer. Prisoner was found asleep on the ground beside the burning hay-rick, with his head within a foot of the flames. Had he remained there a few minutes longer he would probably have been burnt to death. On being awakened he said he had a smoke before he went to bed.—Mr. Walter Reynolds said there was not the slightest doubt that prisoner set fire to the rick, but there was no evidence of malice, and therefore the first charge must be dismissed. The bench sympathised with Mr. Gunning, but his remedy was in a civil court.—Mr. Gunning said his loss was covered by insurance.

CAUGHT IN TIME.—At the Liverpool Police Court on Sept. 1st, three young men, named Michael Maccabe, James Macnamee, and Peter Heyes, were charged with frequenting with intent to commit a felony. Detective Chief-Inspector Robertson prosecuted. Evidence was given by Detective Kent to the effect that about half-past four on September 1st he saw the three prisoners loitering in St. Anne Street. He noticed them trying the door of a tobacconist's shop, after which they went into Birkett Street and Soho Street, where their movements were very suspicious. The detective, after watching them twenty minutes, arrested them, and charged them with being reputed thieves, whereupon they said they were waiting until the cocoa-rooms were opened. On being searched two pieces of stone and some keys were found on one of them, and the officer informed Mr. Kinghorn that within the past few days there had been twelve shops in this neighbourhood entered by means of breaking the windows. The prisoners, who denied the charge, were each committed to prison for three months.

BETTING PROSECUTION. HEAVY PENALTY.—At the Spelthorne Petty Sessions, at Teddington, on August 19th, Emma Croil, a middle-aged person, of 4, Park Terrace, Hampton Hill, was summoned for using the premises named for betting purposes on August 2nd, 3rd, and 7th.—Mr. B. Wontner appeared in support of the summons, and Mr. G. W. Lay represented the defendant and pleaded guilty.—Mr. Wontner in opening the case, said he appeared to prosecute on behalf of the Chief Commissioner of the Metropolitan Police, and proceeded to explain that owing to matters which came to the knowledge of Detective-Inspector Dew, the defendant's premises had been kept under observation for a considerable time. Defendant, he said, carried on the business of a tobacconist, and was associated with another woman, who he believed was concerned in the conduct of the shop. For the purposes of the prosecution three dates only were chosen from those upon which observations were kept. Two detectives from other districts were engaged, and the defendant must have been a very bad hand at the betting business, as she admitted to one of them in conversation that she knew she was doing wrong. The fact was she seemed to

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## TRADE NEWS AND NOTES—continued.

have been rather impressed by one of the detectives, but her clients were rather shy of them. On noticing this defendant one day laughingly remarked to the detective in question, "They think you are a 'tec,'" and she was afterwards heard to say to some men "He is no 'tec.' You need not be frightened." He pointed out that such system of betting had become very widespread, and it was believed to result in great harm.—Detective-Sergt. Taylor stated that in consequence of instructions from Detective-Inspector Dew he kept observations upon the defendant's shop, which bore the names of Burchett and Croil, and on the first-named date, Aug. 2nd, he saw a number of men enter between one and two o'clock in the afternoon, and leave immediately after entering. Most of them did not stay long enough to purchase anything. One man wrote something on a piece of paper which he tore from a pocket book before entering the shop, and another also entered with a slip of paper. He again kept observation from noon until two o'clock the next day, and at 12.15 saw a man enter the shop and hand defendant a piece of paper, which she took into the back parlour. Witness then went into the shop, and on defendant returning from the parlour she gave the man 4s. 6d., with the remark, "That will be right." Witness purchased some tobacco and ginger beer, and in the course of conversation defendant asked if he was going to Hurst Park on Monday. He left after remaining a short time, and whilst walking along the road he saw a man, who had been looking at racing news in a newspaper, engaged in writing on a piece of paper. As he passed the man he glanced at the piece of paper and saw written thereon, "Two shillings each way." "Uncle Mac," he believed, was the horse named. The man afterwards went into the shop and witness saw him hand the piece of paper to the defendant. Other men subsequently entered the shop and came out directly afterwards. At 1.30 several men went to the shop, and after looking in the window suspiciously they proceeded to a side door, where defendant received pieces of paper from them. Later, another man went and walked in front of the shop somewhat anxiously. Defendant went to him from the shop and he returned with her. On the 7th he again kept observation, and after Detective Crutchett had been in the shop witness entered and bought more ginger-beer and tobacco. Whilst there a man entered and said something to defendant about a paper, and witness overheard the word "Bright." Defendant thereupon went into the parlour and returned with a piece of paper on which something was written. The man, on looking at it, said, "I did not cross the 't' or dot the 'i.'" He also said something about the letter "r." Defendant did something to the paper and then said, "That's it then." Witness got into conversation with the defendant and the man, and the latter said to him, "I can give you a winner, 'Bright.' I have had it sent me, and I have backed it myself." Two young men afterwards entered the shop and gave defendant a piece of paper and 2s. She went into the parlour and came out again with some money wrapped in paper. She gave the money to one of the men and tore up the paper. The recipient said "Right," and after handing another piece of paper and a shilling to the defendant they left the shop. In the course of further conversation defendant told him she had lost £39 in shilling bets, and on his asking what price she gave, defendant replied, "Full starting price." She gave him a card containing printed rules of betting, signed "H. and C.," which she said were her rules. She remarked that she thought it well to have "H." on the card as well as her own initial. Defendant also stated that she had a man working for her, that she could always pay out, and that anyone could see her banking account. All her "boys,"

she added, were careful, and she never took anything from strangers. On several men looking in at the door of the shop defendant said, "They won't come in whilst you are here," and witness suggested that he had better go out, but she said, "Don't go, I can take it at the side door. I always tell them not to come in whilst anyone is here." Defendant went to the side door to see the men, and returned with money and papers. At 1.30 Detective Crutchett entered the shop, and witness remarked to defendant, "Who is this chap?" and she replied, "Oh, he is all right." Turning to Crutchett she said, "I was just telling him (witness) you are all right." She went on to say that she lost 30s. on the previous Saturday, in consequence of Crutchett being in the shop, explaining that two men who had intended putting 30s. on a horse between them were alarmed on seeing him there. The horse proved to be a loser. A man afterwards went into the shop and placed a shilling on a horse named "Leather Stocking" and backed another horse called "Murello," putting on a shilling "each way." Defendant also received money and papers from men at the side door, and after further conversation on horse-racing witness left the shop.—Cross-examined by Mr. Lay: Was this voluntary conversation on her part?—Yes, she was quite ready to enter into conversation.—Did you have a bet with her?—No.—It is a sweet stuff shop?—A shop for sweet stuff, tobacco, and toys.—The business is carried on by two ladies?—Yes.—But the other has nothing to do with betting?—I do not think so.—Re-examined by Mr. Wontner, witness said he did not think much could be made out of the shop.—Detective Crutchett, who had also kept observations on the shop on the three dates named, said he corroborated the last witness's evidence, and could speak of seeing more bets made with the defendant.—Mr. Lay asked if it was absolutely necessary to serve three summonses on the defendant. As she had not been cautioned he submitted that one summons would have been sufficient. Defendant, he believed, was inclined to be sporting, and he was afraid that she had been induced by some friend to go into the betting business, entirely on her own account, for the purpose of adding to her income. But she was not like a person who employed half a dozen clerks and went in for betting on a large scale. She accepted shilling bets only, and he suggested that the Act under which she was summoned was never intended to apply to a case like that. Defendant, however, promised that she would not continue with the betting business, and if she could not make a living out of legitimate trade she would have to go elsewhere. He asked that the fine, which he hoped would not be large, might be imposed in one case only, and that payment of costs only would be ordered in the other two. Mr. Lay went on to say that one of the detectives concerned in the matter made a bet with the defendant, but the two witnesses strongly denied making any. Mr. Tansley Witt thereupon asked if the allegation was withdrawn. Mr. Lay: Oh, yes, it was a mistake on the defendant's part.—Detective Magner said he had known the defendant long, and there was not the slightest doubt as to her having been in the habit of receiving bets for bookmakers for a considerable time. A man who worked for a former well-known local bookmaker joined her as partner, and the business had been carried on extensively.—Mr. Lay: You reside in the neighbourhood?—Yes.—Why were you not put on the job?—That is a matter for the authorities.—Mr. Wontner: He is as well known as a church. (Laughter.)—The Chairman said the case was the worst case of the kind that had ever been before the Bench. Shilling bets were an inducement to boys and others, and perhaps caused more ruin and misery than anything else. Defendant was fined £25 for the offence on each of the specified dates, in all £75, and was also

## TRADE NEWS AND NOTES—continued.

ordered to pay 16s. 6d. costs.—The money was paid.—The Chairman stated that the Bench commended the police officers concerned in the case, especially Detective Magner, who had had the case under observation for some time, and greatly assisted the justices in arriving at their decision.

## TOBACCONISTS' ASSISTANT IN TROUBLE.—

Before the Brighton Borough Bench on September 4th, Henry Montgomery Taylor (28) was charged with stealing, on September 2nd, 18s. 11½d., the monies of his employer, Alexander Inkerman Jones, of 209, Western Road.—Prosecutor said he was managing director of A. I. Jones & Co. Limited, tobacconists, of London, who also had a branch establishment at 209, Western Road, Brighton. Prisoner had been in the employ of the firm about eight months. In consequence of receiving a telegram from the manager at Brighton, witness at once came down from London, and saw prisoner in the shop, and asked him why he had not banked certain money which had been entrusted to him to bank. Prisoner replied that he had banked the money, adding that he did so that day. Prisoner eventually admitted that he had not banked the money, and handed over to witness £7 12s. 0½d., stating that he had lost £1 of the money which had been given him. The sum given to prisoner to bank was £8 11s. Witness gave prisoner into custody.—John Lawrence, manager to the Brighton branch of the firm, said on September 2nd he gave prisoner £8 11s. to bank. Witness saw him on his return, and prisoner said he had paid in the money all right. It was prisoner's duty to post the bank-slip to the firm, so that they might receive it in London in the afternoon of the same day. The next day witness's suspicions were aroused, and, on communicating with the bank, he found that the money had not been paid. Witness then wired to the firm asking what he should do in the matter.—P.C. William Edward Cane proved taking prisoner into custody.—The Deputy Stipendiary said the charge would be altered to one of stealing £8 11s., the whole amount, and prisoner, who pleaded guilty, was sentenced to one month's hard labour.

## INTERESTING POINT SETTLED.—

At Houghton-le-Spring Petty Sessions, on September 4th, a miner named Thomas Metcalf was charged with a breach of the regulations in force at Houghton Colliery, by carrying a pipe into the mine. A cigarette was found in the possession of the man while he was at work. For the defence Metcalf contended that a cigarette was not a pipe, and the magistrates were asked to decide the knotty point. They convicted and fined Metcalf 20s. and costs.

## THEFT OF CIGARS.—

At the Marylebone Police Court, on September 2nd, a bright-looking youth, named Charles A. J. Sanders (15), described as an office boy, of Johnson Street, Somers Town, was charged with stealing a box of cigars, worth 16s. 8d., the property of the London and North-Western Railway Company.—Chief Inspector Pearson had charge of the case.—The prisoner had been in the employment of the company. In the course of his duty last Tuesday the prisoner had to tie up a case containing cigars. After he had done so he was seen to go to a black box on top of a lamp casement and put something into it. That something turned out to be a box of cigars which had been taken from the case. Subsequently he was arrested, and he admitted that it was his intention to steal the cigars.—Detective Kynaston said the boy's father told him that he had warned his son several times. The prisoner, added the officer, had given way to card playing, gambling, and mixing with bad company.—Mr. Moxey told the magistrate the boy had hitherto borne a good character.—Mr.

Curtis-Bennett told the prisoner he had had before him that morning a number of prisoners charged with gambling, and he told them to give the practice up, or they would lapse into stealing. Here was a practical illustration of the danger of the practice. He sentenced the prisoner to one month's imprisonment.

UNJUST SCALES.—At the Liverpool Police Court, on September 3rd, Emma Rolfe, tobacconist, 187, Whitefield Road, was summoned for having in her possession an unjust scale which upon examination was found to be 3½ per cent. against the purchaser.—A fine of 2s. 6d. and 7s. 6d. costs was imposed.

## TOBACCONIST'S SHOP RAIDING. SHARP SENTENCES.—

In the Dublin Police Court, on September 6th, H. Kahn and Joseph Kahn were summoned for carrying on betting in the shop, 87, Capel Street. Mr. Tobias prosecuted, and Mr. Brady defended.—Constable Caulfield (173 D) said that on August 24th he went into the shop, which is a tobacco shop, and he wrote down on a slip of paper, "2s. Fontenoy, win." He gave the paper and money to one of the Kahns. "Fontenoy" was to run that day at Leopardstown.—Constable 38 G said that on another occasion recently he went into the defendants' shop, where he saw several men betting, and handing tickets and money to Henry Kahn, and they got vouchers in return. Witness offered 5s. on a horse, and Kahn looked at him very hard, and went into another room, and when he came out shortly afterwards he refused the bet. Witness saw two little boys under 12 years putting on bets.—Mr. Tobias said Kahn was cautioned for a similar offence on a previous occasion, and he undertook not to repeat the offence.—Mr. Mahoney said he did not think fines were of any avail in cases like this. Where a fraud that was a public nuisance was met by a monetary fine, men like the prisoners cared nothing and despised the monetary punishment. In one or two days they would make as much as the fine imposed by the Court, which they despised. The worst of it was that two boys were amongst the people betting. He would send Henry Khan to jail for a month, and the son would be fined £20, or he must go to jail for a month.—Mr. Brady gave notice of appeal.

## BOY BURGLARS.—

At the Falkirk Sheriff's Court, on September 4th, two boys, named John Smith (15), son of a moulder, residing at McKillop's Buildings, Laurieston, near Falkirk, and Charles McIntyre (10), scholar, of no fixed residence, pleaded guilty to having broken into, during the night of 20th August, the shop in Grahamston occupied by James Clarkson, tobacconist, and stolen six boxes of cigarettes, a quantity of tobacco, two pocket knives, and a mouth harmonium. Both had been previously convicted of theft, and Smith had already done three years in a reformatory. It was stated that McIntyre had been deserted by his parents and had escaped from the poorhouse to which he had been sent. The Sheriff sent McIntyre to a reformatory for five years, and Smith for three years.

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## Breaking in a New Pipe.

It may be fairly inferred that pipe smoking is a subject which interests a considerable public, since the daily papers tell us every now and then what kings and emperors and other potentates are addicted to the pipe. We believe it is more to the purpose, however, to invite from pipe smokers an interchange of experiences, to the end that the best

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methods may be known to all. One may buy books on "How to Do" this or that, but so far as we know none can be had on "How to Smoke."

Of the several ways in which tobacco is used, the original one of smoking it in a pipe is undoubtedly the least harmful. If it is not begun too early in life, nor carried to an excess, it is, we think, difficult to prove that pipe smoking is injurious in any degree whatever. The best pipe is made of briar root, with a short and straight, or very slightly curved, stem. The mouthpiece should be of amber or ebonised gutta-percha. Such a pipe is easy to hold in the mouth and does not interfere with reading.

When breaking in a new pipe it should be filled with cold water for a moment or two before filling and lighting. This should be repeated for a half-dozen or more times, in order that the char shall begin to form without really burning the wood. It is not necessary or desirable to dry out the bowl before filling, but merely to turn out the water. Another point about the treatment of a new pipe is not to smoke up all the tobacco until it is somewhat seasoned. The weakest part of a pipe is the bottom of the bowl, and many smokers make a practice of always leaving a pinch or so of tobacco unburned in it.

When char begins to make the bowl of the pipe appreciably small, it should be cut out. If this is not done, the difference in the contraction and expansion of char and of wood will cause the bowl to split open. But care must be taken in cutting away the char not to remove it all. When it is cut too thin, the wood will burn and make the fact known, in extreme cases, by frequent cracking sounds. In such instances the breaking-in process should be resorted to again.

A long brad-awl, of medium size, is the best implement with which to clean out the wooden part of a pipe-stem. When away from home a bit of steel wire, of the size used in making bicycle wheels, will answer very well. It can be conveniently carried in a pencil-case alongside of a pencil. A straightened hairpin will generally do in default of anything better.

But the great point of all in pipe smoking is to learn to smoke slowly. When this habit is acquired the full flavour of the tobacco will always be enjoyed, every smoke will be a cool one, and tongue-burning will be unknown. It is, however, very hard for nervous people to smoke slowly. We know of cases where smokers have tried for a score of years to check their smoking speed without success. They probably did not begin to make the effort early enough in their smoking career. With good tobacco and a root pipe the slow smoker attains a degree of pleasurable enjoyment in smoking of which the rapid smoker has not an inkling.

Perhaps all smokers do not know that it makes no difference in the flavour of pipe tobacco how many times a pipe goes out. A cigar which is allowed to go out once has its flavour ruined and is almost appreciably termed a butt. A pipe, however, tastes, if anything, better for going out.

Fastidious smokers always have at least two pipes at hand, and never refill one until it has entirely cooled off. This is a help toward smoking and reasonable life in a pipe. A good test by which to tell if you are smoking too fast is to hold the bowl in your hand. If it is too hot to do so, then you may know that your speed is too great.—*International Magazine.*

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## Should Invalids Smoke?

Our contemporary, *Health*, publishes the following translation of an article by Dr. Jankau:—Dr. Jankau, in an article in the *Zeitschrift für Krankenpflege*, tries to answer the question so often asked by patients and convalescents: "May I smoke, Doctor?" As a general rule, there is no need to forbid the use of tobacco in surgical affections and

during convalescence after operation, with the exception of those on the eyes, the abdomen, and the bladder. The *Lancet* says: Does the use of tobacco play any part in the pathology of cancer of the lips and of the tongue? Nothing certain can be said on this point. It should be forbidden as a general rule in affections of the throat and of the pharynx, and with certain restrictions in catarrh of the naso-pharynx. The toxic action of tobacco must not be forgotten, and those suffering from internal affections should only be allowed to smoke with circumspection. Fortunately, however, most of the affections in which the use of tobacco is injurious are just those which cause the patient to dislike it; indeed, attention is often drawn to the fact that a man is unwell by his evincing a disinclination for smoking. Therefore, it is occasionally a good sign when the convalescent again feels a desire to smoke.

### WHEN TOBACCO SHOULD BE FORBIDDEN.

Tobacco should be strictly forbidden in cases of peritonitis, typhlitis, and peri-typhlitis. According to Dr. Jankau gastric affections should not be considered an absolute counter-indication. Patients who suffer from organic affections of the heart cannot generally tolerate tobacco with any ease. Nevertheless, a habitual smoker may be allowed two or three mild cigars daily. As to pulmonary affections, experiments have taught us the prophylactic and even bactericidal action of tobacco on the micro-organisms of the mouth and those of carbuncle, of typhoid fever, and pneumonia. The same effect of tobacco is seen in the case of the bacilli of tuberculosis. He also considers that it is a great mistake not to allow those in the first stage of phthisis to smoke. On the contrary, he would encourage them to do so even more than formerly.

### POINTS IN FAVOUR OF TOBACCO.

There are two other points in favour of tobacco—its disinfecting qualities on the mouth and the soothing effect exercised by it on the genital functions, which at the beginning of tuberculosis are very excited. Moreover, tobacco has a favourable influence on the central nervous system, both on account of its slightly narcotic action and by distracting the patient's thoughts from himself and his illness to his smoking and the associations which it brings with it. It is most important that phthisical patients should be prevented from continually thinking of themselves and their malady. Tobacco need not be absolutely forbidden even when hæmoptysis exists, if only it is but slight. With regard to functional affections of the nervous system, it would not be advisable absolutely to forbid smoking from the commencement of the disease. The medical attendant should, however, be careful to state plainly the number and quality of cigars which may be smoked, and to ascertain as far as possible whether the patient adheres to the directions given.

### THE EXERCISE OF CARE.

In nervous affections of the heart it is most important that the greatest care should be exercised, and this is also the case with nervous dyspepsia. In fact, the use of cigarettes, however mild, may in the latter lead to very serious consequences. In organic affections of the nervous system great caution is requisite. Permission to recommence smoking during convalescence should only be accorded after a thorough examination, and the patient should be advised to act with great caution in this matter. In all cases both the quality and quantity of tobacco should be rigorously supervised, and its consumption only allowed to increase gradually. He is very sceptical with regard to the so-called hypnotic property of tobacco; according to him this is nothing but a theory. Finally, he doubts the justice of the view held by the majority of people with regard to the good effects of cigars after meals. He advises that a small quantity of milk should be swallowed from time to time while smoking. This is especially desirable for patients or for those who are convalescent.

## Home Truths for the Non-Smoker.



OUR sprightly contemporary, *To-Day*, in a recent issue publishes a most amusing article on smoking by that prince of humourists, W. G. Alder, from which we venture to extract the following:—

“Look at the railroads. They set aside a small number of cars—compartments, I believe you call them—for smokers, and they give up all the rest of the train to people who don't smoke. Do such people stop in their own compartments? Of course they don't. They come into the only compartments where men are allowed to smoke, and they fill them up so that smokers have to get into the non-smoking compartments, and have their lungs and noses poisoned with the perfumery of the women. There isn't the slightest doubt that they do this just out of pure cantankerousness. They say they don't like smoke. Then what do they get into smoking compartments for, except to make themselves a nuisance to other people? Women are nearly as bad as men, so far as filling up smoking compartments goes. A woman will get into one, and then if any man tries to exercise his natural right of smoking, she will sniff, and frown, and perhaps make remarks about the rudeness of smoking in the presence of ladies. I always make it a rule, since I have travelled on your railways, to carry with me two or three choice Hamburg cigars that are ranker than any Limburger cheese, and are warranted to turn a non-smoker inside out in less than ten minutes. When I am in a smoking compartment and a woman gets in and objects to my decent cigar, I put it out, and light one of the Hamburg exterminators. I can tell you that the next time that train stops that woman leaves so quick that she hasn't time to express her opinion of me.

“These selfish people who have fallen into the degrading habit of not smoking are now trying, as I said, to keep smokers from smoking on the outside of 'buses. They know very well that no man is permitted to smoke inside a 'bus, and now they want to forbid smokers from using the 'buses in any way. Some of them put on an air of being liberal and magnanimous, and say that they are willing that men should be permitted to smoke on the last three seats of a 'bus. That sounds middling fair, but, in point of fact, the people who propose it know that, as a rule, those three seats would be crammed with non-smokers, so that the permission to smoke on the three rear seats would be worthless. Oh! they don't lack for cunning, those miserable people whom the habit of not smoking has corrupted mentally and morally. They can always give you an excuse for their conduct, and they are always satisfied that they are doing the right thing.

“There isn't any such hypocrisy and selfishness among honest people who smoke. You never read letters from smokers complaining that non-smokers are allowed to ride

inside or outside of 'buses. Smokers never get into non-smoking railroad compartments, and crowd non-smokers out. You never find a smoker in a place where smoking is forbidden, complaining that the raw air is abominable, and that it is an outrage that it isn't disinfected with smoke. Smokers don't write and distribute tracts showing that non-smoking is a detestable vice that shortens the temper of the victim, and makes him a nuisance to all around him. Now, I have been a smoker ever since I was seven years old, but I never feel called upon to buttonhole a stranger and talk to him of the evils of non-smoking. If a man has contracted that habit, I consider that so long as he does not make himself actively disagreeable to other people it is of no business of mine whether he smokes or not. I've heard dozens of sermons on the wickedness of smoking, but I never yet heard a clergyman preach on the evils of not smoking. The fact is that smokers are tolerant people, and that non-smokers are not. Did you ever hear of an inquisitor who smoked a cigar while his victim was burning at the stake? Of course you didn't. Inquisitors, and other men who burned people alive, never smoked. That part of the business was left to their victims.”

Mr. Alder concludes with a burning picture of the sad fate of a non-smoking cousin. Let the anti-tobacco maniacs read and tremble. “This cousin of mine—I don't mention his name, for I have always felt that he was so weak as to be hardly responsible for what he did—sank down lower and lower. He gave up working, because he was, as he said, so nervous that he couldn't work. Of course he was, for when the poison of not smoking gets thoroughly into the system it knocks a man's nerves all to pieces. I supported him for the last year of his life, and I did my best to reform him, by offering him the best cigars in the market, and by dropping papers of choice chewing tobacco where he could pick them up without being seen, and take a chew in a surreptitious way. But it was all of no use. The man clung to his non-smoking habit, and nothing could break him of it. He finally died of a stroke of paralysis, and the doctor who attended him told me, as we were taking a smoke together, after he had made the deceased comfortable by personally laying him out, that there wasn't the least doubt that my cousin had killed himself by yielding to the habit of not smoking.

“I wouldn't go so far as to say that non-smokers should be liable to arrest and imprisonment, but I do say that something ought to be done to make them understand that they must not interfere with the rights of better people. By that I mean people who have not contracted the non-smoking habit. I don't mean to say that a smoker is naturally a better man than the non-smoker, but I do say that he conducts himself better, and that he ought to be protected in the exercise of his rights.”

## From the "London Gazette."

### Receiving Orders.

HARDY, WILLIAM, tobacconist, 20, Church Street, Gainsborough. Receiving order, August 23rd, 1901, on debtor's own petition.

SALT, THOMAS, newsagent and tobacconist, 93, Broad Street, Hanley. August 26th, 1901, on debtor's own petition.

GLENDENNING, JOHN ROBINSON, tobacconist, 3, Newgate Street, Newcastle-on-Tyne. August 28th, 1901, on debtor's own petition.

JONES, JOHN WALKER, photographer and tobacconist, 34, High Street, Criccieth. August 29th, 1901, on debtor's own petition.

### First Meetings and Public Examinations.

HARDY, WILLIAM, tobacconist, 20, Church Street, Gainsborough. Date of First meeting, September 5th, 1901. Examination, September 26th, 1901, 3 p.m., at Sessions House, Lincoln.

JONES, JOHN WALKER, photographer and tobacconist, 34, High Street, Criccieth. First meeting, September 12th, 1901. Examination, September 12th, 1901, 11.45 a.m., at Police Court, Portmadoc.

GLENDENNING, JOHN ROBINSON, tobacconist, 3, Newgate Street, Newcastle-on-Tyne. Date of first meeting, September 13th, 1901. Examination, October 10th, 1901, at 11 a.m., at the Court House, Westgate Road, Newcastle-on-Tyne.

SALT, THOMAS, tobacconist and newsagent, 93, Broad Street, Hanley. First meeting, September 20th, 1901. Examination, September 24th, 1901, at Town Hall, Hanley, at 11 a.m.

### Adjudications.

SMYTHE, S. H., tobacconist, 35, Palmerston Road, Boscombe, Bournemouth, and lately of 3, Commercial Road, Bournemouth, and 5, Bank Buildings, Boscombe, August 14th, 1901.

HARDY, WILLIAM, tobacconist, 20, Church Street, Gainsborough, August 23rd, 1901.

SALT, THOMAS, newsagent and tobacconist, 93, Broad Street, Hanley, August 26th, 1901.

JONES, JOHN WALKER, photographer and tobacconist, 34, High Street, Criccieth, August 29th, 1901.

### Notices of Dividends.

COLLINGS, CHARLES EDMUND, tobacconist, 82, Caledonian Road, King's Cross, London. First and final of 1s. 6d. in £, payable at the Official Receiver's offices, Bankruptcy Buildings, Carey Street, London, W.C., any day (except Saturday) between 11 and 2.

GOODMAN, EDWIN CHARLES, 1, Camden Road, Tunbridge Wells. First and final of 1s. 11d. in £, payable on September 12th, 1901, at Official Receiver's offices, 24, Railway Approach, London Bridge, S.E.

Opposite to Aldgate Pump.

# AVISS BROS., LTD.,

## 81, Fenchurch Street, LONDON, E.C.

(Two minutes from Aldgate Station).

### MANUFACTURERS, IMPORTERS AND DEALERS

IN ALL CLASSES OF

# CIGARS AND CIGARETTES.

CALL OR INQUIRE FOR PRICES.

Sole Agents for G. & J. A. Caravopoulo's Egyptian Cigarettes, Finest quality, and at lowest prices in the market.

## Notices of Release of Trustees.

HADDOW, JAMES, 15, Botchergate, Carlisle. Trustee, John Henry Ward, Royal Chambers, St. George's Square, Huddersfield.

ABBOTT, ALBERT JOSEPH and EVANS, RICHARD, trading as Abbott & Evans, hairdressers and tobacconists, 5, Water Street, Rhyl. Trustee, Llewellyn Hugh-Jones, Crypt Chambers, Chester.

## Order made on Application for Discharge.

NEAL, DAVID, 11, Opden Road, East Dulwich, formerly carrying on business at 37, Kennington Lane, London, cigar importer, and cigarette manufacturer. Discharge suspended for two years, bankrupt to be discharged as from July 26th, 1903. Bankrupt's assets not equal to 10s. in the pound on the amount of his unsecured liabilities, and he had continued to trade after knowing himself to be insolvent.

BROOMHEAD, JOHN CHARLESWORTH (trading as John Broomhead), 80, South Street Moor, and 6, London Road, Sheffield. Discharge suspended for two years, bankrupt to be discharged as from July 25th, 1903.

## Partnerships Dissolved.

The partnership heretofore subsisting between GEORGE WARD and CHARLES GOLDFINCH, carrying on business as tobacconists, at No. 38, Bishopgate Street Within, in the city of London, under the style or firm of Ward & Goldfinch, has been dissolved by mutual consent as and from the 10th day of August, 1901. All debts due to and owing by the said late firm will be received and paid by the said George Ward, by whom the business will be continued as successor to the late firm. August 26th, 1901.

The partnership heretofore subsisting between ALBERT EDWARD BERNHARD, MARIA WILHELM HÜFFER, and CHARLES MARTIN SCHRÖDER, carrying on business as tobacco leaf merchants, at 12 and 13, Aldgate, in the city of London, and 9, Goldsmith Street, in the city of Nottingham, and formerly at 41, Mitre Street, Aldgate aforesaid, under the style or firm of "Schröder & Hüffer," has been dissolved by mutual consent as and from the 22nd day of August, 1901. September 5th, 1901.

A DEAR CIGARETTE HOLDER.—"Hear about that American girl giving £200,000 for a cigarette holder?" "Get out!"—"Fact. I believe it happened to have an English title."

## In the Matter of—

WILLIAM BERESFORD.—The debtor who has carried on business as a tobacconist, at Main Street, Mexborough, also came up for examination, on August 23rd, at the above Court. He owes to unsecured creditors £138 16s. 5d., and the assets are estimated to produce £28 6s. 10d. He began business in 1895. Last July he executed a deed of assignment, but as some of the creditors would not agree to it he filed his petition. He acknowledged that he had known of his insolvency for 18 months. The examination was concluded.

HENRY CHARLES RAWLEY, hairdresser and tobacconist, Swindon. There was no quorum at the first meeting of creditors. Liabilities amounted to £413 1s. 11d. Expected to rank, £337 7s. 4d. Assets estimated at £222 9s. 3d.

FRANCIS RICHARDSON.—The debtor, who has traded as a tobacconist, at No. 306, Shalesmoor, Sheffield, appeared for public examination at the Sheffield Bankruptcy Court, on August 22nd. Unsecured creditors were due £542 7s. 11d., and the accounts showed a deficiency of £400 7s. 11d. The examination was concluded.

SYDNEY HERBERT SMYTHE, who has traded as a tobacconist at 3, Commercial Road, Bournemouth. The first meeting of the creditors of this debtor was held at Salisbury, on August 20th. The gross liabilities were returned at £451 15s. 4d., of which £143 17s. 6d. is expected to rank. The available assets were returned at *nil*. Debtor attributes his failure to want of capital.

*Have you found  
the Mis-spelt Word?*



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



Be careful to mark your envelope—

"SPELLING BEE,"

**CIGARETTE WORLD,**

**2, ELLISON ROAD,**

**BARNES,**

**LONDON, S.W.**

HE WANTED A SMOKE.—A contemporary in discussing remarkable instances of the dumb suddenly recovering the power of speech, tells the following story:—"Recently, at Crèmeaux, in France, a young man of twenty-five, who, owing to an illness, had been a mute since his second year, suddenly blossomed into speech. Gaudard—that is his name—was trying to make his sister understand that he wanted some tobacco, but his efforts were in vain, probably because the young lady turned a deaf ear to his solicitations, and losing patience he burst out with the word 'Tabac!' Ever since then he has spoken quite well, though for the first week he soon tired his vocal organs."

# The Tobacco Trade Benevolent Association.

THE UNIVERSAL COLLECTING DAY, 4th OCTOBER, 1901.



THE interest in this new means of broadening the basis of the Benevolent Association is growing day by day. The tobacco trade is one of the wealthiest, and it is proper that its representative institutions should be commensurate with its position. But they are not. Anyone might think that a trade whose Benevolent Association had but the meagre income of £600 a year could only be of little importance. It is the duty of everyone—manufacturers, tobacconists, travellers, and every employé (exclusive of operatives) to do something now to put this Association on a higher plane.

Its management is irreproachable. Its work is conducted voluntarily, and practically without expense. It dispenses relief to the deserving poor of the whole trade, absolutely irrespective of the part of the United Kingdom the applicants come from. The claim of an Irish or a Scottish tobacconist receives equal consideration with that of the London man. It is not fair to say that the Association is unknown in the provinces, but it is true that many large towns send not a single penny to its funds. The right plan is for everyone to help a little, and then it will be better known, and be in a position to relieve the ever-increasing claims it receives.

The idea of the collecting day has been submitted to a number of firms, and below will be found their opinions and criticisms, which we think, in view of the importance of the scheme, will prove of interest to our readers. The Hon. Secretary (Mr. George Chambers, 37, Fenchurch Street, E.C.) will be glad to hear from anyone who can suggest any way of increasing the success of the present movement.

The form of the collecting card, the specially printed bag, and actual plan of collection all require consideration. Mr. Walter Allen has been good enough to make a suggestion as to the card which we append for criticism. As regards the collection, cards and bags will be ready in September, and will be freely supplied by Mr. George Chambers and all members of the Committee, whose names will be given in our next issue. Cards and bags will be sent to the principal tobacconists throughout the United Kingdom, accompanied by a letter. Of course, the help of those travellers who not only feel an interest in the Association but who are able to take charge of a card and a bag without detriment to their business will be gladly welcomed. At the same time, tobacconists must not wait to be asked to give, but it is hoped they will voluntarily put a trifle on the card and send it up to the Hon. Sec. None of us know when we may want help, and it would

be a satisfaction to one's mind that when we were able we did contribute to the Association.

Some tobacco manufacturers have imagined that they will be asked to make collections in their factories. This is not so, because since operatives are not eligible for relief they cannot be asked or expected to give. One or two have objected to make a collection in their offices. A manufacturer can hardly be expected to carry round a bag! There are, however, other ways, and although the Association gladly receives—as it has done in several instances—increased subscriptions in lieu of this collection, the Committee prefers the collection if it produces less, on the ground that it secures the interest of a greater number.

It has been suggested that a smoking concert should be arranged in London on October 3rd, the eve of the collection. Several years ago Mr. Higgins kindly organised two most successful concerts.

It is arranged that about September 20th a small poster (about 12 in. by 9 in.), containing a very few words in very bold type, shall be circulated throughout the trade. Will everyone remember this is coming, and when it arrives will everyone post it up where it can be seen to advantage?

The specially printed bag may with advantage be hung up as soon as it is received, as by this means it will not be overlooked. It seems early days to speak of these details, but it is desirable the trade should understand the plan of operations with a view to criticising and improving it.

While the burden of the present appeal is to broaden the basis of the Association by obtaining annually small amounts from a large number of persons, it is hoped that, as it is some years since the last dinner was held on behalf of the Association, that a few special donations will be given either towards building almshouses or for the general funds.

Messrs. Henry Archer & Co.—We consider the proposed general collection on behalf of the Tobacco Trade Benevolent Association a capital idea, and hope it will be the means of materially increasing the funds of the Association, as well as bringing the aims and character of the society before a large section of the trade, who, up to now, have known little or nothing of its existence.

Mr. Walter Allen.—I quite approve of the scheme, and I will try to induce my customers to help. (Mr. Allen sends a useful suggestion for the collecting card.)

Messrs. John Player & Sons Ltd.—We quite agree that this new means of increasing the revenue of the Association is a good idea. We will double our own subscription.

Messrs. John Hunter, Wiltshire & Co. Ltd.—We are glad to learn that the Committee of the Tobacco Trade

Benevolent Association are taking steps to augment the funds of the Association by a universal collecting day. By this means we are of opinion that the objects and claims of this deserving charity can be more widely made known throughout the tobacco trade, with the result, we trust, of securing a considerably increased support from the members thereof.

Messrs. Brigham & Co.—We think your scheme for raising additional funds for the poor of the tobacco trade an excellent one, and we shall give it all the support in our power.

Messrs. Rose Bros.—We think the project an excellent one, and we feel sure that it will meet with every success, which it will be our earnest desire to further. We shall be glad to have a list of the subscribers, when you may rely upon us doing the best we can.

Mr. J. G. Freeman.—Any effort on my part will not be wanting to make the collecting day a great success. The limited number of workers and subscribers in so huge a trade as ours is a standing disgrace. I hope our efforts will in part at any rate remedy it.

Messrs. Harvey & Davy.—We will be pleased to do what we can for the success of the movement, and the writer (Mr. W. B. Rippon) will endeavour to see that the city of his present labours is not behind in the good cause.

Messrs. Tucker, Fowles & Co.—We will do anything in our power to ensure its success.

Messrs. C. Fryer & Sons.—We think the universal collecting day for above institution a very good idea, and if the committee will send us some collecting cards we will see what we can do.

Messrs. R. Lloyd & Sons.—We quite agree with the proposal for increasing the revenue of the T.T.B.A. by a general annual collection, and we think the employés in the factories as well as the retail trade ought to be willing to take a share in this. When the time comes we will do what we can to bring the matter before our people.

Messrs. Eldon & Thurlow.—The idea is an excellent one, and we shall be pleased to do what we can to further it.

Messrs. M. & R. Peacock.—We trust the proposed means of collection will bring about the desired result. We shall be pleased to do what we can to assist.

Messrs. Alberge & Bromet.—We consider the idea of a yearly collecting day a good one and worth the experiment, and would be glad to receive some cards.

Messrs. Adolph Frankau & Co.—We think the scheme a very good one, and no doubt it will be the means of getting subscriptions from a good many persons in the trade who would not otherwise be get-at-able.

Messrs. Joseph Samuel & Son.—We fully approve of any and all means by which the revenue of the Association can be increased and greater benefits conferred on a larger number of the needy.

Mr. R. I. Dexter.—What is necessary is to enlist the sympathies of the dealers and retailers also, and to invite their co-operation. This can best be done by personal application, and we think it would be a good plan to supply a number of circulars on the subject to manufacturers for circulation amongst their customers with a view to enlisting

their sympathies; by this means a much larger circle would be reached than at present, and if the gentlemen who represent the manufacturers will throw their influence in the scale when on their journeys I am sure a very substantial sum will result. We have pleasure in enclosing a cheque for £2 2s. as an addition to our annual subscription, which we shall in future increase by that amount.

Mr. Joseph Meyer.—I quite fall in with the decision of the Tobacco Trade Benevolent Association's Committee to have a universal collecting day in order to augment the funds of that institution. I shall be very pleased to give it my support.

The Turkish Monopoly Cigarette Co. Ltd.—We think the method now proposed for raising funds for the poor of the tobacco trade a wise one, and calculated to produce a more regular and reliable income for the object in view.

Messrs. Loewe & Co.—We consider the new scheme of raising funds for the poor of the trade an excellent one, and calculated to meet with great success. We shall be happy to give whatever assistance we can.

Messrs. Robinson & Barnsdale, Ltd.—We are of opinion that the new scheme for raising funds for the Tobacco Trade Benevolent Association is an excellent one, and we shall be pleased to give it our support.

Messrs. Carter, Hodges & Co.—We shall be willing to do all in our power to assist on October 4th; it should be the means of getting any way small sums from many thousands in the trade who do not support the T.T.B.A. We think that the rs. collection on the same lines as the W. G. Grace testimonial would be a good means of getting in the money.

Messrs. George Day & Co.—We are glad to think and hope that the idea of the universal collecting day will most likely solve the present difficult problem presented by the inadequacy of funds for this excellent institution, viz., the Tobacco Trade Benevolent Association. We should consider it a privilege to be permitted to give a helping hand in this district in the collection of funds and subscriptions from those who are not already subscribers.

Messrs. George Mason & Son.—Your new scheme for raising funds for the poor of the tobacco trade has our sympathy, and we hope the movement will meet with success.

Messrs. Wood Brothers.—We think the idea a good one, and certainly trust it may prove successful.

Messrs. Thorns, Son & Co. Ltd.—The idea is a happy thought, and should prove useful in helping toward the objects for which funds are required.

Messrs. W. Klingenstein & Co.—We highly approve of your excellent scheme of raising funds for the poor of the trade, and will do our best to assist.

Messrs. Ogden's, Ltd.—The scheme has our heartiest approval. With regard to what we can do in the matter, further than raising our subscription and asking our representatives to assist with the aid of collecting cards, we fail to see, because we can hardly ask our operatives to assist, as they have their own benefit societies to which they subscribe.

OUR NOTED

# HIGH-CLASS TOBACCOS.

GOLF CLUB.

ROSEBUD.

RED VIRGINIA.

BURLEY GOLDEN CUT.



BROADWAY MIXTURE.

SWEET AS THE ROSE.

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

## THOMAS BRANKSTON & CO.,

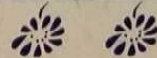
69, 71 & 73, CARTER LANE, DOCTORS' COMMON, LONDON, E.C.

THE TIP TOP **2d.** PACKET.

# Monastery Cigarettes



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



## Adkin & Sons,

LONDON, E.

Messrs. Sidney Pullinger, Ltd.—We quite agree that such an Association as the above should be universally supported, and that every person in the trade should be approached in a similar way as is done by the Hospital Saturday Society—that is, a person in each firm should be appointed a delegate, and collect from all employes and members of the firm small sums periodically, and that all retailers should be invited to assist in the same manner, and collect from any employes, and contribute themselves.

Mr. R. Lockyer.—I consider the scheme is one that should commend itself to every member of the trade, and be heartily taken up by everyone who has the interest of the T.T.B.A. at heart.

Messrs. Jarrett Bros.—We are very pleased with the new scheme for raising funds for the poor of the trade, and shall endeavour to induce all our customers to subscribe.

Mr. H. L. Peters (R. & J. Hill, Ltd.).—The idea of a general collecting day seems to me to meet the necessity of putting forward a well-deserved effort to infuse more life into the Association. I shall be happy to do what I can to assist in this, and I am sure each of my colleagues will join heartily with me. I cannot help thinking that if the subject is properly put before the very large number of those engaged in all the tobacco factories throughout the United Kingdom, they will readily respond to such a deserving object.

Messrs. W. & F. Faulkner, Ltd.—We are very pleased to find this idea adopted. If you will kindly send us some collecting cards and copies of Mr. Chambers' appeal, and also some of the last balance-sheets, we think we might be able to do a little good, as we have some volunteers in our firm.

Messrs. Goodman & Harris.—The matter has the entire approval of our firm.

Messrs. Swain & Van Den Arend.—We think the new scheme of raising funds for the poor of the trade an excellent one, and we wish you every success.

Messrs. Hudden & Co. Ltd.—The movement on foot for raising larger sums for the poor of the tobacco trade has our entire sympathy, and we shall have pleasure in supporting it in a more practical manner when the time arrives.

Messrs. W. D. & H. O. Wills.—My directors thoroughly sympathise with the movement for the relief of the deserving poor of the trade which has been brought to their notice.

Messrs. I. Rutter & Co.—We shall be pleased to increase our subscription to the Association.

Messrs. Franklyn, Devey & Co.—We shall be pleased to double our subscription for the future.

Messrs. J. Frankau & Co.—We beg to express our satisfaction that a universal collecting day has been fixed for the Tobacco Trade Benevolent Association. We will have great pleasure in doing our share to make it a success.

Messrs. E. & W. Anstie.—We approve of the scheme, and wish it every success. We will be willing to do what we can when the time comes.

Messrs. B. Muratti, Sons & Co. Ltd.—We are of opinion that a more satisfactory scheme could hardly be devised. It is to be hoped that it will meet with the generous support such a worthy object deserves.

Messrs. John Ainsworth & Co.—We are entirely in sympathy with the new move. The annual collecting day brings the Association abreast of the times; and we shall do what little we can to assist in making it successful.

Messrs. R. Roberts & Sons.—We sympathise with the movement for the relief of the poor of the trade which has been brought to our notice.

The American Tobacco Co.—We think the idea of a universal collecting day is a capital plan. We beg to assure you that you have our entire sympathy, and trust it will be a great success.

Messrs. James Biggs & Co.—As one of the early promoters of the Tobacco Trade Benevolent Association, I will do what I can to make the movement a success, and hope it will meet with the universal support of the trade which it deserves.

Messrs. Bewlay & Co. Ltd.—We are very pleased with the scheme proposed, and feel sure that all those who take any interest in the welfare of the trade will do their utmost to make this and any other good movement proposed successful. Let everybody do his best to help, in however small a way, and we shall eventually have a Benevolent Association that will reflect credit on the trade.

Messrs. Hignett Bros. & Co.—We sympathise heartily with the effort that is being made to raise additional funds. We will do our best to make it successful, as we feel strongly the claim your Association has upon everyone in the trade.

Messrs. B. Morris & Sons, Ltd.—We wish to state that the scheme will have our practical sympathy, and hope that it will meet with the success which such a worthy object deserves.

Messrs. Cope Brothers & Co. Ltd.—This seems a commendable movement, and we entirely sympathise with the praiseworthy project you have taken in hand. Let us hope it may result satisfactorily. We have been regular subscribers to the Association for many years.

Messrs. Singleton & Cole, Ltd.—We consider your idea a step in the right direction, and we will do all we can to help to make the result a success.

Messrs. Pritchard & Burton.—We are in full sympathy with the scheme for increasing the funds of the T.T.B.A., and when the time comes will do our best to further the object you have in view.

Mr. Edward J. Newbegin.—The movement has my entire sympathy.

Messrs. Bryant & May, Ltd.—We think the idea of a universal collecting day is a very good one, and we hope that this will benefit the funds of the Association to a very considerable extent.

Messrs. Charles Maas & Co.—We are entirely in sympathy with the movement, and will do our best to assist, and heartily wish it will be a great success.

Messrs. Charlesworth & Austin, Ltd., say that they shall do all in their power to help the success of the new movement.

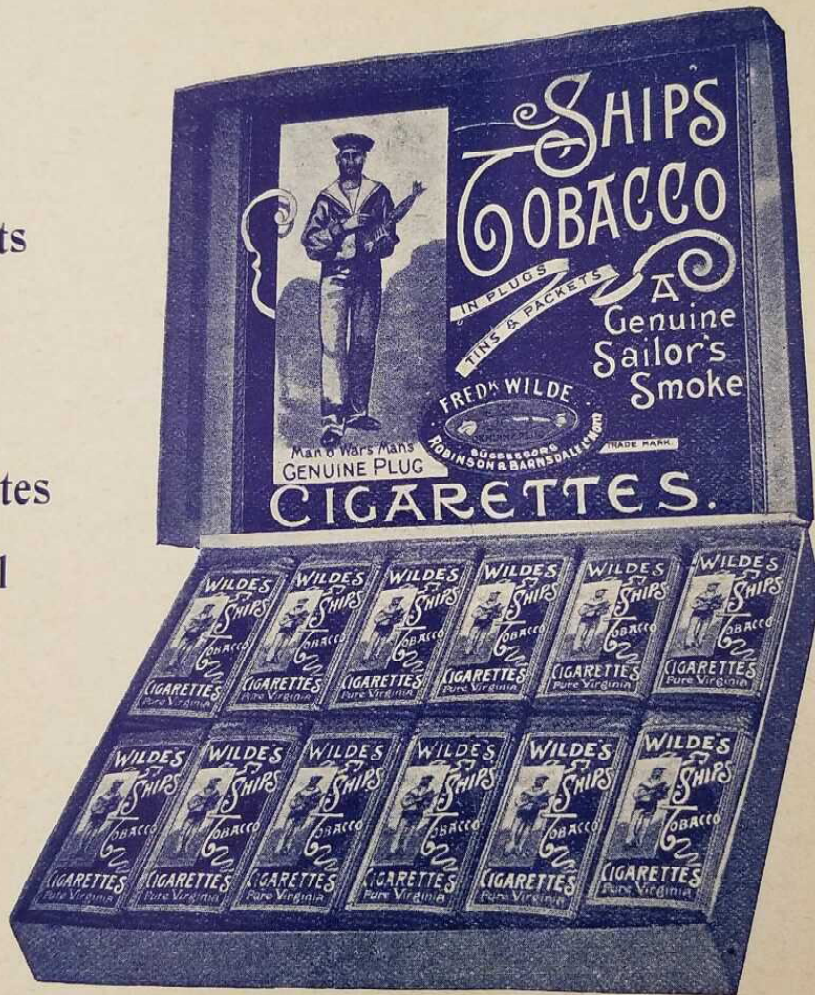


# SHIP'S TOBACCO CIGARETTES.

Packets  
of  
**12**  
Cigarettes

Retail  
at  
**3d.**

Free  
sample  
Package  
and  
Wholesale  
Price on  
application.



## ROBINSON & BARNSDALE, LTD.

Sole Licensees,

### NOTTINGHAM.

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

# Etiquette for Smokers.



THE essence of true politeness being to enjoy your own pleasure without causing annoyance to others, the following hints may prove of some value. In the first place, let the smoker remember that he is a freeborn Englishman, and can do as—well, as he pleases; he will accordingly light up anywhere and everywhere, just as his fancy dictates, and if other people object, why, let them; is a man's reasonable enjoyment to be interfered with by a parcel of meddling idiots? The smoker will possibly be married; even votaries of the weed (this expression copyright, all infringers will be severely dealt with) are not above a weakness for the sex which the commercial traveller, in a moment of bibulous enthusiasm, described as doubling our joys and dividing our sorrows. If he be married, let him remember that a wife indulged is a wife spoiled, and he must begin as he means to go on, with firmness, reflecting that this treatment is all for the lady's own good, and will, when she comes to realise the fact, ensure him her sincere gratitude. Train up a wife in the way she should go is a good motto; therefore, as a start, the husband should smoke a pipe on retiring to bed and another on awakening. Some wives actually protest against this healthy habit, and even go so far as to call it selfish, but their protests must be disregarded. If the bread-winner, worn with toil to keep the household going, desires the soothing influence of tobacco why should he not have it, and where can he have it to better advantage than in bed, where he is resting his weary limbs while puffing away at his pet briar? The married smoker must also be on his guard against an absurd weakness women have for keeping one room in the house where smoking is not allowed. They generally make a specious pretext that some of their lady friends don't like the smell. This, of course, is ridiculous; the smoker must put his foot down at once and insist on smoking all over the house. If his wife's friends don't like it, let them stay away and no loss—her husband's companionship is enough for any self-respecting wife. Later on in his career the married smoker will have still harder difficulties to overcome, for when the baby arrives it occasionally happens that the wife, up to then a model, gets all sorts of silly nonsense in her head about smoking being bad for infants, and we verily believe would very often, if allowed, prohibit smoking altogether. At this stage there must be no weak sentimentality; the husband should reflect that his comfort is really all that need be considered, and his wife's truest pleasure in life, if she knows her duty, should be in seeing that he has everything just as he likes it. He must, therefore, continue to smoke as before, absolutely declining to even substitute a milder brand for his accustomed cut cavendish. Should the little demon cough, which it may do just to annoy, no notice should be taken, let it cough—

if necessary it can be taken to another room; why should it be allowed to interfere with its father's comforts? Some ladies, however, not only raise no objection to smoking; on the contrary, they will ask their husbands for cigarettes. This request, even in the honeymoon, should never be granted. What business have women to smoke? besides, as they don't really need it, the habit is simply unnecessary extravagance. It is well to check this at once, and a few well-timed remarks about the practice being fast, and not the sort of thing your mother or sister ever did may have the desired effect; if not, then point out that you yourself have to smoke because your work is so exhausting that you absolutely require to calm your nerves, but that smoking for women is admittedly seriously injurious to health. People are really so selfish that even outside his domestic circle the smoker may not always find it easy to enjoy his pipe without causing grumbles from unreasonable beings who have no consideration for the pleasure of others. Sometimes, for instance, objections will be made to smoking in a non-smoking carriage. In this case it is as well to give way, since railway companies are too often supported in carrying out their tyrannous regulations by unreasoning magistrates. The smoker on going on top of a 'bus (since, owing to the idiotic regulations of the company, he can't light up inside) will, of course, select the seat best suited to him; he should have no scruple about sitting next to a lady and puffing away at Brazilian Plug. If she is so foolish as to dislike the good, wholesome smell of tobacco let her go inside; indeed, she ought to be really grateful, since genuinely strong tobacco is a capital disinfectant. Who can tell how many terrible epidemics is London saved from annually through the thoughtfulness of the smoker in thoroughly disinfecting so many of our public conveyances? While enjoying his ease on the 'bus the smoker will, of course, as occasion requires throw down lighted matches and the ends of cigars or cigarettes; it is true that even to this innocent habit there will be found objectors, on the ridiculous ground, forsooth, that ladies sometimes get their dresses set on fire. Could anything be more silly? Why don't they look where they are going? It is surely nonsensical to expect a man to put out a match before throwing it down; how selfish to cause him so much trouble just to avoid the chance of an accident to some stupid woman or other. But, then, we have no patience with the non-smoking public; they should not be pandered to. We trust that the few hints contained in this article may serve to render the smoker happier and better; if he only follow them he will soon be deservedly popular. It might be well for him, however, in order to be prepared for every possible contingency, to have a few boxing lessons from a reliable teacher, since some men get quite ridiculously violent at what they are pleased to call bad manners, and a little science may prove useful in such case.

**NOW READY.**



**NEW  
PRICE  
LIST.**



**NEW  
PRICE  
LIST.**

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**R. & J. HILL,**  
LIMITED,

Have a reputation of over a century for the high quality of their goods.



The minimum prices at which HILL'S  
Tobaccos may now be sold ensure a good  
margin of profit for the Retailer.



LONDON,



1899.

PRIZE MEDALS  
AWARDED.

PARIS,



1900.

**R. & J. HILL, Limited (ESTABLISHED 1775), LONDON, E.**

## Great Britain's Share in Cuban Trade.

MR. CARDEN, the British Consul-General for the island of Cuba, has just issued his report on the trade of that country for the year 1900, and many interesting facts are to be gleaned from it. At the end of 1900 Cuba had been under American rule for two years, and the time had consequently arrived, says Mr. Carden, when it should be possible to form some conclusions as to the change of régime in the country. The past year was marked by a commercial depression, which, as months rolled by, became more accentuated and still continues. This was chiefly due to the unexpectedly small sugar crop and to the fact that the tobacco output, although plentiful, realised disappointing prices. These were the main factors, but the position was also affected by the uncertainty in regard to the continuance of the military occupation, which discouraged the influx of foreign capital for investment in the country. In spite, however, of these drawbacks signs of improvement both in the towns and country districts are everywhere visible, and there are strong grounds for believing that once public confidence is restored a new era of industrial and commercial prosperity will set in such as the island has not previously known. So far as the trade of Cuba is concerned, the figures for the past year show but little improvement. The imports of merchandise amounted to £13,324,800, or £32,000 less than for the corresponding period, while the exports of the same were £9,803,000—an increase of £543,000. The imports, it will be observed, are considerably in excess of the exports, and the anomalous position is attributed by Mr. Carden to the introduction of capital required for the construction of the Havana Electric Tramway, which is estimated at from £1,000,000 to £1,200,000, and for several new industrial enterprises.

Some interesting figures are contained in the report illustrating the changes in the proportion of trade with foreign countries before and after the war; and for the purpose of fair comparison the mean annual importations of the two years 1894-5 as against 1899-1900 may be given.

	1894-5.	1899-1900.
Spain ... ..	6,007,455	2,087,318
United States ... ..	4,489,005	6,043,125
U.K. and Possessions ... ..	1,960,708	2,064,367
France ... ..	241,756	601,771
Germany ... ..	225,492	500,656
Other Countries ... ..	818,260	2,043,458
Total ... ..	13,742,676	13,340,695

The alteration in régime, it will be seen, has effected quite a shuffling in the proportions of Cuba's leading customers. As might be expected, the United States has been the chief gainer by the change, and now occupies the same relation towards other countries as regards the commercial supremacy in Cuba as Spain formerly did. The latter, on the other hand, has lost considerably more than the United States has gained, the decline in her share being some £3,920,000, while that of the United States has risen only by £1,554,000. The difference has, therefore, been distributed amongst the other countries, and it is satisfactory to find that a fair proportion has been secured

by the British Empire. The following table shows the percentages of the shares of the different countries in the Cuban import and export trade in 1900:—

COUNTRY.	Imports. Per cent.	Exports. Per cent.
United States and Possessions ... ..	45	66
United Kingdom and Possessions ... ..	16	12
Spain ... ..	14½	2
France ... ..	5	2½
Germany ... ..	4½	11
Other Countries ... ..	15	4½
Total ... ..	100	100

It should be noted, however, that one-third of the German imports consist of Indian rice shipped through Hamburg, and this should really appear, says the *Financial Times*, under the head of British imports. The considerable proportion of the imports from "Other Countries" is explained by the fact that half of the amount represents cattle imports—a trade which will probably not be maintained long at its present level. When we come to examine the items which make up the imports several interesting features are found. For instance, although there is scarcely any difference in the total value of the textiles in 1900 as compared with 1899, there was a great change in the direction of the trade, the imports from the United States and Spain showing a large falling off to the benefit of British, French, and German goods. The United States controls 75 per cent. of the trade in metals and machinery, the United Kingdom coming next with 14 per cent. It is noteworthy, however, that the British share was practically limited to the supply of iron and steel, tools and implements, scarcely any British machinery having been imported. Formerly the United Kingdom did a fair trade in machinery, and it is difficult, Mr. Carden says, to believe that such a loss can be other than temporary, as British machinery has always been held in esteem in Cuba for the excellence of its quality, although its sale was somewhat restricted owing to its being generally more expensive than the American makes.

### HOW BRITISH TRADE MIGHT BE INCREASED.

The subject, as Mr. Carden points out, is well worth the serious attention of British manufacturers, as the field is very large. It would be rash, the same authority says, to predict with any degree of certainty the extent to which trade may develop in the near future, but there are strong grounds for expecting that in two years' time the sugar crop will not be under 1,000,000 tons. At the prices which ruled during the past year this would mean an addition of over £9,000,000, or nearly 100 per cent., to the present value of the exports; in other words, the Cubans would have £9,000,000 more to spend. The question arises as to the best method to secure the business for our own manufacturers. There is a lack of British houses in the island, especially retail establishments, without which the opening up of new branches of trade is difficult, if not impossible. As a remedy Mr. Carden suggests the formation of large trading companies, which would combine a retail and wholesale business in all branches of imported goods, with the purchase of local produce for export. Such a company would be able to push novelties, and by keeping larger and more varied assortments of stock than is possible in smaller concerns, would be able to obviate the difficulty which is experienced from the length of time it takes to get orders filled from the United Kingdom.

LA FLOR DE VARZES Y CA



FABRICANTES DE TABACOS

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

Lords of England

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

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

Regalia Britannica

Princessas

*In 100's and  
50's.*

WHOLESALE ONLY, FROM THE MANUFACTURER :—

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



## NEW BRANDS

The following appeared in the *Trade Marks Journal* of August 14th, 1901:—

**Te Judice.**—“*The essential particular of the Trade Mark is the device, and the applicants disclaim any right to the exclusive use of the added matter.*” 238,100. Tobacco, whether manufactured or unmanufactured. Zeegen Bros. and Co., 1A, Chicksand Street, Brick Lane, London, E.; cigar manufacturers. May 13th, 1901. *By consent.*

**El Cydo.**—238,174. Tobacco, manufactured and unmanufactured. Goodman & Harris, also trading as Ambrose Valerio & Co., 89, Humberstone Gate, Leicester; cigar manufacturers. May 15th, 1901.

**El Kroppo.**—*No claim is made to the exclusive use of the word “Kroppo.”* 238,175. Tobacco, manufactured and unmanufactured. Goodman & Harris, also trading as Ambrose Valerio & Co., 89, Humberstone Gate, Leicester; cigar manufacturers. May 15th, 1901.

**Humpty Dumpty.**—239,022. Tobacco, whether manufactured or unmanufactured. Albert Baker & Co. Ltd., 65, Holloway Road, London, N.; tobacco manufacturers. June 20th, 1901.

**Club Cigarettes.**—“*The essential particular of the Trade Mark is the combination of devices, and the applicants disclaim any right to the exclusive use of the added matter, except in so far as it consists of their own name.*” 238,361. Cigarettes. W. Sandorides & Co. Ltd., 33, Old Bond Street, London, W.; tobacco manufacturers. May 22nd, 1901.

**Zelpa.**—239,086. All goods included in Class 45. James Horatio Booty, Sidney Booty, Lester Browning Booty, and Stanley Septimus Booty, trading as Harmer and Co., 30, Holborn, London; dealers in tobacco. June 24th, 1901.

**Godetia.**—239,441. Tobacco, cigars, and cigarettes. B. Morris & Sons, Ltd., Half Moon Passage, 18, Whitechapel, London, E.; tobacco, &c., manufacturers. July 10th, 1901.

**Nicandra.**—239,467. Tobacco, whether manufactured or unmanufactured. Partridge & Sons, Mansfield Street, Leicester; cigar manufacturers. July 11th, 1901.

**Socialite.**—239,468. Tobacco, whether manufactured or unmanufactured. Partridge & Sons, Mansfield Street, Leicester; cigar manufacturers. July 11th, 1901.

**New Stoic.**—239,476. Tobacco, whether manufactured or unmanufactured. Tetley & Sons, 2, Boar Lane, Leeds; tobacco manufacturers. July 12th, 1901.

The following appeared in the *Trade Marks Journal* of August 21st, 1901:—

**Tiger Lily.**—237,497. Tobacco, whether manufactured or unmanufactured. Singleton & Cole, Ltd., 11 to 16, Cannon Street, Birmingham; 22 and 23, Mardol, Shrewsbury; 36, Dudley Street, Wolverhampton; and 13, Digbeth, Walsall; cigar and tobacco manufacturers. April 17th, 1901. *By consent.*

**Troforano.**—239,578. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann and Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. July 17th, 1901.

**Estuquista.**—239,582. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann and Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. July 17th, 1901.

**Epact.**—239,675. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. July 22nd, 1901.

**Rutaza.**—239,692. Tobacco, whether manufactured or unmanufactured. Major Drapkin & Co., 12 and 13, Aldgate, London; tobacco manufacturers. July 23rd, 1901.

**Canpac.**—239,708. Tobacco, manufactured. Richard Hedley Whittaker, trading as the Havana Cigar Co., 46, Wilton Road, London, S.W.; tobacco and cigar merchant. July 24th, 1901.

**El Tixio.**—238,177. Tobacco, manufactured and unmanufactured. Goodman & Harris, also trading as Ambrose Valerio & Co., 89, Humberstone Gate, Leicester; cigar manufacturers. May 15th, 1901.

**Black Ivory.**—233,503. Manufactured and unmanufactured tobacco. Tyler & Co., 8, Castle Gate, Nottingham; and 2, Bank Street, Sheffield; manufacturers. May 29th, 1901.

**Golden Eye.**—239,453. Tobacco, whether manufactured or unmanufactured. B. Kriegsfeld & Co., 45, Lower Mosley Street, Manchester; tobacco and cigarette manufacturers. July 11th, 1901.

**Espumifero.**—239,574. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann & Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. July 17th, 1901.

The following appeared in the *Trade Marks Journal* of August 28th, 1901:—

**Imperial Ruby.**—237,652. Tobacco, whether manufactured or unmanufactured, but not including cigarettes and cigars. T. C. Williams Company, 701 and 703, Arch Street, Richmond, Virginia, U.S.A.; tobacco manufacturers.—April 23rd, 1901. *By consent.* Address for service in the United Kingdom, c/o J. A. T. Caton, 6, Monument Station Buildings, London, E.C.

**Lone Trail.**—238,285. Tobacco, whether manufactured or unmanufactured. John Procter, 52a, Gallowtree Gate, Leicester; tobacco manufacturer and importer. May 20th, 1901.

**Hockey Brand.**—*The entry of this Mark on the Register shall not affect the right of any owner of the name “Hockey” to use that name or the foreign equivalent thereof.* 239,242. Tobacco, manufactured or unmanufactured. George Jackson & Co. Ltd., 5, Tangier Street, Whitehaven; tobacco manufacturers. July 2nd, 1901.

**La Zoraida.**—239,401. Tobacco, whether manufactured or unmanufactured. John Player & Sons, Ltd., Castle Tobacco Factory, Nottingham; tobacco and cigar manufacturers. July 8th, 1901.

**Mazurka.**—239,499. Manufactured tobacco. W. D. and H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. July 13th, 1901.

**Morning Star.**—239,552. Manufactured tobacco. W. D. & H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. July 17th, 1901.

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

TELEGRAMS VALERIO LEICESTER



# GEMSBOCK CHOICE CIGARS



TARANDOS 50 & 25



CERVATICOS 50 & 25

VENADOS 50 & 25

PRINCESAS 100

WHOLESALE OF

# GOODMAN & HARRIS LEICESTER

## NEW BRANDS—continued.

**Capaletta.**—239,573. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann and Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. July 17th, 1901.

**Sugliardo.**—239,577. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann and Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. July 17th, 1901.

**Treblemark.**—239,829. Tobacco, whether manufactured or unmanufactured. Trenery, Ball & Hallmark, 72, Drury Buildings, Water Street, Liverpool; merchants and commission agents. July 31st, 1901.

**Protocol.**—239,850. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. August 1st, 1901.

The following appeared in the *Trade Marks Journal* of September 4th, 1901:—

**North Star.**—239,553. Manufactured tobacco. W. D. & H. O. Wills, Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. July 17th, 1901.

**Ivorita.**—No claim is made to the exclusive use of the word "Ivory." 239,575. Tobacco, whether manufactured or unmanufactured. Julius Kaufmann and Theodor Kaufmann, trading as E. Kaufmann, 5 and 6, Paternoster Square, London; merchants. July 17th, 1901.

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## The Tobacconists' Alliance.

### MEETING IN MANCHESTER.

A well-attended meeting of the Manchester and Salford tobacconists was held at the Crosby Hotel, Manchester, on August 29th, under the auspices of the United Kingdom Tobacco Dealers' Alliance, with Mr. St. John, of Newcastle, in the chair.

It was stated that twelve months ago, before the association started, the tobacco retailers sold their goods at a profit of only from 5½ to 7½ per cent., under which circumstances it needed a very great turnover indeed for them to make a living.

Owing to the Alliance the tobacconists could now sell their goods and gain about 7 per cent. more profit. Twenty per cent. is wanted, and until this is allowed it was decided they would not push the manufacturers' goods, but would, as much as possible, sell brands of their own, ultimately forcing the manufacturer to allow them a greater profit.

Mr. St. John showed how the manufacturers compel the tobacconists to sell their goods at ruinous prices, and then when the retailer is in difficulties get him out of the mire by taking over the business themselves and keeping on the retailer as the manager, thus making the shop into a tied house. With regard to unfair dealers, he said if they would only unite it would prevent the unfair dealer from selling at a loss certain of his goods in order to push other goods when the buyer was in the shop.

Mr. Hey, the organising secretary of the Alliance, said the manufacturer was his own friend first, his own friend second, and if there was a balance his own friend third.

A resolution was ultimately passed that the Manchester branch of the Alliance approved of the action of the executive with regard to the pushing of individual brands, and assured them of the hearty and local co-operation of Manchester.

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## NEW LINES.

GAINSBOROUGH CIGARETTES, just issued by Messrs. Cohen, Weenen & Co., of 52, Commercial Road, E., will, we venture to think, become as permanent an article in the trade as some of the other specialities of the "Bandmaster" firm, and are bound to command attention and business at sight. Putting aside for the present the exceedingly artistic package, the cigarettes themselves will go far to do this, as they are of a quality not always to be found in productions of a similar price, "Gainsboroughs" being manufactured from high-class Virginia tobaccos which reflect credit alike on the individual blender and the firm. The title of the new line naturally suggests the once missing picture, but there is nothing missing in the package before us; a coloured picture of a past or present celebrity mounted in a small metal frame with support at back to permit of it standing is included in every packet of ten cigarettes, and to these are added a quill-tipped mouthpiece. Taking up the whole of the face of the packet, with the exception of a small scroll for the title, is a capital miniature copy of the lovely Duchess of Devonshire as painted by the celebrated artist Gainsborough, whose name will now be literally in everyone's mouth.

Gainsborough Cigarettes are to be retailed at 3d. per packet, and applications for wholesale terms should be made to the manufacturers, Messrs. Cohen, Weenen & Co., 52, Commercial Road, E.

We have received from MESSRS. PARASIMOS & CO., of 1, Piccadilly, W., a sample of a new line of imported Egyptian cigarettes, called Parasimos. They are specially designed to meet the demand for a really high-class cigarette at a moderate figure, and are retailed at 4s. 6d. per 100 tin and 2s. 6d. per 50 tin, while packets of 20 at 1s. and 10 at 6d. are also supplied. At these prices they show a good profit to the trade, and, in our opinion, should meet with a ready sale. They possess an extremely delicate aroma, and in flavour and quality leave nothing to be desired. They are attractively boxed, and special attention has been given to the paper, which Messrs. Parasimos have spared no expense to obtain of the best and purest quality. Retailers may confidently order a supply, as the cigarettes are genuine value for the money, and are safe to prove popular among smokers who like the imported article, yet do not care to pay the high price usually asked.

THE

J. & F.  
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Write for

A NEW FA  
been present  
in France.  
Many of  
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# THREE NUNS Tobacco.

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

1 oz., 2 oz., 4 oz.

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

A NEW FAD.—A number of artistic clay pipes have just been presented to Mrs. McKinley. These pipes are made in France, England, Holland, and the United States. Many of them are beautiful. The collection of these clays has become quite a fad in New York, Philadelphia, Washington, and in many of the larger Eastern cities. They are given as prizes at euchre and whist parties and are used by ladies as mural decorations. Some of these clay pipes are modelled in high relief, and others are enamelled in colours.

About 100,000,000 pounds of LEAF TOBACCO is grown in Japan every year. It is all raised in the southern part of the Empire, and is used by the Japs for pipe smoking and cheaper grades of cigarettes, selling to the consumer, in our money, in packages of 50 for 2½d. All manufacturers must purchase their leaf from the Government, who hold a monopoly, and pay a duty of about 150 per cent. *ad valorem* on home grown and imported tobacco. Women and girls smoke, just the same as men.

## RESULT OF AUGUST COMPETITION.

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

Mr. HENRY ALLEN, Retailer, 21, Easton Street, High Wycombe, to whom a parcel of Messrs. John Caridi's "Flor de Munshee" Cigars to the value of 20/- has been forwarded.

## Our Mis-spelt Advertisement Competition.

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

In one of the *Advertisements* in this issue can be found a word, not a proper name, that is purposely mis-spelt. We offer a Prize of the particular goods referred to in the advertisement in which the word appears to the value of

### TWENTY SHILLINGS

to the person whose letter pointing out the word is first opened on the 6th of October, 1901.

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

The Editor's decision is final.

#### CUT OUT AND FORWARD THIS COUPON

##### SPELLING BEE:

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

Addressed as follows: {

Word Mis-spelt \_\_\_\_\_

In Advert. of Messrs. \_\_\_\_\_

Signature of Competitor \_\_\_\_\_

If a Retailer, state so \_\_\_\_\_

If a Retailer's employé }  
state who employed by | \_\_\_\_\_

Postal Address \_\_\_\_\_

# STANDARD AND RECENT LINES.

Single Line Advts.

Single Line Advts.

## A HANDY REFERENCE FOR RETAILERS.

- AHALI** (TURKISH MONOPOLY CIGARETTE CO. LD., 5, Bevis Marks, E.C.). Virg. Cigtts. To retail 3d. per pkt of 12.
- BADMINTON** (R. & J. HILL, LD., London, E.). A perfect Smoking Mixture.  $\frac{1}{6}$ ,  $\frac{1}{8}$ ,  $\frac{1}{4}$ , and  $\frac{1}{2}$  lbs.
- BANDMASTER CIGARETTES** (COHEN, WEENEN & CO., 25, Commercial Road, E.). A Leading 1d. line.
- BRIGHT FLAKED VIRGINIA CIGARETTES** (W. & F. FAULKNER, LD., Blackfriars Road, S.E.). 2d. pkts. of 10.
- CAPILLA BLANCA** (J. & P. LEWEY, 40, Wellclose Square, E.). Cigars in Tins. To retail 5 for 1/-.
- CARAVOPOULO** (AVISS BROS., LD., 81, Fenchurch Street, E.C.). Egyptian Cigarettes, in all sizes.
- FLOR DE CRACK** (THE T.S. SYNDICATE, 55, Farringdon Street). Havana Cigars. 8 sizes.
- GARCKO** (THE T.S. SYNDICATE, 55, Farringdon Street). British Cigars, Tobacco, and Cigarettes.
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## OF WHOM AND WHAT TO ORDER.

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