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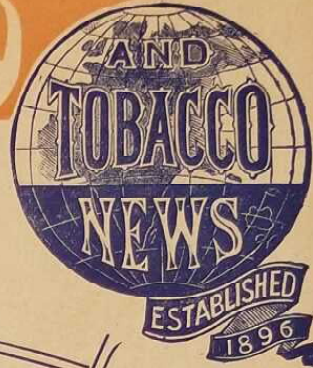
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Published on the 15th of every Month.

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The Cigarette World



The Retailer's Journal:

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IN PACKETS AND PATENT AIR-TIGHT TINS.

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"The Brand I like best is
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**ADKIN
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Per Lb.

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Green Padded Boxes, Gold Blocked, a splendid high-class Cigarette, selling well.

No. 1	50-	52.6	55- oval.
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will PAY YOU to sell.

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

T.S.S. Mixture, 1 oz. Packets, 4/6
Oceanic Flake, a rich, dark Honeydew ... 3/11 per lb.
Fifty Five Flake, do. ... 3/9 "
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Special Light Flake ... 4/1 "
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Samples of LOOSE SHAGS at prices ranging from 3/3 to 4/6 per lb. sent on receipt of post card.

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Weight CIGARETTES
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T. S. S. Straight Cut	4/3 per lb.
Garcko Gold Flake	4/9 "
Happy Tidings (30 to oz.)	5/- "
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Crown Cork Tipped	6/9 "
Garcko Young Ladies'	6/9 "
Special Virginia	7/3 "

TURKISH WEIGHT CIGARETTES at equally low prices and high quality.

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

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Price List on application.

The Cigarette World AND TOBACCO NEWS.

SEPTEMBER 15th, 1902.

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

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

LAST month we commented upon the effects of the Tobacco War upon the trade in Ireland, and our journal had hardly reached subscribers when the subject was taken up in the *Freeman's Journal*. Our contemporary entirely confirms our views, as the following extract from an article published on August 16th will show:—
"The struggle between the American Trust and the Imperial Tobacco combine to capture the English tobacco trade is naturally having its effect on the trade of Irish manufacturers. One of the largest Irish manufacturers, in an interview with our representative, said that the effect of the struggle works both ways. While Irish manufacturers have lost a good deal of their English trade owing to the keen cutting between the rival combines, the Irish retailers of tobacco have rallied round the Irish manufacturers, and are pushing the home article among their customers. It would be satisfactory to know that this is the general experience, and that the war in England—the

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OVER.



Full
Value
and
Satisfaction.

NOW is the time to **PUSH**

2^{D.} JACK JONES 2^{D.}

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ammunition being many millions of capital on both sides—has had the effect of showing Irish tobaccoists and Irish smokers that they have enough manufacturers at home to keep them from taking any direct interest in one combine or the other." We need only add that ground is being lost daily in the green isle, and it behoves the Imperial to make strenuous efforts unless they wish to see their Irish trade dwindle to the vanishing point. We shall be in Ireland again shortly, and will doubtless have more to say on this subject on our return.

Elsewhere will be found a thoughtful and carefully-reasoned article from the *Financial News* on President Roosevelt and the trusts. Our contemporary seems to have but small hopes of any real check being given to this gigantic evil by legislation, and we are equally pessimistic. It is easy for those who have but a superficial knowledge of American politics to rail at trusts, and to loudly clamour for legislative measures to deal with the terrible consequences which follow in their trail, but those who have more experience know only too well the enormous difficulties in the way of any American Hercules who would try to clear out this Augean stable, and are hard to convince that any man, no matter how strong and resourceful, really means business. It is thought that "Deal with the Trusts" is a mere platform cry, and that there is no serious intention of grappling with the vast array of forces, massed, as they always are, on the side of greed and tyranny against the best interests of the people. President Roosevelt is an honest statesman, with a great sense of responsibility and a genuine desire to elevate the tone of American politics, but we doubt whether even he has sufficient moral courage to take up such a question. The fact is that for such a purpose he would require the whole nation at his back, and until the American people have endured even worse experiences the almighty dollar will sway them in favour of the greedy horde of plunderers who know no scruple in their haste to accumulate wealth anyhow. Still, sooner or later trusts will have to be regulated or they will sap the vitality of the nation. The man who means to take up the task must be prepared for rebuffs of all sorts and many defeats before success crowns his efforts; but the struggle is worth making, since its object is nothing less than the emancipation of a great people from a tyranny which tramples the poor under foot and drags in the dust every noble ideal of the citizen.

We had written thus far when a cutting came to hand giving particulars of President Roosevelt's latest speech, to which we may add another significant remark of his, recently made: "There is not in the world a more ignoble character than the mere money-getting American, insensible to every duty, regardless of every principle, bent only on amassing a fortune."

After reading this and the following extract, we ask our readers to consider whether they are morally justified in helping an American trust to gain a footing here. The extract from President Roosevelt's speech, made on Sep-

tember 1st, runs as follows:—"I am not going to try to define with technical accuracy what ought to be meant when we speak of a trust, but if by a trust we mean merely a big corporation, then I ask you to ponder on the utter folly of a man who, either in a spirit of rancour or a spirit of folly, says 'destroy trusts' without giving you an idea of what he really means to do. I will go with him if he says 'destroy the evil in trusts' gladly. I will try to find out that evil. I will seek to apply the remedies which I have already outlined in other speeches. But if his policy, from whatever motive, whether hatred, fear, panic, or just sheer ignorance, is to destroy trusts in a way that would destroy all our prosperity, no. These men who advocate wild and foolish remedies which would be worse than the disease are doing all in their power to perpetuate the evils against which they nominally war, because if we were brought face to face with the naked issue—either keeping or totally destroying the prosperity in which the majority share, but in which some share improperly—as sensible men we must decide it. It is a great deal better that some people should prosper too much than that no one should prosper enough, so that the man who advocates destroying trusts by measures which would paralyse the industries of the country is at best a quack, and at the worst an enemy of the Republic. I think we can get laws which would measurably increase the power of the Federal Government over corporations, but I believe firmly that in the end there will have to be an amendment in the constitution conferring additional power upon the Federal Government to deal with corporations. To get that would be a matter of difficulty, a matter of time. I want you to think of what I have said because it represents all the sincerity and earnestness I have. I say nothing that I have not already stated, nothing that I would not say at a private table with any of the biggest corporation managers in the land."

Mr. Badman has been doing a foolish thing—he has been talking "big," and giving hints as to terrible reprisals on the part of the Imperial Company in reply to the tactics of the American Tobacco Company. The Birmingham retailers were, of course, anxious to know a little more, but Mr. Badman has declined to be drawn, as is evident from the following extract from an interview with a correspondent of the *Birmingham Daily Post*:—"A representative of the *Daily Post* saw Mr. Badman with the object of obtaining information on the point, but the ex-president of the Association was extremely reticent. He would only go so far as to say that the Imperial Company might have in view a refusal to supply those traders who had entered into agreements with the American Company, and such a policy would cause these persons immense inconvenience. It would close to them the bulk of their present trade, and the bonus from America would be no compensation for the loss of that. Beyond this Mr. Badman would not go. He admitted that he had something even more drastic in his mind, and, of course, he is in a position to obtain early information as to what is 'on the boards,' but what this something is he absolutely

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La Fragancia AND
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JAMES STEEL & CO.

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

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WHOLESALE TOBACCONISTS,

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

Specialities:—

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

"ZEALANDIA," 2D., IMPERIAL CIGARS.

PRICE LIST, CORONATION EDITION, POST FREE.

TELEPHONE NO. 6098, AVENUE.

declined to say. Apparently, therefore, the public will have to wait until the Imperial Company makes its own announcements concerning a subject of such absorbing interest." We think the mysterious hints given by Mr. Badman would have been better left alone, and we decline to believe that there is a word of truth in the suggestion that the Imperial Company has any idea of refusing to supply retailers who have signed agreements with the American Company; such a policy would be fatal, and after the chorus of vigorous protests against what was considered an attempt to tie the hands of the trade, we feel sure the directors of the English combine have far too much sense to again arouse hostility by tactics which are entirely contrary to British notions of fair dealing.

With reference to the forthcoming collecting day for the Tobacco Trade Benevolent Association, the President, Mr. W. Klingenstein, has issued the following letter, and we need hardly say that we trust he will receive the generous support of the trade:—

30, St. Mary Axe, London, E.C.,
August 28th, 1902.

Dear Sir,—Amongst the numerous claims on the generous none could deserve more active and constant support than those of the above, our principal trade charity, for the relief of the necessitous members of the tobacco trade, their widows and orphans.

The long-felt want and desire to extend the benefits of our Association has at last assumed practical form.

The result of the Universal Collecting Day for our Poor last year enabled the last Annual General Meeting to elect from amongst a numerous list of admitted candidates seven new pensioners, and to increase the pensions from £1 13s. 4d. to £2 per month.

The appreciation of such extended relief on the part of the recipients must be a source of the highest satisfaction to every contributor to our funds; however, this extension of the benefits of our Association to our deserving poor entails an annual outlay far above our permanent income, upwards of £1,200 being required to carry on our useful work, while the permanent resources hardly exceed £800.

As President of our Association I therefore beg to solicit your co-operation in making the Annual Collecting Day as successful as it was last year.

We enjoy to the fullest extent the generous and powerful aid of the entire Press connected with our trade. The management of our charity is carried on most economically; for the last 30 years we have always found voluntary workers to cheerfully attend to its duties, and even the expense of the Universal Collecting Day is again, as last year, borne by some individual member of the committee.

I therefore trust I may plead with confidence, and not in vain, on behalf of the aged and needy of our trade for the necessary funds required. Collecting card and bag are herewith enclosed, which kindly return filled, and as soon as convenient, either by cheque, post office order, or cash, after October 11th, addressed to our hon. secretary, Mr. George Chambers, 37, Fenchurch Street, E.C.—I beg to remain, dear sir, your obedient servant,
W. KLINGENSTEIN.

"One other sign of the smoking times we regret, viz., the habit of smoking out of doors by religious people upon Sundays. Many Christian men now 'light up' directly they leave church, many Sunday school scholars and even teachers directly they leave school. This is not a mortal sin, but it seems to us inexpedient. It wears the appearance of an indulgent, free-and-easy mood, quite out

of character with the worship and Christian work just engaged in, and the solemn and sweet thoughts and truths of the Lord's Day. We think nothing is lost, either to individuals or to society, if an air of seemly gravity and self-restraint is maintained on Sunday by Christian people." Thus says a writer in the *Methodist Weekly*, but we really cannot see what he has to complain of, if it is not wrong to smoke, and, to do our contemporary justice, the contrary is not contended, why on earth should not a man enjoy a smoke on his way home; indeed, it might help him to meditate on the points of the sermon. It seems difficult to make some people believe that it was never intended that Sunday should be a day of misery and dullness; misery and dullness do not conduce to morals, and any habit which conduces to cheerfulness, provided it is not in itself offensive, should receive encouragement from religiously-minded people. Mr. Spurgeon was an ardent devotee of the weed, and was in the habit of smoking on his way to church, yet no one could have accused him of being too self-indulgent or free-and-easy. A little more charity would not hurt our contemporary or the cause which it, we doubt not, sincerely seeks to serve.

The writer of the articles defending the Alliance, to which we referred last month, is very sore, evidently, that our contemporary, *The Cigar and Tobacco World*, and our unworthy selves should have ventured to disagree with his conclusions, and still more annoyed that it should have been suggested that his articles were inspired by Mr. Hey. Well, if it is any satisfaction to him, we will entirely withdraw the imputation, and will merely say that if Mr. Hey did not inspire the articles we are forced to form a somewhat low opinion of the intelligence of a journalist who professes to understand trade matters and can impartially come to such remarkable conclusions. In our editorial last month we commented on the opinion expressed that to level dishonourable accusations and impute dishonourable motives was the hall mark of an unclean cad, and we went on to say "we cannot but wonder whether he (the writer) has read the scandalous charges publicly made by both Mr. Hey and Mr. St. John against those conducting the Imperial Company. Nevertheless, we endorse the remarks quoted, only observing that they appear to us particularly applicable to the very men the writer is seeking to defend."

Our meaning was abundantly clear; we referred to the disgraceful charges publicly made by both Mr. St. John and Mr. Hey that the tobacco war was a mere blind and that the Imperial would eventually join with the American Tobacco Company, and thus exploit both the retailers and the public. Will it be believed that we are now actually accused of having applied the remarks to ourselves? Well, we had a better opinion of the good taste even of the gentleman who signs himself "Freedom" than to suppose he could use such language about another journal which had the misfortune to differ with him. It is hard to satisfy some people, and we were therefore not altogether

T. VAFIADIS & CO.'S EGYPTIANS

leave a good margin of profit to the Retailer, and are not cut.

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19, Basinghall St., E.C.)

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TADDY & CO.,

Tobacco, Cigarette, and

Snuff Manufacturers,

and Cigar Importers.

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

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

WRITE FOR PRICE LISTS AND TERMS:

45, MINORIES, LONDON, E.

surprised at being sneered at for having praised the zeal and energy of Mr. Hey; we added, however, that we could not compliment him upon his discretion, neither can we compliment his defender upon that quality. Finally, we are told that our creed is that "the Imperial can do no wrong." A more absurd falsehood was never printed, as we have over and over again criticised the action of the big "combine." As to the Alliance not being able to do right, we can only say that we have never believed in the men at the head of affairs, and have been satisfied that their methods will never effect any useful end; this being our opinion, we expressed it, and we must allow our contemporary to hold its own views. We may just add that a little more space devoted to answering attacks on the Alliance, and a little less to puerile personalities would be more effective.

It is never wise to jump to conclusions, and much amusement has been caused in the trade by the announcement that representatives of the Imperial and the American Tobacco Companies were to meet the trade in conference, on September 17th, with a view to settling their differences. The idea is about as sensible as was Lord Rosebery's suggestion of casually meeting some of the Boer leaders at an inn, and there arranging peace. As a fact, there is to be a dinner held on that date under the auspices of the Wholesale Tobacconists' Protection Association, Ltd.—merely this, and nothing more.

We announce elsewhere two new combines, Messrs. J. & F. Bell Ltd. having joined Messrs. Sidney Pullinger Ltd., Messrs. Aviss Bros., of Coventry, and Messrs. H. C. Lloyd, of Exeter, while in the north Messrs. Finlay & Co. have absorbed several other businesses. In each case the reason given is the competition of the two big "combines." A rumour is current that the shops of Messrs. A. I. Jones and Co. Ltd. have been absorbed by the Imperial, but we have been unable to find any confirmation of the report, and are inclined to discredit it. We rather fancy the Imperial have no intention of repeating the mistake they made when they acquired the business of Salmon and Gluckstein Ltd.

Tobacco Crop Prospects.

NEW ENGLAND FIELDS IN SPLENDID CONDITION FOR THE FORTHCOMING HARVEST.

WHILE the tobacco war is being more or less actively fought out by wholesalers and retailers in this country, it is satisfactory to learn that the growers of the leaf in New England have successfully contended against the many adverse factors—principally the weather and insect pests—which make the cultivation of "the weed" such a chance business, and that the present season's output promises to be large in quantity and fine in quality. Some 11,000 acres are now nearly ready for harvest, and

from all accounts the plants are in excellent condition. The area under cultivation this year exceeds that of 1901 by about 15 per cent., and even a greater excess is expected in the product. The yield of 1900 amounted to 16,030,770 lb., and the growth of the industry, which has not been interrupted since 1840, has been even more remarkable in these two succeeding years. What will be the value to the New England growers must depend upon market conditions; but it has long since been proved that tobacco in a good season is the most profitable crop they can cultivate.

The crop is especially promising this year, because the dry weather of May, the coolness of June, and cloudiness and wetness of July have suited the plants. Indeed, an inspection of the fields at present shows that the tobacco is in much better condition than it was at the corresponding time last year, and it lacks the rankness of growth and undesirable greatness of leaf and stalk that was shown last season, which resulted in the overcrowding of hanging sheds and the pole "sweating" of the crop in many instances. A certain amount of the improvement is undoubtedly due to the greater care, arising out of increased knowledge, which now obtains of the handling of the young plants. The industry is constantly being developed on scientific principles, and cultivators have learned that the cost of careful manipulation is more than repaid in the harvest. The seed is raised in hotbeds, maintained at a suitable temperature by an elaborate system of hot-water pipes, and the seedlings are carefully hardened off before planting. No other product of the soil requires such constant care and attention, especially in raising the higher grades of tobacco, and therein lies the chief expense in cultivation.

The chances of loss in growing are great. Hailstorms in July or August are apt to destroy whole fields that the storms cross. The crop has also insect enemies in the shape of the common grasshopper, the tobacco flea, and the green tobacco worm. This year, however, the weather has been so cold that very few of the worms have hatched out, and there has been little trouble from other destructive sources usually in evidence. In a "wormy" season much time is spent in going through fields, inspecting each plant and picking off the large green worms that devour the leaves, a small hole in a leaf often practically spoiling it for wrapper purposes. There is also a process called "topping," consisting of the breaking off of the flowering part of the plant, so that all the strength is diverted into the leaves. To keep down the weeds and add to the quality of the tobacco, early cultivation of the young plants is necessary, part of which must be done by hand labour. All this is costly; but planters have learned that money so expended comes back tenfold.

A new impetus was given to the cultivation of tobacco in New England in 1900, when a third of an acre of Sumatra, grown experimentally under shade, produced a leaf that for quality and size excelled the most sanguine hopes. In the next year there were 41 acres of Sumatra in cultivation under cloth in New England, and the area has increased to more than 700 acres this year. This represents an investment of about \$800,000, without taking land values into account. The inducement lies in the fact that the farmer sells this leaf at from 60 cents to \$3 a pound, according to its quality, the average being about \$1.50, while the ordinary Connecticut-Havana seed leaf brings from 20 to 28 cents a pound. An acre in Connecticut yields from 1,250 lb. to 1,600 lb. of Sumatra leaf. The Sumatra plant is a delicate, tall-growing tobacco, very different from the other types of plants, both in growth and cultivation. To reach the best perfection it must be grown under tents of coarse cloth; but, withal, so great is the demand that the extra labour and material consumed in its cultivation is overcome by the high price it brings in the market, and its culture is extremely profitable. It is safe to prophesy that each year will see an increase in the area devoted to the cultivation of the better-quality leaf.—*Financial News.*

"LA CINGARA," finest imported Mexicans.

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TOBACCO



In Three Strengths, . . .

Mild, Medium, and Full.

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

SOLE MANUFACTURERS—

WM. CLARKE & SON, L^{TD.},

LIVERPOOL AND LONDON.

Our Smoking Mixture.



COWBOYS AND CIGARETTES.—To the typical cowboys, whose visits to any town are separated by intervals of many months, boxes of "store cigarettes" were not much use unless they bought them by the thousand; but they have been taught by the Mexicans, who learned from the Spaniards, the art and mystery of rolling their own cigarettes, and now buy a stock of granulated tobacco and a few packages of paper, which last several months. A London smoker, however expert, would find insurmountable difficulties in the attempt if always in the open air and high wind. On the spring and autumn outs each cowboy carries a three months' supply of tobacco and paper. Galloping in the face of the keen prairie breeze, he will slip to one side in his saddle, ride on one foot and clamp the other knee to his horse, drop a little tobacco into the smoothed-out paper, give a momentary twist of the fingers, scratch a match, and the cowboy is bending far over catching a light. He does not damp the paper, the little roll is firm enough for him, and in a prairie wind you cannot gracefully make play with your cigarette as on a society promenade; it's five or six puffs and the end, and the horse has never broken his gallop.

A MATCH EATER.—William Miller, an American Civil War veteran, has died at Peru, Nebraska, from eating matches. He contracted the habit while serving in the war, thinking that the phosphorus acted as a stimulant.

TOBACCO IN WAR.—The *Lancet* directs attention to the important part which tobacco has played among England's soldiers in South Africa, and gives interesting proof that its moderate use has been of very great value in the campaign with the Boers. Privations and long marches, says the *Lancet*, in substance, were never complained of except when the soldiers' "smokes" failed them; and when rations got low, the one thing relied on to soothe and solace was the pipe. It induced sleep by allaying the mental restlessness caused by prolonged exertion. The *Lancet's* article continues:—"The cases of acute mental derangement in the course of campaigns such as the present are many. There have indeed been many in South Africa. It would be most profitable and interesting could medical officers have taken special note of the capacity for sleep previously evidenced by those who broke down and also of their indulgence or non-indulgence in tobacco. We are inclined to believe that, used with due moderation, tobacco is of value second only to food itself when long privations and exertions are to be endured. Two features are to be noted with regard to the smoking practised on active service. It is almost entirely in the open air and it is largely on an empty stomach. The former is always an advantage; the latter we generally reckon a most unfavourable condition. Shall we see in the near future patients with tobacco amblyopia or smoker's heart acquired while the trusting friend of tobacco thought that he was enjoying unharmed the well-earned solace of a hard day's march? We believe not, and that the open air will have saved what might have been the untoward results of smoking when unaided." Whatever may be said concerning the harmfulness of tobacco when used to excess or by persons physically delicate or of sedentary proclivities, it is practically undisputed that, in its place, the weed has a distinct merit. The similarity in many respects between the properties of the tobacco and opium plants recalls the fact that only

within a few years has the practice, common in India and China, of taking opium as a stimulant been regarded as anything but hurtful. For more than twenty years the Anti-Opium League of Great Britain maintained that the consumption of opium in those countries was a prolific source of misery and demoralisation; and until the publication in 1895 of the British Blue Books, containing the report of the Royal Commission on opium, the views of the League received widespread approval. Briefly, the investigation of the Commission tended to show that, temperately used, as it was in most cases, opium was of direct and positive benefit to people. It was shown that the habit of using the drug in India and China was analogous to that of using alcohol and tobacco elsewhere, and that disastrous effects only proceeded from its abuse.

TOBACCO FOR PRISONERS IN NEW ZEALAND.

A DOUBTFUL PRIVILEGE.

NEW ZEALAND is admittedly the most progressive of our Colonies, and from New Zealand comes an example which will astonish and delight mankind. The Minister of Justice has decided that all prisoners sentenced to terms exceeding three months shall be allowed to smoke once a day, of course at the expense of the Colony. The first intention of this decision no doubt is to attract to New Zealand all those emigrants who look forward to terms of imprisonment more substantial than the month which used to be, and perhaps still is, the alternative for certain small fines. To would-be prisoners with limited experience of the fragrant weed this privilege of smoking once a day will appear a great boon, though it will, of course, be necessary carefully to study New Zealand law and to regulate the offence with some nicety, for it would be a sad disappointment if the sentence should prove to be only two months or exactly three months. But to real smokers the new decree will be a terror. The man who is habituated to the noxious fumes of tobacco has a poisoned system. He is the victim of the "tobacco habit." If he is condemned to two months' imprisonment he will suffer acutely for a week or two, but after that time he will have passed the acute stage of craving and become indifferent. So well known is this condition that the best advice that can be given to the smoker who would "break it off" is to get himself sent to prison for two months. In that period he will be completely cured, and need never again suffer from the craving. But the new method is a slow and lasting torture. The criminal whose sentence is four months will have no cure. From the first day to the last he may have his daily puff. But he may smoke but once a day; just enough to stimulate the desire, but not enough to satisfy it. The torture of Tantalus is nothing in comparison with this. The decree appears to be painfully vague. What is to "smoke once a day"? Does it mean a cigar provided by the Ministry of Justice, or a single pipe once filled, or merely a paltry cigarette? If a cigar is permissible to the well-to-do prisoner, how many times may the pipe of the poorer convict be filled, and how many cigarettes are to be considered its equivalent. Intending emigrants would do well, before finally deciding, to obtain from the Agent-General for New Zealand exact information on all these points.—*Morning Post*.

Muratti's

LATEST

New Brands.



KAR=DASH.

EGYPTIAN BLEND.

Large oval Cigarettes of fine quality.
Sweet and Aromatic.

TO RETAIL AT 1s. PER PACKET OF 25.

KO=ZAK.

RUSSIAN BLEND.

With or without mouthpieces.
Delicate and Mild.

TO RETAIL AT 7/4d. PER PACKET OF 20.



These Goods show over 25 per cent. profit to the Retailer.

B. MURATTI, SONS & CO. Limited,
LONDON AND MANCHESTER.

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Trade News and Notes.

ABERDEEN—FORBIDDING THE SALE OF CIGARETTES TO CHILDREN.—The Links and Parks Committee of Aberdeen Town Council has resolved to instruct the keepers of the refreshment rooms at Duthie Park, Westburn Park, and the Bathing Station not to sell cigarettes to children under 16 years of age at any time, and not to sell tobacco, cigars, or cigarettes on Sundays. With the first part of this decision no one can quarrel, but we think the latter most unreasonable. Why on earth should not the "Aberdonian" be able to get the weed on Sunday?

CABBY FINED FOR SMOKING.—Constant complaints are made in this country concerning the nuisance of smoking by drivers and occupiers of front seats on omnibuses, but cabmen have hitherto escaped. In Paris, however, cabmen may not smoke while on their vehicles, and one has been fined 5s. and imprisoned for a day. For a case in which a fine was inflicted for smoking we have to go back to the seventeenth century. In the Court held at the Manor of Methwold, in Norfolk, on October 14th, 1695, there is a record of a shilling fine inflicted on one Nicholas Barber for smoking in the street. Such fines were applied to the use of the town, and if they were not paid the petty constable had power to distrain. Though such contributions from smokers may never again be collected, heavy ones should be exacted from those who fail to blow out their lights before throwing them away.

THE TOBACCO WAR—THE TRUMP CARD.—An excited meeting of the Birmingham and District Tobacconists' Association was held recently to reconsider the resolution passed at the general meeting refusing to sign the agreements of the tobacco combines. Since the resolution was adopted, there has been a considerable deflection, and the unexpectedly large bonus of 17 per cent. given by the Anglo-American Combine has unsettled the loyalty of many of the remaining members. Several members strongly protested against the unpatriotic and disloyal conduct of individual members.—The President announced that, as several members of the committee had signed the agreement, it was necessary to reconsider their decision. He complained that members of the Association had departed from the resolution without intimating their intention to the committee.—Mr. Badman, late president, moved that the resolution be reaffirmed, and pointed out that the Imperial Combine controlled the situation, and could bring consternation upon the trade if they exercised their powers. He believed that not a tenth of the trade had signed the American agreement, and that the next bonus would fall to less than half. Mr. Badman said the Imperial Company still held the trump card, which, if played, would create consternation among the trade.—

After an acrimonious discussion, the resolution upholding the decision was carried by 20 votes to 3, a large number remaining neutral.

THE IMPERIAL BONUS.—On August 14th cheques were posted by the Imperial Co. to their customers for their first bonus. It worked out at the rate of 5 per cent. on purchases, considerably more than had been expected.

WIDEAWAKE WILTS.—The following resolution has been passed by the General Purposes Committee of the Wilts County Council:—"That the attention of the manufacturers concerned be called to the short weight in packet tobaccos manufactured by them, which has been discovered by the inspector, and that they be informed that the committee will take action in any cases which may in future be brought to their notice."

LIVERPOOL AND THE TOBACCO TRADE.—At the last meeting of the Mersey Docks and Harbour Board, Mr. Woodward, in submitting the minutes of the Warehouse Committee for approval, said the stock of tobacco in casks at the Board's warehouses for the week ending 23rd inst., namely, 100,984 hogsheads, was the largest on record, the previous largest stock being 100,465 hogsheads on the 5th of January, 1901. Of the present stock 50,832 hogsheads were in the new tobacco warehouses at Stanley Dock. The proceedings of the committee were confirmed.

RUMOUR WRONG AS USUAL.—It was reported recently that a conference between the tobacco manufacturers, importers, and wholesale dealers of the United Kingdom was to be held at the Holborn Restaurant on September 17th, under the presidency of Mr. George Fraenkel, with a view to bringing the various departments of the trade into closer communion, and reconciling as far as possible the rival factions, and that representatives of the Imperial Tobacco Company, the American Company, and outside manufacturers had been invited to attend the conference, which was to be followed by a dinner and a musical evening. The next day the *Daily Express* published the following contradiction, and we can only wonder that such a ridiculous canard could have been credited for a moment:—"You may say," said the representative of the Imperial Company, "that we have received no invitation to the supposed banquet, to be held at the Holborn Restaurant on September 17th, to meet representatives of the American Company. We should never think of accepting such an invitation if it were issued, and the suggestion that we should hold a conference with them is absurd." Instead of diminishing the "pace" both combines are developing new phases of the fight. The American Company has issued to the retailers an offer, by which they undertake to give five pounds of tobacco to those who give in a certain week an

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.

Do you want your own name or brand on cigarettes?

Millhoff & Co. Ltd. will supply them without any extra charge.

TRADE NEWS AND NOTES—continued.

order for 39,000 cigarettes. Many retailers are, for the purpose of securing the gift, ordering the necessary quantity of cigarettes and thus stocking in advance.

AUSTRALIAN COMMONWEALTH.—REGULATION ALLOWING THE IMPORTATION OF SMALL QUANTITIES OF SPIRITS, TOBACCO, &c.—The *Official Gazette* of the Commonwealth of Australia for 11th ult. contains a regulation whereby the importation of spirits, opium, tobacco, snuff, cigars, or cigarettes is permitted in less quantities than those prescribed by Customs Regulation No. 14, provided that the duty be actually paid immediately on importation, and that the collector shall approve of such importation, being first satisfied that the goods are samples only, or are intended for private use by the importer. In connection with the above, a notice was published in the *Board of Trade Journal* for 28th November, 1901, with regard to Customs Regulation No. 14, which provides that importations of spirits, opium, tobacco, cigars, cigarettes, and snuff shall only be made in packages containing not less than the following quantities:—

Spirits in cases	2 gallons
Spirits in bulk	12 "
Opium	30 pounds net weight
Tobacco, manufactured	20 "
Snuff	10 "
Cigars	30 "
Cigarettes	20 "

Provided that importations of surplus stores may be made in any less quantities with the consent of the collector.

TRADE UNIONISTS AND TRUSTS.—The following resolution was passed by the Trades Union Congress on the motion of the Cigar Makers' Mutual Association:—That, in the opinion of this Congress, the growth of gigantic capitalistic trusts, with their enormous power of controlling production, is injurious to the advancement of the working classes, as by such combination the prices of commodities are raised, the standard of comfort of the people can be reduced, the workmen's freedom endangered, and national prosperity menaced.

The business of the London office of the W. A. and A. C. CHURCHMAN branch of the Imperial Tobacco Co. Limited, the well-known Ipswich manufacturers of the "Tortoise Shell" Mixture, will in future be carried on at the offices of the W. & F. Faulkner branch of the Imperial, in Blackfriars Road.

MR. JACOB POPP, the tobacconist at High Wycombe, who is prosecuted from week to week for Sunday trading, has received a cheque for £9 15s. from his supporters to pay his fines and costs for the next quarter.

AMERICANS IN SOUTH AFRICA.—Americans and American commercial travellers have been conspicuous on the steamers leaving Southampton for South Africa during the last few weeks; and the threatened American invasion of South Africa is not likely, judging by the stream of applicants at the Permit Office in Victoria Street, to slacken. The American has been the busiest of all the Embassies in inquiring into and giving the certificates necessary for securing permits, and about 300 Americans have left for the Cape. About a third of this number are mining engineers; the rest, almost without exception, are commercial travellers, keen on capturing business. One of the first of the American interests to enter this field was the American Tobacco Company. For some time a fight has been going on in South Africa between the Imperial Company and the organisation controlled by Mr. Duke. The American Company now proposes to send some of its chief representatives to the Cape with the object of selecting suitable sites for the erection of tobacco factories. It will also cultivate tobacco in the new Colonies, mild American, and not Boer tobacco,

being aimed at. It is significant that the American Consular Agent in Johannesburg, in a letter to the American Department of Foreign Commerce at Washington, mentions that he has had requests for quotations for tobacco machinery and tobacco seeds. He also advises his fellow-countrymen to quote for practically an unlimited quantity of 6 in. drills for mining, for which, he states, there is an unprecedented demand.

SAD ACCIDENT IN A BRISTOL TOBACCO FACTORY.—A sad fatality occurred in Messrs. Edwards, Ringer & Briggs's tobacco factory, Redcliffe Street, on September 2nd, when George Henry Taylor, while engaged in covering electric cables, was watching the ascent of a lift from below when the weight fell, crushing him. He was conveyed to the hospital, but died soon after admission.

COREA HAS A TOBACCO WAR.—The tobacco imported into Corea, which last year reached a total value of £17,425, is chiefly in the shape of cigarettes, a form of smoking which is rapidly gaining favour among Coreans of all classes. These cigarettes are, says a British Consular report, almost entirely imported from Japan, where they are manufactured from a mixture of American and native tobacco; they are very cheap, a box of ten, including paper holders, costing about one penny. This would not appear to leave much margin of profit, but a British company, formed in Kobe some eighteen months ago, has thought it worth while to enter into competition in this trade.

THE NEW TOBACCO COMBINE.—The new tobacco trade combine, the National Provincial Tobacco Company, to which the business of J. & F. Bell (Limited), Glasgow, has been sold, is to include, in addition, the business of Sidney Pullinger (Limited), Birmingham, Aviss Brothers, Coventry, and S. C. Lloyd & Son, Exeter. It is understood that it is intended to include other wholesale businesses.

Dividends.

The Directors of SINGLETON & COLE, LTD., have declared a dividend of 5 per cent. for the half-year, payable at the end of September.

The Directors of JOHN HUNTER WILTSHIRE & CO. LTD. have declared an *interim* dividend at the rate of 5 per cent. per annum, free of income tax, for the half-year ending June 30th.

Fires.

On September 1st a tobacconist's shop in Sheaf Street, opposite the end of Commercial Street, Sheffield, was the scene of a serious fire. The property is at least a century old, and had the flames got a good grip there would have been a hard fight to save the row. The whole of the stock and the house were consumed, but the efforts of the fire brigade were successful in preventing the flames from spreading.

The stores of a tobacconist named Hooper, of 40, Queen's Road, Notting Hill, were severely damaged by fire early on the morning of September 1st.

Foreign.

FRANCE—ST. PIERRE ET MIQUELON.—The French *Journal Officiel* for the 5th August contains the text of a Presidential Decree, dated the 25th ult., modifying as follows the list of exceptions from the General

J. Millhoff & Co. Ltd. will make your cigarettes with your own name and boxes.

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TRADE NEWS AND NOTES—continued.

Customs Tariff of France applicable to imports into St. Pierre and Miquelon from foreign countries—

Tobacco, leaf	100 kilogs.	75 00
" for smoking or chewing,		
" and snuff	"	75 00
" Cigars and cigarettes	"	250 00

SPAIN.—According to a Supplement to the Tariff of Spain which has recently been issued by the International Tariffs Bureau, it has been provided by a Spanish Royal Order that the *seize* duties on cigars of foreign manufacture imported into the Peninsula and Balearic Islands for private consumption are payable at the rate of 30 pesetas per kilog. (10s. 11d. per lb.), gross weight, including the weight of the finer receptacles.

smashing a plate-glass window in the tobacconist's shop of H. T. Herald, 74, Ann Street, and stealing a quantity of tobacco from the window. Mr. D. F. Spiller prosecuted. About midnight Constables M'Elhinney and Jennett observed the accused break the window with some instrument, and put his arm through the hole and abstract the tobacco. He was caught in the act and charged. The value of the glass being under 65, his Worship dealt summarily with the case, and ordered two months' hard labour for the malicious injury and one month for the larceny.

A PALTRY PROSECUTION.—At the South West London Police Court on August 19th, Frederick Sailing, a refreshment-house keeper, of 6, Wellfield Road, Streat-ham, was brought before Mr. Rose, at the instance of the Commissioners of Inland Revenue, for selling tobacco without a licence.—Mr. Simpson, the solicitor to the Inland Revenue, said the defendant held a tobacco licence in respect of the shop in Wellfield Road, but it had been

his habit to sell tobacco, as well as refreshments, to the workmen engaged on the building operations in the Thrale Road estate. On two days in July, 22nd and 23rd, two excise officers visited the estate and purchased from defendant on one day, and from his son on the other, not only tea and cakes, but packets of cigarettes.—Mr. Marriott, who represented the defendant, observed that it seemed rather "playing it low" for the Inland Revenue to trap a boy into selling cigarettes. As a matter of fact, the defendant had no recollection of selling the tobacco to the officers, and his practice was to deliver tobacco only to those workmen who had previously ordered it. He submitted that it was a paltry case.—The Magistrate said the Legislature evidently intended that the Excise Laws should be strictly enforced. The defendant, who was liable to a penalty of £100 in each case, would be fined £4 in all.

New Companies.

GORDON CIGAR COMPANY, LTD.—Registered 5th August. Capital £2,000, in £1 shares. Objects: To carry on the business of cigar, cigarette, and tobacco manufacturers and importers, dealers in smokers' requisites, tobacco growers, &c. No initial public issue. Table "A" mainly applies.

LANKESTER, WELLS, AND BARTLETT, LTD.—Registered on August 16th, with a capital of £2,000, in £10 shares. Object: To enter into an agreement with F. C. Peacock and J. Bartlett, and to carry on the business of wine and spirit merchants, dealers in ales, stout, cider, and mineral waters, tobacco, cigars, &c. No initial public issue. The first directors are W. Potter, R. Cuddon, R. Bullingham, and J. Bartlett. Qualification, £200. Remuneration, £105 per annum, divisible.

Obituary.

DEATH OF MR. MORGAN HUGHES, AMLWCH.—The death occurred on August 15th, at his residence, 1, Melinda Terrace, Bangor, of Mr. Edward Morgan Hughes, tobacco and snuff manufacturer. Mr. Hughes carried on his business, which he founded some forty years ago, at Amlwch, for the first half of which period he personally travelled the North Wales counties, spreading and establishing his business. He was widely known throughout North Wales. He died in his 67th year, leaving a widow and six children.

JOHN EVANS MEDCALFE, 24 years of age, a tobacco manufacturer, of Skeif Road, Liverpool, has succumbed to blood poisoning brought on by accidentally cutting one of his fingers while cleaning a bicycle.

Police.

MALICIOUS INJURY.—At the Belfast Police Court, on August 26th, before Mr. Hodder, R.M., Allen Hunter, a Scotchman, was brought up on a charge of maliciously

PENNY-IN-THE-SLOT GAMBLING. CONVICTION AT OLDHAM.—At the Oldham Police Court, on August 28th, Lees Fielding, proprietor of a small shop at 231, Manchester Road, Hollinwood, was charged with three breaches of the Gaming Act, 1854. The Chief Constable prosecuted, and Mr. Desquesnes (Salford) appeared for the defence. The defendant was before the Court on May 8th, on the same charges, and judgment was reserved pending the result of a similar case which was being taken to appeal. The prosecution related to the use of a machine known as the Tivoli Cigar Machine, manufactured and owned by the Northern Automatic Company, 33, Old Broad Street, London, E.C. It is on the penny-in-the-slot principle, and the penny, after being inserted, is projected towards compartments or openings in the dial. Two of these return the penny to the customer, two retain it in the machine, while the fifth, called the "bull's eye," returns the penny with a ticket for which some small article, such as a cigar, is given at the counter. The question was whether this was a game of chance or a game of skill.—The Chief Constable, after mentioning the circumstances under which the case was postponed, said that the defendant had given an under-

The Cigarette World.

THE Journal for Retailers.

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ON APPLICATION.

ANNUAL SUBSCRIPTION,

1s. POST FREE.

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

TRADE NEWS AND NOTES *continued.*

taking that the machine would not be used pending the decision of the case. That undertaking, however, had been broken, and he had therefore again brought the case before the Bench.—Mr. Desquesnes said that the appeal case mentioned had been abandoned, as they were advised that the appeal in that case must lie to the Court of Quarter Sessions, a court whose decisions would not be binding upon any other court. Therefore he asked the Bench now either to dismiss the summonses or, if they decided to convict, to state a special case for the High Court. As to the undertaking being broken, Mr. Desquesnes explained that that was through a misapprehension, and the machine was used on the instructions of a new manager, who did not know the circumstances. He argued that there was in the use of the machine in question such an ingredient of skill as to make it not an illegal gaming within the meaning of the Act.—The Magistrates decided that there had been an offence, and imposed a fine of 10s. and costs in each of the three cases, but consented to state a special case for appeal to the High Court if desired.

SUNDAY TRADING AT DARTMOUTH.—At Dartmouth, on August 19th, Joseph Scannell, tobacconist, was charged with Sunday trading for the third time.—P.S. Hockridge said he saw persons enter the shop and get tobacco. Defendant said he was going to be a Samaritan that day and give everything away.—P.C. Stoneman said he heard defendant say he was doing it as an act of charity.—Defendant pleaded that as no money passed there was no deal.—The Bench held there had been Sunday trading, and imposed a fine of 5s. and costs.—To a second count Mr. Scannell pleaded guilty "to save time," and the magistrates imposed a similar fine.—Julia Widdicombe, sweet dealer and grocer, charged with a like offence, also denied that money passed, and was fined 5s. and costs.—There was slight hissing in court after each of these decisions.

THE MAYOR IS THE BETTER HORSE.—The Mayor of High Wycombe says the prosecutions there for Sunday trading have actually led to an increase in the practice. His periodical appearance in the police court was made by Albert Kellaway, Mr. Jacob Popp's assistant, on Saturday, August 30th. Recently the fine was lowered to 5s., but on this occasion a penalty of 15s. on each of two charges was inflicted. For selling a penny-worth of snuff, Joseph Pope was similarly punished. The Mayor, who was on the bench, declared that he entirely disagreed with the decision.

A PAINFUL CASE.—At Bristol Police Court, on August 15th, William Lemon (25), of very respectable appearance, was charged that he, being servant to the Imperial Tobacco Co. Ltd., did feloniously embezzle and steal the sums of £420 5s. and £116 2s. 2d. received by him on account of his employers. Mr. J. Inskip prosecuted, and Mr. W. J. Robinson (Wansbrough & Co.) appeared for the defendant. Mr. Inskip said that defendant was a commercial traveller for the Imperial Tobacco Co. Ltd., who felt great regret at bringing the prosecution, which they did not to gratify any feeling of animosity, but as an act of justice to their numerous other travellers. Defendant travelled in Ireland, and had received the sum of £420 5s. from Messrs. Leahy, Kerry & Leahy, of Belfast, on July 4th. He was supposed to account for money received weekly, and his list sent in on August 9th was accompanied by a sheet of remarks in which he said that Messrs. Leahy, Kerry & Leahy "would pay next week. Don't write." The whole matter was brought to light by the defendant writing to the ledger clerk and asking that the accounts should not be sent to certain firms direct, as was the inflexible rule. The accounts were, however, sent, and the affair was then exploded. Evidence for the prosecution in support of this statement having been given by Mr. Thomas Hambley, manager

of the counting-house department, defendant pleaded guilty.—Mr. W. J. Robinson said that his client had borne an excellent character, and a conviction was something that would cling to him all his life. He had a wife and six children dependent upon him, and he asked the Bench that they would let him start again to retrieve his character as soon as was possible in consistency with the ends of justice. His wife and children were ill, and his expenses had been very heavy. He had not used the money in the gratification of any vices.—Mr. Inskip said that the prosecution was only undertaken from a sense of duty.—The Chairman said it was a very painful case. Prisoner had blighted his prospects and blasted the prospects of his family. He had to thank the firm for not pressing the case, and the Bench felt that if they erred at all it was on the side of leniency. He would be sent to prison for three months, with hard labour.

AUTOMATIC MACHINE GAMBLING.—On September 2nd, at Clerkenwell Police Court, Albert Pickard was summoned for permitting 42, High Street, Camden Town, to be used for the purpose of gaming. Mr. Muskett prosecuted on behalf of the police. The premises occupied by the defendant were used as a shooting gallery, round the side of which were ranged a number of penny-in-the-slot machines, which were the subject of the proceedings. The defendant had been warned by the police, but afterwards the machines were still in use. On them a number of youths ventured coins, which were lost or returned, as the case might be, or for which value was given in excess of the coin ventured. One of the machines was described as the "ha'penny wobbler," and delivered to the winner a check for a penny packet of cigarettes. The defendant raised the point that the machines were games of skill as much as his shooting range, with the difference that there was the possibility of gaining something beyond satisfaction. He informed the magistrate that all the machines which were the subject of complaint were in the courtyard, and he invited inspection. Mr. Bros thereupon left the court with the defendant, who worked and explained about a dozen penny-in-the-slot machines. The magistrate came to the conclusion that all of them, with the exception of one in which a pistol was used for firing peas at a target, were unlawful, and he imposed fines amounting to £5, and £3 3s. costs.

SMUGGLING TOBACCO—HEAVY PENALTIES.—John Zimmerman, a merchant, of German nationality, of Mornington Crescent, Camden Town, was charged on remand, on September 3rd, before Mr. Curtis Bennett, at the Marylebone Court, with harbouring and concealing on his premises 164 lbs. of manufactured tobacco, of the single value, with duty, of £43 4s. 8d., with intent to defraud His Majesty's Customs; and, further, with being concerned in importing 336 lbs. of compressed tobacco, of the single value, with duty, of £106 8s., with a fraudulent intent. In the dock with the prisoner appeared his brother-in-law, Henry Hoffmann, also a merchant, of German nationality, living at 20, Newington Causeway, who was charged with being concerned with him in dealing with the 164 lbs. of manufactured tobacco at 15, Mornington Crescent, and in fraudulent evasion, or attempted evasion, of a duty of Customs. Mr. Theodore Ward, from the Solicitors' Department of His Majesty's Customs, prosecuted; Mr. Leonard Wells defended. A third charge was preferred against Zimmerman for being concerned in importing a further 168 lbs. of foreign compressed tobacco, and in all three cases the Commissioners of Customs sued for treble the duty-paid value, amounting in all to £450 8s. According to the evidence, 168 lbs. of compressed tobacco was found concealed under the false bottoms of two large cases containing common earthenware, which were imported into this country from Rotterdam on July 17th, and

TRADE NEWS AND NOTES *continued.*

were delivered at Zimmerman's premises. On the premises being searched a further 164 lbs. was discovered in one of the rooms. The 168 lbs. of tobacco, which was the subject of the third charge, was also found in a case which reached England on July 17th, but was not delivered to Zimmerman, though it was suggested that he was in this, as in the other two cases, both the consignee and the consignor. The case against Hoffmann was that he assisted in unpacking two of the cases, that his name was found on the lid of one of them at 15, Mornington Crescent, and that he was associated with a man named Hamm, who was seen at 15, Mornington Crescent several times, and called there on one occasion with two Dutchmen, who inquired about the tobacco. Zimmerman, in his defence, said that he received the cases at the request of a man named Van D. Loo, with whom he became acquainted at an hotel in Rotterdam, and under whose directions he had acted throughout. Van D. Loo promised, in return, to pay him sufficient commission to meet his rent of 15s. per week. When he opened the cases he discovered to his great surprise that they contained tobacco, and, thinking this suspicious, he consulted his brother-in-law, Hoffmann, who assisted him to unpack them. In the end they came to the conclusion that it would be best to keep quiet. He wrote, however, for an explanation, and Van D. Loo told him not to trouble; it would be all right.—Hoffmann denied that he was in any way connected with the tobacco, and said that the lid referred to was at 15, Mornington Crescent long before the tobacco arrived.—Mr. Curtis Bennett found both prisoners guilty of knowingly importing tobacco into this country for the purpose of sale, with the express intention of avoiding the Customs duty. He ordered Zimmerman to pay in all £450 8s., or in default twelve months' imprisonment; and Hoffmann £262 8s., or in default six months.

MORE COMBINES.

In an interview with the representative of the *Newcastle Daily Leader*, Mr. St. John expressed himself as follows, when questioned as to the intentions of the firm of Messrs. Finlay & Co. Ltd., of which he is managing director:—

"It is not true," said Mr. St. John, "that we have joined any other firms in a combination. We have bought up two very large businesses, which will now practically give us the control of establishments in every part of England and in Scotland as well."

"We have ourselves," he said in reply to a query, "the control of nearly 200 shops or kiosks on the railways, and in purchasing the business of Messrs. W. H. Newman, Limited, of Birmingham and Liverpool, we also get possession of a large business in London. We have also secured Messrs. Benton's business, which extends over the chief Lancashire towns, and increases our hold on Manchester and Liverpool."

"And the object of this extension?"

"It has been forced upon us by the tobacco monopolies. We had contracts with firms in the combine, and we could see that the tendency was to kill our own specialities, with which we have built up our big business, by reducing the quality."

"To secure a dead level uniformity of some of the chief items manufactured by the combines?"

"Yes, to put a stop to competition altogether—to make every tobacconist's establishment a 'tied' shop. That is what the combines are aiming at, and that is largely the direction in which they will succeed, unless they are met with much more active opposition."

"For our own part, we have made a very substantial break away. The acquisition of Newman's business is a much bigger affair than you have been informed. It is not merely a pipe factory, but a manufactory in which tobaccos of all kinds are made, cigarette and cigar cases, and, in fact, all the requisites of the trade. Then we will be able to turn out all our own specialities, and ensure a good supply and keep up the quality our customers have been accustomed to."

"Now," said Mr. St. John, "we can command our own terms from customers. We mean, still as heretofore, to sell everything on the market, only we decline to be 'cornered' into selling special goods. Moreover, we are able to say with confidence that our arrangements made early in Cuba are of such a kind as will give us 25 per cent. advantage over other purchasers of Havana cigars, and not later than October next our customers will find that to be the case."

Finally, Mr. St. John said that his company was negotiating for the purchase of another big business, which controls over fifty shops, and when that is completed they would consider themselves quite competent to withstand the opposition of the big combines.

TOBACCO IN AUSTRIA.

THE following is from the report of Mr. Frank W. Mahin, the United States Consul at Reichenberg, Austria:—The tobacco traffic is a Government monopoly in Austria. All the cigars, cigarettes, &c., are either made in Government factories or are imported by the Government. The sale is conducted through licensed agents, whose number is limited and whose location is prescribed so that competition shall not prevent a lucrative business. The traffic is supervised by an official whose jurisdiction covers a specific territory subdivided among a number of assistants. The tobacco product is bought by the licensed dealers from these officials, and must be sold to the consumer at prices fixed by law, which yield to the seller about 10 per cent. profit from the cheapest and 5 per cent. from the dearest cigars. Hotels and restaurants, which seldom possess a license, must purchase tobacco of the licensed dealers and pay the same prices as individuals. They can fix their own selling price, however, which they do by adding 1 kreutzer (0.4 cent.) to the legal price of a cigar or cigarette.

The cheapest domestic cigar costs 0.6 cents; the dearest, 3.6 cents. The price for 1,000 or 1,000,000 is at the same rate. Each of the different kinds of cigars has a distinctive name, and as it never varies in flavour or quality, the purchaser always knows exactly what he will get for his money.

The tobacco for the domestic product is grown in the southern provinces of Austria-Hungary, in Egypt, and in Turkey, though the better grade of domestic cigars is made partly of Cuban tobacco.

From the official statistics of the Austrian tobacco industry for 1901, just published, it appears that the gross value of the product sold was 213,989,863 crowns (43,439,942 dollars)—an increase of 3,000,000 crowns (609,000 dollars), or 1.4 per cent. over 1900. The average yearly increase for the preceding decade was over 5,000,000 crowns (1,015,000 dollars); therefore, last year's traffic showed a relative decrease, owing, it is presumed, to the general business depression. The decline was especially apparent in this kingdom, Bohemia, where the increase fell from the average of 3.4 per cent. to one-half of 1 per cent. The sale of cigars in Austria positively decreased 1.5 per cent. in number and 1.8 per cent. in value in 1901, as compared with 1900, while cigarettes, being cheaper, showed the marked increase of 6.8 per cent. in number and 7.5 per cent. in value.

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

From the "London Gazette."

Receiving Orders.

BELL, FREDERICK, tobacconist, Market Street, Rhos, Ruabon, Denbighshire. Date of order, August 15th, 1902.

SILVESTER, ANN ELIZABETH (trading as Annie Silvester), tobacconist, 52, Coventry Road, Small Heath, and 21, Jamaica Row, Birmingham. Date of order, August 12th, 1902.

Adjudication.

SILVESTER, ANN ELIZABETH (trading as Annie Silvester), tobacconist, 52, Coventry Road, Small Heath, and 21, Jamaica Row, Birmingham. Date of order, August 13th, 1902.

Notices of Intended Dividends.

BAKER, OSBORNE, tobacconist, 3, Stuart Street, Cardiff. Last day for proofs, August 29th, 1902. Trustee, G. David, 117, St. Mary Street, Cardiff.

BOOTH, BRIDGET, tobacconist, 16, Kirkland, and 185, Highgate, Kendal. Last day for proofs, August 30th, 1902. Trustee, H. G. Pearson, Official Receiver, 16, Cornwallis Street, Barrow-in-Furness.

WEBBER, WILLIAM HENRY, tobacconist, St. Columb, Cornwall. Last day for proofs, September 6th. Trustee, G. A. Jenkins, Official Receiver, Boscawen Street, Truro.

Notices of Dividends.

BENNETT, FREDERICK WILLIAM JOHN, late tobacconist, High Street, Blackheath, Staffs. First and final, of 2s. 2d., payable on August 27th, 1902, at the Official Receiver's Office, 199, Wolverhampton Street, Dudley.

HUGHES, FREDERICK WILLIAM, late tobacconist, 21, Bridge Street, Evesham. First and final, of 1s. 6d., payable on September 1st, 1902, at 174, Corporation Street, Birmingham.

Notice of day appointed for proceeding with Public Examination adjourned *sine die*.

STRAUSS, SOLOMON, tobacconist, 363, Commercial Road, E., and 291, High Street, Leyton, Essex. At Bankruptcy Buildings, Carey Street, Lincoln's Inn, W.C., November 4th, 1902, at 11.30.

First Meetings and Public Examinations.

BELL, FREDERICK, tobacconist, Market Street, Rhos, Ruabon, Denbighshire. First meeting, September 3rd, 1902, at 12 noon, at Crypt Chambers, Eastgate Row, Chester. Public examination, September 16th, 1902, at 12 noon, at County Hall, Wrexham.

FIRTH, EDWARD, 10, Bradford Road, Dewsbury, tobacconist. First meeting, September 11th, 1902, at 3 p.m., at Official Receiver's Offices, Batley. Public

examination, October 7th, 1902, at 2 p.m., at County Court, Dewsbury.

Partnership Dissolved.

HEAD, ALFRED R., and JOHN E. BEASLEY, cigar manufacturers, 7½, Northgates, Leicester.

In the Matter of

BEYNON & STOCKEN, CIGAR AND TOBACCO MERCHANTS.—The debtor, Francis Dyson Lacy, carried on business as above at 10, Gracechurch Street. He attended for his public examination before Mr. Registrar Hope on August 28th. The statement of affairs showed liabilities amounting to £10,398 16s. 7d., of which £8,121 9s. 7d. was expected to rank, and estimated net assets £1,387 16s. 6d. Mr. H. E. Burgess appeared as the

Assistant Receiver. The debtor stated in the course of his examination that in 1896 he became the manager of the business of cigar and tobacco merchants carried on at 10, Gracechurch Street, under the style of Beynon & Stocken. In March, 1899, he purchased the business from his employers for £6,513 "all at." He thought at the time he was giving a fair price for the business, but he found afterwards that he had given too much. His liabilities now included £4,121 for borrowed money, £1,951 for trade debts, and £321 for personal debts. His failure was partly due to want of capital. He took no steps to ascertain how he stood until March last, when a balance sheet was prepared, and showed that he was deficient to the extent of £5,417. He then became aware that he had been trading at a loss for some time. He was informed by the accountants that there had been defalcations amounting to £2,500. He had drawn at the rate of £1,100 per annum, and now admitted that the amount was too much. The examination was concluded.

ALFRED EDWARD MILES.—At Nailsworth Bankruptcy Court, on August 22nd, a first meeting of the creditors of Alfred Edward Miles, tobacconist, Fountain Street, Nailsworth, was held at the Official Receiver's office. Debtors statement of affairs showed liabilities £92 9s. 6d., and £5 17s. as assets, from which £2 0s. 2d. for rates was deducted, leaving a deficiency of £88 12s. 8d. The debtor was present but no creditors, and the affairs were left in the hands of the Official Receiver. The creditors who proved were Messrs. Lambert & Butler, Ltd., Drury Lane, London, tobacco manufacturers, £12 15s. 6d.

G. T. DUNCAN.—At the London Bankruptcy Court, on September 2nd, an application was made to Mr. Registrar Linklater to confirm schemes for the arrangements of the affairs of G. T. Duncan, formerly of Leith and Liverpool, then of London, tobacco broker, trading

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.

Palatable **Paladinis** are welcomed in **Palaces**. Get prices from Millhoff.

in partnership with O. F. M. Haeffer as G. T. Duncan and Co., formerly of Leith. The schemes had reference to the joint estate of the firm and the separate estates of the two partners. Under the joint estate a cash composition of 7s. 6d. in the pound and costs was to be paid, and under the separate estates 20s. in the pound. The schemes were subject to certain provisions as to the withdrawal of claims of creditors under seal. It appeared that these provisions had not been carried out to the satisfaction of the Court and his Honour refused to confirm the scheme.

Women in the Tobacco Trade.

A WRITER in *The Tobacco Leaf* discusses the above problem as follows, and we need hardly add that we are of the same opinion as to the value of the fair sex from the business point of view:—

A few weeks ago I ventured the opinion that there is a great opening for women in the cigar trade, despite the fact that so far none of the fairer sex has made a startling success of it behind the counter. A writer in the *Retailers' Journal* now comes out with an article in which he takes an extremely pessimistic view of this subject. Among other things he says:—

"The woman behind the cigar counter is a failure. Nine years of observation and experience convinces me that a man is seeking poor interest on his money when he puts a woman behind the counter, either as a partner or clerk. Now, I do not make this statement in rancour, or offer it as a prejudiced opinion without substantial proof of its truthfulness. This you will admit, that while many women are born salesmen (that being the term used), yet their temperament unfits them for the position of saleswomen in cigar stores. The simple reason is this: The woman brings the natural element of her sex into the question, and will do fancy work, knit, and superintend to a degree the raising of her own and her neighbours' children while engaged in the store work. Take the woman inclined to do fancy work behind the counter; a man who is in a great hurry comes in and wants a cigar. She has to stop and fix in her mind's eye the last stitch, put the thread in a certain position so that it won't tangle, then carefully lay the whole in a workbasket or in a clean spot. This seems a little thing, but two minutes have been consumed, and the customer is in a hurry. One other thing about the woman in the cigar store. The younger element among the male sex are always seeking an excuse to hang around the best of regulated stores to exchange gossip with the local wits. With a man manager they dare not trespass too far, but with a woman in charge of affairs it is different. A woman desires and demands attention from the opposite sex—and gets it. If she is in a cigar store, one would think she would become surfeited. She never does; and when some gallant, more daring than his confreres, takes the time to tell his tale to his 'lady love,' the customer in a hurry is compelled to go to the drug store to supply his wants. Then again, a woman has not the requisite taste to keep a cigar store in good order. To be sure she will fill a cheap vase with imitation flowers and place them where the really good lithographs which manufacturers get out to advertise their goods ought to be. She will bring sofa pillows made out of a lurid hue of gingham to the fore. She will place a rocking-chair in the middle of the floor, put a piece of gum in her mouth, don a white apron, pick all the murder and suicide cases out of the morning and evening papers—then she is ready for business. In window-dressing she is *nil*. Just wishing to lodge one more charge against her, allow me to state that she does not and will not keep the windows clean. In this regard she is pre-eminently small; she will neither do it herself nor pay to have it done; and as long as light will penetrate through the glass on bright

days, dirt may accumulate till fall or spring comes. Then she is out for a clean-up that is often as fatal in its thoroughness as it was slothful in its commencement."

I fly to the defence of the women—not altogether in a spirit of chivalry, but as a matter of justice. The writer of the above article is either prejudiced or facetious. Fancy work is not affected by the city woman of to-day, and the average twentieth century girl couldn't tell you the meaning of a "drop stitch." Neither does she, from my observation, allow her love of flattery and attention from the opposite sex to interfere with the performance of her business duties. As to the artificial flowers—well, I have yet to meet the woman who admires them anywhere except on her own bonnet. The girl of these days wants the real thing or none at all. And as to the allegation of uncleanness—that is as unfair as it is unfounded.

NEW LINES.

MESSRS. B. MURATTI, SONS & CO. LTD. have just placed on the market two new brands of cigarettes—Kar-Dash and Ko-Zak. The Kar-Dash cigarettes are of Egyptian blend, and are packed in neat boxes holding



25 pieces to retail at 1s. The tobacco used is of capital quality and flavour, and this should prove a most saleable line. Ko-Zak cigarettes are a Russian blend, and can be had either with or without mouthpieces. They retail at



the low figure of 7½d. for the packet of 20, and are remarkably good value. They are very mild and delicate in flavour, and should be highly popular. Both lines show over 25 per cent. profit to the retailer, and we recommend our readers to give them a trial.

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

SMOKE, SMOKES, AND SMOKERS.

We venture to make the following extracts from a most interesting article, by Mr. A. Waller Myers, in the current number of our bright contemporary, "The Royal Magazine":—



It is said that we owe Newton's law of gravitation to a pipe; and no doubt, if the fact had only been recorded, Sir Isaac saw the apple fall to the ground through a maze of tobacco smoke. And but for tobacco we might never have looked into the minds of Thackeray, Spenser, Carlyle, or Tennyson, to name only a few of the great writers who found their inspiration in the fragrant weed! Of living literary giants, it is only necessary to mention George Meredith, Kipling, and Hardy, who cannot work without tobacco.

Whether we smoke too much, or smoke those products of trusts and combines which are not altogether as good as they might be, is another question, which even the recent Tobacco War has not solved. The undeniable point is apparent on all sides, that we have become a smoking nation, from the King downwards. Are we a better nation on that account? Lord Salisbury, like the late Mr. Gladstone, doesn't smoke and has been heard to condemn smoking; he would probably answer "No." But Mr. Chamberlain smokes. Who shall say, when statesmen disagree?

That the King enjoys a cigar is a matter of common knowledge. His Majesty is an inveterate smoker, and has been heard to say, figuratively speaking, that he would sooner relinquish his Crown than his cigar. The cigars which the King smokes are not on sale to the general public. They are made specially in Havana in consignments of a thousand. The very best leaves are used, and the most expert hands in the factory employed to roll them. The workman who makes the cigars for King Edward receives about one shilling for every one he finishes. In Havana these cigars cost over four shillings each.

According to the English custom, the King smokes most after the mid-day meal. When writing his letters and doing State business at the Palace, rarely is he without a cigar; after dinner, never—unless he goes to the play or is in the presence of ladies.

Many stories are told of His Majesty's devotion to the weed. During his visit to Canada in 1859, he and his party found themselves on the prairie, shut off, as it were, from civilisation. The Prince, as he then was, proposed a smoke, to which all agreed. Consternation! It was found that the whole party could only muster a single match between them. If that were to go out, the day's enjoyment would be spoiled. Lots were drawn to decide who should light it—a terrible responsibility. The lot fell on the Prince. Sheltered from the wind by his companions, he successfully accomplished the feat, but afterwards declared it was the most exciting and nervous moment of his life.

On another occasion, King Edward was strolling in a lane near Sandringham, when he found himself bereft of matches. He approached a small wayside cottage and asked the good dame who came to the door for a light. The woman, recognising her visitor, was naturally abashed, and more so when she discovered that the only box the hut boasted had been taken to the plough by her husband. The King, however, espied a fire burning in the grate, and, taking a piece of paper from his pocket, deftly rolled it into a spill, lit his cigar, and left a curtsying and delighted woman behind him.

Yet another anecdote, which illustrates, if that were necessary, His Majesty's goodness of heart. Two painters were employed in the grounds of Marlborough House, when they noticed the approach of its Royal owner, puffing a morning cigar. As he passed them the Prince carelessly threw the fag-end on to the ground. In a moment there was a scuffle between the two workmen for the prize. Hearing the sound of it the Prince looked over his shoulder, stopped, and came back to where the men now stood with bashful eyes cast on the ground.

"Well, my men," was the question, "what's the matter?" Neither could summon up the courage to answer. "Don't be afraid to say," were the reassuring words.

At last one of the fellows blurted out that they had been fighting to secure as a keepsake the cigar-end which the Prince had just abandoned. With a smile the then Heir-Apparent turned on his heel, went briskly into the house, and returned in a few seconds with something in his hand. "Here," he said good-naturedly, "is something better. Let the sweeper pick up the other." Speechless, the two painters found themselves the recipients of two choice cigars, inscribed with the royal monogram and nearly nine inches long. Need we say that those cigars have never been smoked; gold would not buy them.

The Kaiser is another celebrated smoker, and his cigars, which also come from Havana in special boxes, are nearly as choice as King Edward's. They are not so big, however, and take a much shorter time to consume. The German Emperor smokes less than his uncle, and most when the immediate pressure of State business is over.

Like the King, the Kaiser once sought a light when out unattended. This he could only obtain from a small boy smoking a cigarette, the end of which was offered to the Emperor for the purpose. But what did it matter? The Kaiser got his light and the boy got a 20-mark gold piece, besides the thanks of his Emperor.

Nearly every other monarch loves his cigar or cigarette. The Emperor of Austria, the King of Italy, the Tsar, even the Queens of Roumania and Portugal, all smoke constantly; and the Sultan smokes most of all, possibly because he pays nothing for the luxury.

Of other members of our own Royal Family, there is not a single non-smoker among the men. The Prince of Wales is a lover of the cigarette as well as the cigar. The Duke of Connaught does not smoke nearly so much as his only brother. The veteran Duke of Cambridge and an after-dinner cigar are inseparable.

Turning to politicians, it has already been stated that the ex-Premier is not a smoker. Mr. Balfour does not follow his uncle in this respect, for, though he is said never to read the newspaper, he reads much else to the accompaniment of a soothing cigarette. Mr. Chamberlain, as everybody knows, smokes hard—usually a cigar, carrying it at a slightly inclined angle in his mouth. At Highbury, however, his Birmingham seat, the Colonial Secretary may be seen with a pipe, and one usually rests on his desk ready for use. When Mr. Chamberlain was taken to the hospital after the unfortunate accident which occurred to him last July, his first request was to be taken to a ward in which smoking was permitted.

Mahomet went to the Mountain. If you want Mahomet Cigarettes go to Millhoff.

SMARTEN UP

BY JACK - JONES · C AND C



Aug. 7th, 1902.

DEAR BOY,

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

Yours, to smoke,

“**JACK JONES.**”

JACK JONES CIGARETTES 10 FOR 2½¢ 18/-per1000.
TRIAL SAMPLE PACKET FREE. 20% DISCOUNT FOR QUANTITY.

SIDNEY PULLINGER LTD

41, CANNON STREET, | FINEST CIGAR MAKERS
FACTORIES. BIRMINGHAM. | IMPORTERS AND
NOTTINGHAM. | CIGARETTE MANUFACTURERS.

Bismarck was a smoker of smokers. He inhaled cigars on the chain system—one after the other all day long. In connection with this love of nicotine a very characteristic anecdote is recorded of the great statesman.

It was during an important European congress at Vienna. All countries were represented by some distinguished diplomat or other. At the sittings, which lasted sometimes many hours long, every member had to appear in Court dress, and as for smoking, such frivolity was quite out of the question. But Bismarck determined to change all this. He found that without his cigar he did bad business. So one morning he strolled casually into the gorgeous apartment where the delegates were assembled, and they beheld with feelings almost akin to terror that he was dressed in an old shooting-jacket, and had a great black cigar between his lips! This dramatic measure was, however, completely successful, the gatherings becoming henceforward much more comfortable. "But," remarked the great German, "I had to drink a pint of port before I could screw my courage up to the point."

Nearly all our leading authors smoke, and all our playwrights. Mark Twain, to return to America for a moment, declares tobacco has been his foster mother, and his guiding star in maturity. It is a moot point, says Mr. W. A. Penn, his biographer, whether he smokes 300 or 3,000 cigars a month. But cigars "merely represent his nicotian dessert; his solid meal of tobacco is taken from a corn-cob pipe."

Tennyson was another smoker. Shortly after returning from a tour in Italy he met one evening Lord de Tabley, I think, at some friend's house. After dinner Tennyson and De Tabley took a stroll in the garden, a cigar between the lips of each.

"Well, Tennyson, and how did you enjoy your holidays?"

"H'm," grunted the poet, "pretty well."

"Oh, how's that?" asked his lordship in astonishment.

"Well, you see," replied Tennyson, "there wasn't any Cavendish to be had in Italy. And where the beautiful picture or ruin or landscape that doesn't appear ugly unless you have a pipe in your mouth?"

And Tennyson was a poet!

Mr. Swinburne, on the other hand, is an ardent enemy of "My Lady Nicotine." The tale goes that many years ago the poet was at some club in Pall Mall when suddenly he felt his spirit stirring to write an ode. A piece of paper he had with him and a pencil, but there was no room in the club in which some individual or other was not enjoying the fragrant weed. And the fragrance of the weed is destructive of Mr. Swinburne's inspiration. From room to room the poet wandered, and finally lost his temper, and delivered himself as follows:—"James the First was an unutterably abominable scoundrel, and I hate, loathe, execrate him; but he was the world's greatest benefactor, because he beheaded that fiend, Sir Walter Raleigh!"

As corn-cobs smoke very rawly at first, Mark Twain hires a man to break in his pipes for him. When it has been efficiently seasoned, the humorist takes the pipe, adjusts a new stem to it, and draws through it until the thing is past all service.

Mr. Kipling patronises the corn-cob, and has a box full at Rottmangean. He is also addicted to a briar, to light which there is a rumour that he has destroyed many uncompleted poems that might, with better luck, have been published to the world. Suffice it to say that the author of the "Recessional" smokes a great deal, both indoors and out; he is one of those geniuses who would be the most miserable of men without tobacco.

Mr. Cutcliffe Hyne is another author whose ability to write is made conditional on the presence of a pipe. Some men have a habit of smoking furiously immediately

the match has been applied, then less vehemently as the bowl begins to heat, and finally allow the pipe to go out unconsciously. This is not Mr. Cutcliffe Hyne's way of going to work. He must smoke every minute he is writing, or he mustn't write at all. The instant his pipe goes out and smoke ceases to ascend to the ceiling, his pencil—for Captain Kettle was created with a pencil—drops automatically out of his hand, as if released by an invisible spring. Until the first is relit the second refuses to write down another word. Such is the force of habit. Boys begin with cigarettes when they are training to smoke a pipe; ladies rarely get to the second stage. Yet, despite their craving for the gentlest whiff, Englishmen have not yet mastered the art of making their own cigarettes. Watch the average Londoner engaged in the task, and you are soon convinced of this fact; his labour is painful and the result usually a dismal failure. How we differ in this respect from the Brazilian and the Spaniard! M. Santos-Dumont can roll a dozen cigarettes while an Englishman is fumbling with one. There is a knack, of course, and some of us have acquired it; but the majority gladden the heart of the tobacconist, who notes the sumptuous waste that usually accompanies the process.

Of cigarette lovers, Mr. Robert Hichens, the author of "Flames," Mr. E. F. Benson, of "Dodo" fame, are notable examples.

Mr. Labouchere, the cynical and witty politician, never smokes anything but a cigarette. To enter "Labby's" library in Palace Yard, Westminster, and find its owner without a gold-tipped cigarette in his mouth, would seem like entering Trafalgar Square to find the Nelson column removed. It is said—we know not with what truth—that the Member for Northampton contracted the habit of smoking cigarettes when a boy at Eton, and, finding that masters overlooked the offence, believed that smoking was essential to his normal appearance, and so smoked ever since, and always cigarettes.

Mr. R. C. Carton is also devoted to the mildest form of smoking, and most of his brother dramatists follow his suit; indeed, the stage and the weed are so closely bound together that nothing but a prohibitive tax on tobacco would dissolve the partnership. When smoking was at one time regarded with uplifted hands by society and only practised in the stables, the villain was always chosen to puff the "obnoxious thing" on the stage. All that is changed now. Cigarettes even appear in my lady's boudoir, and are rarely absent from the theatrical drawing-room.

Some famous actors, like Mr. Beerbohm Tree and Mr. William Gillette, are adepts at smoking on the stage, which is by no means so simple as it would appear. To keep a cigarette alight during a spirited dialogue is not a very easy task; and a pipe is worse, as William Gillette will tell you. But Sherlock Holmes without a pipe would be impossible, and so the actor who sustained this part used always to employ very light tobacco which would burn for hours almost without losing its capacity for supplying smoke.

Mr. Charles Hawtrey and Mr. George Alexander have smoked thousands of cigarettes on the stage; not smoked them through, of course; but sufficiently long to sustain the "gentlemanly" part for which they were cast.

We will not go so far as to say that certain well-known actresses are inveterate cigarette smokers off the stage; the contrary is known to be the case. But they certainly enjoy a whiff now and then in the sanctity of their own boudoirs.

Lastly, there is very little need to add that the artistic profession, almost to a man, is devoted to tobacco. Mr. Phil May has never been seen without a cigar, and there is a creditable legend about that the cigar is in his mouth when he is asleep. What Mr. Shannon can have been thinking about to omit it in the excellent portrait he painted of the inimitable *Punch* artist for this year's Academy probably only he himself could tell.

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

SINGLETON & COLE, Ltd.,

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

MIXED PARCELS,

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

In Times like the Present

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

SEE OUR LATEST TERMS AND DISCOUNTS.

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

Our System for years has given to Tobacconists the

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SPECIAL BRANDS, &c., &c.,

and you may always rely upon getting all goods at

ROCK BOTTOM PRICES.

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ALL ADDRESS NECESSARY—

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PRESIDENT ROOSEVELT AND THE TRUSTS.



WE have so often commented upon the alarming proportions of the trust out in America that we make no apology for reproducing a very thoughtful article from *The Financial News* on the above subject. We also deal briefly with the matter in our editorial columns.

The Presidency of the United States is—we would not speak lightly of dignities, but it is a curious institution. The holder of the office combines in his person the supreme sovereignty of the country (which, even in other Republics, is carefully dissociated from party politics) with party leadership, involving vigorous controversial propaganda. But the combination, though unique, issues in startlingly forcible effects when the President does talk. And the world, as well as the citizens of the United States, is listening open-mouthed to Mr. Roosevelt's speeches during the campaign now in progress. For events in the United States are assuming ever greater importance, and affording ever greater interest, to the world outside the United States. Particularly is this the case with economic developments in America. Thus universal comment has been provoked by Mr. Roosevelt's references to the trust problem. That problem looms particularly large in the United States; but it is growing in Europe. England knows the "combine"; it is to be officially investigated in Germany; Russia wants an international conference upon the subject; even in France, where trusts are supposed not to exist, the question is followed with some eagerness, because foreign trusts, and particularly American trusts, can make themselves felt beyond their own national borders. The Morganatic marriage of the shipping lines has recalled us to this aspect of the case in England, and the United States Steel Corporation will provide another reminder when the American market for its wares slackens. Trusts are powerful engines of aggressive commercial warfare in foreign markets—a point of importance to note *en passant*, since this characteristic should endear them to the nation whence they emanate, if that nation has expansionist economic ambitions. In America such ambitions flourish luxuriantly; yet Americans—we speak of the great majority—are displaying terror, rather than affection, towards their trusts. This averseness seems to have entered into high political places also. The Democratic Party gives to anti-trustism an honoured place in the forefront of its programme; but the Republican Party likewise, in the person of the President, shows a disposition to follow suit.

Perhaps this is only real friendliness, after all. Perhaps the President sees that dislike and fear of trust developments have captured the American public so completely that it is best for the Republican Party to attempt a moderate attack upon the unrestrained freedom of the trusts, in order to placate the electorate, which might else, in its disappointment, support the Democratic Party—when worse things might befall the trusts, as well as the Republican Party. There are phrases in Mr. Roosevelt's speech which point to this theory, just as the financial relations of the Republican Party make it also *prima facie* improbable that it has any real unfriendliness towards the trusts. But the main question is not what are the private opinions held by Mr. Roosevelt and his fellow Republicans, but what they propose to do. What Mr. Roosevelt proposes in a general way is

to vest in the Federal Government control of the trusts. But that is very vague. Nor does Mr. Roosevelt seem to have got any farther upon the path of definiteness since he first referred to the subject, in his Presidential Message, last December. Rather, he has gone back further into the vague. Then he proposed several more or less definite legislative enactments—the Government right of inspection of a trust's affairs; the drawing of a distinction between corporations working within a State and those doing an inter-State business, the latter to be regulated and supervised, apparently after the fashion of banks; the appointment of a Secretary of Commerce and Industries, in whose hands all these matters would lie; the enactment, if necessary, of a constitutional amendment to furnish any powers that may be lacking. This programme leaves much to be desired on the score of definiteness, but it is detail itself compared with the references to trust legislation in Mr. Roosevelt's speech. From that nothing more definite can be deduced than that "the immediate need in dealing with trusts is to place them under the real, not nominal, control of some sovereign, to whom, as its creatures, trusts shall owe allegiance, and in whose courts the sovereign's orders may with certainty be enforced. The sovereign must be the national Government. When it is given full power that power can be used to control any evil influence."

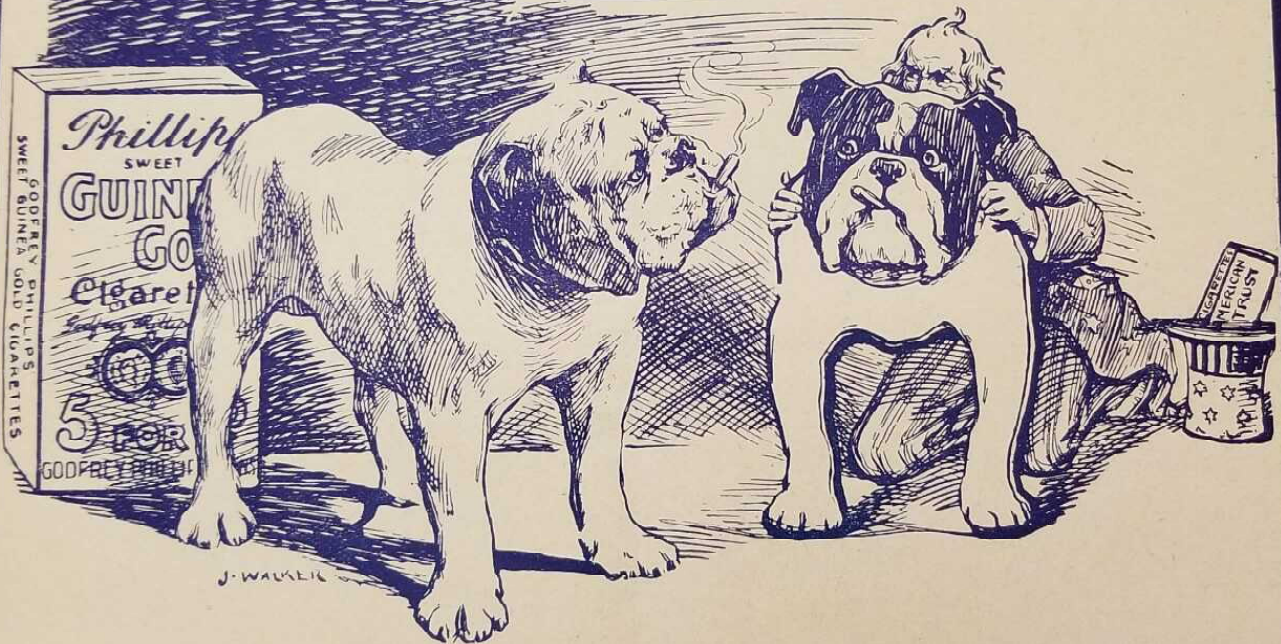
After eight months of gestation the programme hinted in the Presidential Message is diluted into this! Does it not suggest that the President finds the task of regulating or controlling trusts much more difficult than he thought? Does it not also suggest that the President is just marking time with the principle, hoping that schemes for applying the principle will some day turn up? Of course, we may be wrong. It may be that the President has formulated his plan, that his campaign speech is merely a preliminary flourish of trumpets to the disclosure of his projected legislation, the details of which he does not want to make public in advance. Perhaps a startling measure, or series of measures, is shortly to be laid before Congress. In that case Mr. Roosevelt will prove himself to be a man of resource. That a Secretary of Commerce and Industries should be appointed is likely enough; but that, except as an item in a large scheme, is not a momentous event, and will not give the trust managers many sleepless nights. A measure for forcing all corporations to publish accounts and to allow Government inspection, or to allow it in default of the former, is likely; and it would do a little, not towards controlling trusts, but towards checking the disagreeable habit of secrecy in which some of them indulge. But we are still upon the mere fringe of the question. Effective control of trusts, as the public understands it, means the prevention of monopoly and the assurance of cheap prices. And to attempt to achieve this would be about as delicate and difficult a task as any Government could find to grapple with. The attempt would have its grave dangers also. The Government might enact that wherever it could be shown that a corporation was using its monopolist power to charge extortionate prices the tariff protection would be removed; but we doubt if the Steel Corporation, organised as it is now and as it will be, would worry very much about that. It would take other steps to kill foreign competition. The movement towards the international organisation of trusts would be stimulated.

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

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

The Real English Bulldog,

NOT THE SHAM



5 A 1^{d.}

The Real Godfrey Phillips' GUINEA GOLDS,

Not the Foreign Imitations.

Something, however, might be achieved in that direction ; but it would be very difficult, and very liable to serious, and even fatal, abuse, were an extremely democratic administration in power. One of the great perils of trust legislation is that it would play better than anything else into the hands of the Socialists. Pursued to a certain point, it would become Socialism. We hope, therefore, that Mr. Roosevelt will keep steadily in mind that passage in his own Presidential Message in which he declared that "in dealing with business interests, for a Government to undertake, by crude and ill-considered legislation, to do what may turn out to be bad, would be to incur a risk of such far-reaching national disaster that it would be preferable to undertake nothing at all."

SLEEPY SHAREHOLDERS.

A CURIOUS story of a long-drawn-out liquidation has just come to light. It relates to the Swedish Match Company, Ltd., which, it appears, has been carried on by a liquidator since October, 1899. Since that date the liquidator officially appointed has carried on the business successfully, and has paid off nearly two-thirds of the debentures.

According to the last statement of affairs, the excess of liabilities over liquid assets is only about £10,000, while the ledger value of the business and factories is placed at £88,514. Under these circumstances it is extraordinary that the shareholders have never met together to devise a scheme of reconstruction. Perhaps the light shed upon the subject will awaken interest in the venture on the part of the shareholders if they are still alive and have not forgotten that they once sunk £78,000 in the venture.

Upon the appearance of the above information in the press there followed the usual letters from inquiring shareholders, and the liquidator of the concern came in for criticism. From the appended extract from the reply published in *The Financial Times*, it will be seen that the shareholders have only themselves to blame, but fortunately it is not too late, and we hope the company may eventually pull round. We think the creditors and shareholders owe a great debt of gratitude to Mr. Ogden for the way he has carried on the concern.

To the Editor of *The Financial Times*.

Sir,—My attention has been called to a letter in your columns of the 20th inst. over the signature of "Still Alive," *re* the Swedish Match Company, Ltd. I fully recognise the courteous tone of your correspondent, but as I fear the erroneous inference will be drawn from his letter that no effort has hitherto been made to effect a reconstruction of this company, I shall be much obliged by your allowing me to state the following facts:—Six months after my appointment as official liquidator I called a meeting of the shareholders, and, after explaining the position of the company and my belief in its ultimate success, proposed that they should subscribe sufficient fresh capital to liquidate the preferential claims and take the company out of liquidation, but no financial response was made to my proposal. In July, 1891, I submitted a scheme of reconstruction to the Court, and was authorised to put it before the shareholders, which I forthwith did, the result being as stated in my subsequent printed report to the shareholders. "This scheme was with few exceptions approved in writing by all to whom it was addressed, but in consequence of the very limited and entirely inadequate subscription to the requisite preference capital, it was found impossible

to carry out the reconstruction." In the year 1891 I formulated a revised scheme for reconstruction, which the profitable working of the business for the two preceding years enabled me to construct on lines much more favourable to the shareholders than the scheme submitted in the year 1891, but again I had to report—"I regret to say that this scheme was found impracticable through the failure of the shareholders to subscribe the necessary capital." Since then at various intervals I have put myself in communication with some of the largest shareholders to ascertain if they were prepared by financial aid to assure a reconstruction on terms which I could submit to the Court for approval, but without success.

My own views upon the matter are already expressed in my report to the shareholders of 23rd May, 1893. I said:—"As Receiver I have been enabled to pay out of realised profits, in reduction of the debenture debt and of the company would, I believe, be still more successful if carried on without the necessary restrictions incident to a business being under official control, and I append herewith a proposal for reconstruction for your consideration." These views I still hold, and shall be prepared at any time to carry into Court for approval a scheme for reconstruction if the shareholders will give me the necessary assurance that they are prepared to find the additional capital that will be required.

I am, &c.,

W. T. OGDEN.

Finsbury Pavement House, E.C., 26th August.

Smoking under Difficulties.

THAT cigarette smoking is a fixed habit with certain young Society women was proved recently by an incident on one of the outward-bound steamers. A girl smoking in her state-room one day was reprimanded by the steward in tones so firm that she feared to try it again. There came a day very soon, however, when smoke she must, so she borrowed a monkey wrench, unscrewed the port, took off her skirt, keeping on the knickerbockers she wore under it, donned her covert coat, and, with a tam-o'-shanter well pulled down over her ears, put her head out of the port-hole, and smoked in peace if not in comfort. After she had finished one cigarette she wanted another, but to her dismay her head would not go back through the hole. She wriggled and twisted and turned. The hole had shrunk or her head had swollen, and she could not twist or coax it in. There was a cold wind blowing and the situation was becoming serious. Hopes of her room-mate coming began to grow dim, and her head ached with the strain. After calling vigorously for some time the door at last opened, and a man's voice shouted: "Hullo, young fellow! Been smoking, I see. If I were your mother I'd trounce you within an inch of your life. I've a great mind to call her now, you confounded little idiot!" Jumping on the sofa, with many twists and turns, several very emphatic words, and a few gentle kicks at knickerbockers, the head was coaxed in. The owner of it sprang down, pulled the coat about her, and sat on the sofa. "Thank you, very much," she said. "You have positively saved my life." "Great Scott!" said the man. It was the pretty girl of the steamer, the one he had been wanting to meet ever since they had left New York, and here she was, and here he had sworn, threatened, and shaken her. There was nothing to say, so, manlike, he retreated to his own state-room and slammed the door.

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



FABRICANTES DE TABACOS

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

Lords of England

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

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

Regalia Britannica

Princessas

*In 100's and
50's.*

WHOLESALE ONLY, FROM THE MANUFACTURERS:—

R. I. DEXTER & SONS, LTD.,

NOTTINGHAM.

THE TOBACCO MARKETS.

Messrs. PRINGLE BROS., of 102, Fenchurch Street, London, report as follows under date, September 1st—

Rather more business in NORTH AMERICAN TOBACCO last month than in the two preceding months.

The August Imports were—2,483 Hhds.; Deliveries 1,356 Hhds.; the present Stock being 33,057 Hhds., against 30,979 Hhds. in 1901; 36,422 Hhds. in 1900; 26,809 Hhds. in 1899; 26,707 Hhds. in 1898; 25,282 Hhds. in 1897, and 24,483 Hhds. in 1896.

VIRGINIA LEAF AND STRIPS.—Have been dealt in to a moderate extent.

WESTERN LEAF AND STRIPS.—A few sales have been made.

OHIO.—Enquired for, but no stock on hand.

CHINA.—Small business.

JAPAN.—Fair supply on hand of suitable tobacco.

TURKEY.—Quiet. JAVA.—Not much doing.

DUTCH.—Moderate business. CAVENDISH.—As usual.

THE FOLLOWING QUOTATIONS MAY BE TAKEN AS REPRESENTATIVE OF THE MONTH'S PRICES.

	Per lb.
Virginia Leaf, common, middling and semi-bright color, and good to fine	4d. @ 7d.
Strips, common, middling and semi-bright color, and good to fine	6½d. ,, 1/3 5d. ,, 8d.
Kentucky Leaf, common, middling good and fine	8d. ,, 1/3 3½d. ,, 5½d.
Strips, common, middling good and fine	7½d. ,, 9½d. 4½d. ,, 7½d. 8d. ,, 11d.
Maryland and Ohio	4½d. ,, 10d.
Negrohead and Cavendish—common and heated, middling to good, fine, bright and soft pressed...	4d. ,, 1/3
Columbian	3d. ,, 2/
Java	4d. ,, 10d.
Turkey	4d. ,, 11d.
Japan	5d. ,, 8½d.
China	4½d. ,, 7d.
Sumatra	7d. ,, 5/-
Latakia	,, 3/6
Paraguay	3d. nom.
Greek	3d. @ 5d.
German and Dutch	4d. ,, 1/4
Manilla	3d. ,, 4/-
Havana	8d. ,, 5/-
Yara and Cuba	5d. ,, 2/-
Esmeralda	7d. ,, 10d.
Cigars	1/3 ,, 40/-
Cheroots and Cigars, Manilla	2/- ,, 3/-

BOARD OF TRADE RETURNS, month ended 31st July.

TOBACCO.	1900.	1901.	1902.
	lbs.	lbs.	lbs.
Unmanufactured f from U.S.A.	—	—	12,290,083
Stemmed \ ,, other Countries	—	—	173,315
Total Imports	—	—	12,463,398
,, Home Consumption .. .	—	—	5,509,964
Unmanufactured f from U.S.A.	—	—	1,555,601
Unstemmed \ ,, other Countries	—	—	396,758
Total Imports	—	—	1,952,359
,, Home Consumption .. .	—	—	1,310,763
Total f from U.S.A.	7,622,349	8,912,760	13,845,684
Unmanufactured \ ,, other Countries	738,969	916,014	570,073
TOTAL IMPORTS	8,361,318	9,828,774	14,415,757
,, HOME CONSUMPTION .. .	5,665,484	4,973,680	6,820,727

BOARD OF TRADE RETURNS, seven months ended 31st July.

TOBACCO.	1900.	1901.	1902.
	lbs.	lbs.	lbs.
Unmanufactured f from U.S.A.	—	—	32,345,180
Stemmed \ ,, other Countries	—	—	1,638,057
Total Imports	—	—	33,983,237
,, Home Consumption .. .	—	—	36,933,838
Unmanufactured f from U.S.A.	—	—	9,493,362
Unstemmed \ ,, other Countries	—	—	4,051,054
Total Imports	—	—	13,544,416
,, Home Consumption .. .	—	—	9,043,864
Total f from U.S.A.	37,108,968	33,504,961	41,838,542
Unmanufactured \ ,, other Countries	5,649,756	4,387,353	5,689,111
TOTAL IMPORTS	42,758,724	37,892,314	47,527,653
,, HOME CONSUMPTION .. .	44,596,818	45,250,292	45,977,702

BONDED WAREHOUSE ACCOUNT, month ended 31st July.

	1900.	1901.	1902.
	lbs.	lbs.	lbs.
Tobacco Unmanufactured	159,654,000	161,153,000	164,673,000
Manufactured and Snuff	2,290,000	1,965,000	2,627,000

THE FOLLOWING TABLE SHOWS THE IMPORTS, DELIVERIES, AND STOCKS FOR AUGUST, 1902:—

	Virginia Stemmed.	Virginia Unstemmed.	Kentucky Stemmed.	Kentucky Unstemmed.	Maryland and Ohio.	Negrohead and Cavendish.	Dutch and German.	Havana, Cuba and Yara.	Java.	Paraguay.	Columbian.	Turkey.	Greek.	Manilla.	East India.	China.	Japan.	Florida.	Algerian.	Porto Rico.	Latakia.	Havana Cigars.	St. Domingo.	Various and South American.	Esmeralda.	Brazil.	Manilla Cigars.	Cigars, other sorts.	
Stock, 24th July, 1902	12280	3588	15606	370	86	1544	2793	2834	19376	708	406	13818	1935	231	8	4830	1770	5362	—	—	740	1881	267	2281	127	161	2622	3176	
Landed since	178	38	2267	—	—	292	19	133	551	30	—	88	10	—	—	271	551	572	—	—	35	487	—	11	—	4	02	481	
Total Stock	12458	3626	17873	370	86	1836	2722	2967	20127	738	406	13906	1945	231	8	5101	2321	5934	—	—	775	2368	267	2292	127	165	2714	3659	
Exported	—	7	6	—	—	263	—	—	5	—	—	160	—	—	—	10	—	5	—	—	—	22	—	—	—	—	37	12	
Bonded	349	121	134	—	6	108	1	19	73	2	—	224	16	—	—	27	20	36	—	—	7	29	—	5	—	—	13	31	
Duty Paid	291	75	367	2	7	6	130	63	649	32	—	581	38	4	—	92	82	468	—	—	—	34	364	—	22	10	22	85	153
Deliveries	631	203	507	2	13	377	131	82	727	40	—	965	54	4	—	129	102	509	—	—	41	415	—	27	10	22	135	196	
1902	11827	3423	17366	368	73	1459	2591	2885	19400	698	406	12941	1891	227	8	4972	2219	5425	—	—	734	1953	267	2205	117	143	2579	3463	
1901	15979	6343	13366	1207	84	1150	1537	2639	19429	33	392	11292	918	266	385	4968	550	5522	—	—	1306	1450	265	1604	246	160	1379	2766	
1900	16764	6175	11990	1278	215	2100	2254	1396	20452	93	417	11312	999	342	403	6157	2306	6331	—	—	1523	1413	265	1648	632	14	1081	2785	
1899	11749	6528	6969	1265	318	2019	2161	1075	18967	211	455	9155	1482	309	392	3355	4667	5157	—	—	6	2436	1607	265	1785	498	89	1377	2765
1898	10471	6911	7284	1222	279	2051	934	1482	16974	267	607	9115	1840	434	414	4129	9064	6503	—	—	6	2808	652	265	1056	444	24	2111	2523
Imports from Jan. 1st to Aug. 23rd, 1902	2967	1076	4092	30	10	3088	676	941	7542	638	23	3931	1331	28	—	1034	2553	4561	—	—	—	124	4834	3	1038	85	200	1911	2145
1901	5184	1682	2667	114	34	3451	613	1188	7635	—	—	19947	493	3	1	481	309	4104	—	—	—	670	4483	—	276	2	400	1338	1602
Increase 1902	—	—	1425	—	—	63	—	—	—	638	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Decrease	2217	606	—	84	24	363	—	247	93	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Deliveries from Jan. 1st to Aug. 23rd, 1902	5848	1716	4065	30	71	2098	1165	721	7224	302	2	6740	534	36	6	1113	867	4497	—	—	—	498	3857	1	286	99	217	1117	1451
1901	4486	1522	3854	168	88	3955	1313	537	8098	29	54	6095	383	66	9	1663	1386	5204	—	—	—	779	4009	—	374	419	260	1356	1614
Increase 1902	1362	194	211	—	—	—	—	184	—	273	—	645	151	—	—	45	—	—	—	—	—	—	—	—	—	—	—	—	—
Decrease	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—

Entries have been received for — Hhds., — Cases, — Bales Tobacco, — Packages Manufactured Tobacco, and — Cases Cigars and Cigarettes.

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

NAT. TEL. N^o 539.

TELEGRAMS VALERIO LEICESTER



GEMSBOCK CHOICE CIGARS

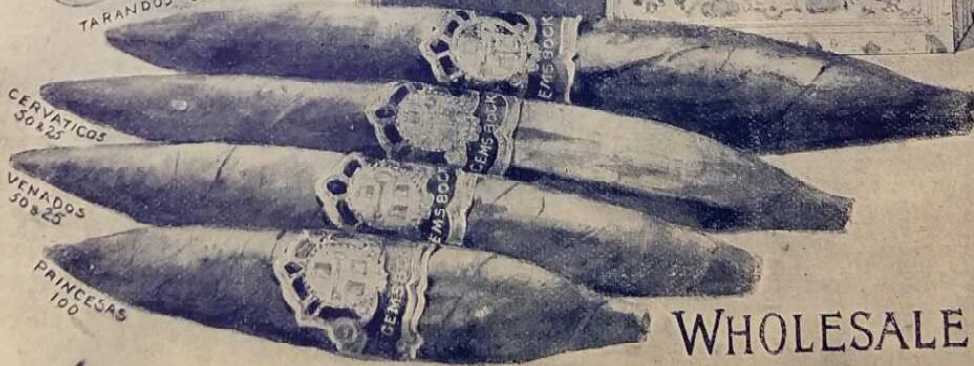


TARANDOS 50 x 25

CERVATICOS 50 x 25

VENADOS 50 x 25

PRINCESAS 100



WHOLESALE OF

GOODMAN & HARRIS LEICESTER.

NEW BRANDS

The following appeared in the *Trade Marks Journal* for August 6th, 1902:—

La Sylph.—247,119. Manufactured tobacco. W. and F. Faulkner, Ltd., 130, Blackfriars Road, London; tobacco manufacturers. June 20th, 1902.

Ye Long Pack.—247,224. All goods included in Class 45. T. E. Ward & Co., 64, Fawcett Street, Sunderland; cigar merchants. June 24th, 1902.

Ladneck.—247,252. Tobacco, whether manufactured or unmanufactured. Co-operative Wholesale Society, Ltd., 1, Balloon Street, Manchester; wholesale dealers and manufacturers. June 25th, 1902.

La Pelica.—247,498. Cigars. Tetley & Sons, 2, Boar Lane, Leeds; and 9, Station Square, Harrogate; tobacco manufacturers. July 11th, 1902.

The following appeared in the *Trade Marks Journal* for August 13th, 1902:—

La Igualidad.—246,599. Tobacco, cigars, cigarettes, and snuff. Partridge & Sons, Mansfield Street, Leicester; cigar manufacturers. May 29th, 1902.

Uneeda.—246,799. Cigars. Salmon & Gluckstein, Ltd., Clarence Works, York Road, City Road, London, E.C.; tobacco manufacturers. June 7th, 1902. "The essential particular of the Trade Mark is the device, and we disclaim any right to the exclusive use of the added matter."

247,221. Tobacco, whether manufactured or unmanufactured. Edward John Lusby, trading as Free Tobacconist Factory, 70, Durham Road, East Finchley; cigar manufacturer. June 24th, 1902. "The essential particular of the Trade Mark is the device, and the applicant disclaims any right to the exclusive use of the added matter, except in so far as it consists of his own name."

Imperial Bushmen.—247,453. Cigars, cigarettes, and snuff. Richard Cowell, trading as the Manufacturers' Cigar Stores, 67, John Street, Sunderland; cigar manufacturer. July 9th, 1902.

The following appeared in the *Trade Marks Journal* for August 20th, 1902:—

Los Cavarros.—247,241. Manufactured tobacco. The Imperial Tobacco Co. (of Great Britain and Ireland), Ltd., registered office, East Street, Bedminster, Bristol; tobacco manufacturers. June 25th, 1902.

Chez-Nous.—247,537. Tobacco, cigars, cigarettes, and snuff. Martin Brothers, 25, Cheapside, London, E.C.; cigar shippers. July 14th, 1902.

Maestro de Armes.—247,588. Tobacco, whether manufactured or unmanufactured. Catlow & Allen, 15, Lower Hill Street, Leicester; cigar manufacturers and importers. July 16th, 1902.

The following appeared in the *Trade Marks Journal* for August 27th, 1902:—

Flor de Optilla.—244,117. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. February 11th, 1902.

Mavis.—246,268. Cigarettes. Albert Baker & Co. Ltd., 56, Holloway Road, London, N., tobacco manufacturers. May 13th, 1902. "The essential particulars of the Trade Mark are the combination of devices and the word 'Mavis,' and the applicants disclaim any right to the exclusive use of the added matter." The entry of this Mark on the Register shall not affect the right of any

owner of the name "Mavis" to the use of that name, or the foreign equivalent thereof.

Onzita.—247,332. Tobacco, cigars, cigarettes, and snuff. No claim is made to the exclusive use of the word "Onzita." Martin Brothers, 25, Cheapside, London, E.C.; cigar shippers. July 3rd, 1902.

Parody.—247,364. Tobacco, whether manufactured or unmanufactured. Marcus Themans, trading as Themans & Co., 26, Piccadilly, Manchester; tobacconist. July 4th, 1902.

Cluck-Cluck.—247,488. Tobacco, cigars, cigarettes, and snuff. Robert Gracey, trading as H. C. Lloyd and Son, 76-77, Fore Street, Exeter; tobacco and snuff manufacturer. July 10th, 1902.

Armula.—247,548. Manufactured tobacco. The Imperial Tobacco Co. (of Great Britain and Ireland), Ltd., registered office, East Street, Bedminster, Bristol; tobacco manufacturers. July 15th, 1902.

Manon.—247,628. Tobaccos, cigars, cigarettes, and snuff. Bewlay & Co. Ltd., 49, Strand, London, W.C.; cigar manufacturers. July 18th, 1902.

El Baritone.—247,630. Tobacco, cigars, cigarettes, and snuff. Bewlay & Co. Ltd., 49, Strand, London, W.C.; cigar manufacturers. July 18th, 1902.

Avalanche.—247,692. Tobacco, cigars, cigarettes, and snuff. Robert Gracey, trading as H. C. Lloyd & Son, 76-77, Fore Street, Exeter; tobacco and snuff manufacturers. July 22nd, 1902.

The following appeared in the *Trade Marks Journal* for September 3rd, 1902:—

246,259. Manufactured tobacco. Cheap & Good, 56, Waterloo Street, Glasgow; general merchants. May 13th, 1902. By consent. "The essential particular of the trade mark is the device, and the applicants disclaim any right to the exclusive use of the added matter."

La Sylph.—247,145. Manufactured tobacco. W. & F. Faulkner, Ltd., 130, Blackfriars Road, London, S.E.; tobacco manufacturers. June 21st, 1902.

La Ebatino.—247,783. Tobacco, whether manufactured or unmanufactured. B. Morris & Sons, Limited, Half-moon Passage, London, E.; tobacco and cigar manufacturers. July 26th, 1902.

Pivotia.—247,980. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. August 7th, 1902.

Infusora.—247,981. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. August 7th, 1902.

THE TOBACCO WAR.

Sir John Willox, as chairman of Cope's Ltd., tobacco manufacturers, has summoned a meeting of shareholders to consider a proposal to issue 30,000 £5 shares to be used for working capital after amalgamation with another eminent tobacco firm whose name is not at present disclosed, and the head of which, with two partners, will direct the business of the amalgamated company.

Messrs. Cope's balance sheet shows a loss of £2,000 on the year's working, which the directors attribute to wasteful competition, reduced prices, and increased expenditure on advertising.

NORFOLK MEN FOR BOER FARMS.—A party of Norfolk farmers left Norwich for Pretoria on September 1st, having been engaged by a syndicate formed to work certain old Boer farms at Franzpoort, famous for the production of "Boer" tobacco. Some of the party are to settle at Gwelo, in Matabeleland.

The Only Way to get on. Sell a good article. Try Pick-Me-Up Cigarettes.

THE LEADING SHAG IS

Franklyn's Superfine.

FRANKLYN, DAVEY & CO.,
BRISTOL.

RESULT OF AUGUST COMPETITION.

The Winner of last month's competition, in which the word "enamelled" was mis-spelt on page 288, was—

Mr. Henry Southorn, 76, Fortune Green Road, West Hampstead, N.W.,
to whom a parcel of Taddy & Co.'s Goods to the value of 20/- has been forwarded.


Our Mis-spelt Advertisement Competition.

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

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

TWENTY SHILLINGS

to the person whose letter pointing out the word is first opened on the 6th of October, 1902.

 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 LINES.

... FREE TO ADVERTISERS.

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

OF WHOM AND WHAT TO ORDER.

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HIGHEST CLASS MIXTURE

(Medium Strength).

“EXMOOR HUNT.”

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

THE

FLOR DE MUNSHÉE

(CIGARS and WHIFFS),

The Perfection of Mild Indian Cigars.

SOLE AGENTS—

JOHN CARIDI & CO.,

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

Telegraphic Address: “DRASTIC,” LONDON.

Telephone: 477 Avenue.



'VIKING' NAVY CUT TOBACCO.

In three strengths—Mild, Medium, Full.

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

'VIKING' NAVY CUT CIGARETTES.

Medium Strength.

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



PRICES AND SHOW CARDS ON APPLICATION TO

LAMBERT & BUTLER

BRANCH OF

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

DRURY LANE, LONDON, W.C.

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

Published
on the
15th of every
Month.



Parts on application

50 CIGARETTES, PRICE 1d

5 size

"TWO ROSES," 5 size

COMMERCIAL ST. LONDON.

BIGGS'S