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## The Cigarette World



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- 100 Rodriguez & Rocha's **LA NAVARRA** (Banded.)
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## The Cigarette World

AND TOBACCO NEWS.

SEPTEMBER 15th, 1904.

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.

### THE TRADE AND THE CHANCELLOR.



STRAIGHTFORWARD criticism of a very severe kind was applied by Sir John Willox, M.P., to the Chancellor at the last meeting of Cope Brothers & Co. Ltd. We confess we like to hear such plain language from a man who thoroughly understands the subject, and we cordially endorse what was said. We venture to extract the following passage:—"There is, however, one grievance upon which we, in common with the trade generally, feel very strongly, that is the gratuitous and indiscreet meddling of the Chancellor of the Exchequer in concerns that he does



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<p><b>Pureleaf</b> Cigarettes, Cigars, Smoking Mixture.</p> <p><b>P. C. HANKS &amp; Co.</b> Ltd., 13, Devonshire Square, LONDON, E.C.</p>	<p><b>"PURELEAF"</b> <b>SPECIALITIES</b></p> <p>can be confidently recom- mended to Tobacconists with a high-class connec- tion who desire an abso- lutely original class of goods, which are not cut in price, which leave them a good profit, and for which repeat orders are bound to come.</p>	<p><b>Boer Tobacco.</b> <b>BURCHER BRAND.</b> THE BEST Magaliesberg Transvaal Tobacco, IN CANVAS BAGS.</p> <p><b>BAASDORP BRAND.</b> The Mildest Imported.</p> <p><b>P. C. HANKS &amp; Co.</b> Ltd., 13, Devonshire Square, LONDON, E.C.</p>	<p>AN <b>Honest Cigar.</b></p> <p>If you wish to increase your trade, inspect our <b>LA VIOLINA.</b> 2d. and 3d. Lines. YOU WILL BE SURPRISED.</p> <p><b>P. C. HANKS &amp; Co.</b> Ltd., 13, Devonshire Square, LONDON, E.C.</p>
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# Trade News and Notes.

**NEW TOBACCO MERGER.**—Meetings have been held for September 30th to consider a merger of the American Tobacco Company, the Continental Tobacco Company, and the Consolidated Tobacco Company to be known as the American Tobacco Company.

## Fires.

About six o'clock on Sunday morning, Sept. 4th, a fire broke out in the premises of MRS. CORCORAN, tobacconist, King Street, Fermoyle.

About 1.30 on Tuesday morning, August 16th, the Brooke Road Fire Brigade received a call to a serious outbreak of fire at No. 67, Nevill Road, Stoke Newington, in the occupation of a widow lady named Mrs. M. HARRIS, confectioner and tobacconist. Estimated damage amounts to £150.

On August 29th, at three o'clock in the morning, the firemen were called to the extensive tobacco manufactory of MESSRS. R. & J. HILL, LTD., 11 to 16, Anning Street, Shoreditch. Fire had broken out in the boiler-house in the basement, but the outbreak was checked with a powerful hydrant.

## FIRE AT A LEICES-TER TOBACCONIST'S.

Between 10 and 11 o'clock recently the fire brigade received an alarm from the Campbell Street post, and on proceeding in that direction with an escape and tender discovered an outbreak at a tobacconist's shop occupied by Mrs. A. W. Pfunder. It had originated in the window, but had been extinguished by the police, assisted by passers-by. The damage was considerable.

A serious outbreak of fire was discovered at the premises of ROBERT PENSON, hairdresser and tobacconist, Castle Street, Shrewsbury, recently. The only occupant of the premises was Mr. Penson's mother, an old lady upwards of 70 years of age. A policeman obtained admission by bursting open the front door, and removed the lady to a place of safety. A considerable amount of damage was done before the fire was extinguished by the two local brigades. But for the timely discovery of the outbreak there would have been a most disastrous conflagration.

## Foreign.

**TOBACCO CULTURE.**—The Commission has found that tobacco could be grown to very great advantage in the whole of the Orange River Colony, but more especially in the district of Kroonstad and round about Vrededorp and Parys. Already there are two farmers there who supply Johannesburg with 150,000 lbs. of tobacco annually, and it is thought this industry could be extended to almost

an unlimited extent. Mr. Meiring thinks, however, that "what we should look forward to is the export of tobacco in the manufactured stage, in order that people may be able to produce an article worth exporting, and which would find a ready market in Europe. We have recommended to the Government that there should be a model farm, where tobacco would be grown, that an expert should be employed, who would supervise its culture, and who would go about teaching farmers how to grow it. If it afterwards was found to thrive well, an expert should also, if necessary, be employed to work the tobacco up to the export stage."

**CIGARETTES IN INDIA. SHOWING HOW THE TRADE HAS INCREASED.**—Reviewing the trade of India for 1903-1904, the *Pioneer* says:—The section devoted to chemicals, drugs, &c., shows how, slowly but surely, immemorial custom is giving way in India to Western influence. It is stated, for instance, that there is an increasing demand for calcium carbide, owing to the use of acetylene lights for marriage and other processions. The growth of the cigarette trade has been frequently commented on in recent reports, and last year the increase in quantity was no less than 30 per cent., while the value rose by 25 per cent. Altogether 2,240,200 lbs. of cigarette tobacco was imported. During four years the trade has grown by over 90 per cent., and there is every promise of further rapid expansion. The increasing prevalence of cigarette smoking among native young men is noticeable in every large town, and though the cheapness of the cigarettes is proof that they are not made of very good quality tobacco, they are probably more wholesome than the native tobaccos which are being ousted. Despite the fact that the

United States was first in the market, the United Kingdom did 64.6 per cent. of the cigarette trade, and when the large business in superior Egyptian cigarettes is added to this, the shares of other countries in the cheap trade are shown to be comparatively small.

**TOBACCO CULTIVATION IN ITALY.**—In a report to the British Foreign Office on the trade of Lecce, Mr. Consul Cocoto reverts to the subject of tobacco cultivation in that province. The present head of the tobacco department in the district informs him that the cultivation for account of the Government monopoly during 1904 is being carried on with approximately the same number of plants as in 1903. In 1905, when additions to the Lecce receiving floors are completed and the buildings in course of construction at Tricase are completed, it will become possible to handle at least double the quantity now treated, and, as additional floors are provided, it will become possible materially to increase the quantities. It is not a question of production, as ten times the quantity now grown could be produced, but it is absolutely impossible with existing buildings to do more than is being done. Concessions have been obtained for the erection of receiving-houses at Tricase, where there will be drying, sorting, and packing floors, and after packing is completed the tobacco will be

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**MANUFACTURERS OF FINE TOBACCOS.**

GENTLEMEN,

This is the first occasion upon which we have had the pleasure to address our patrons, and if we do so now with a feeling of satisfaction, it is because we know the name "CARRERAS"—synonymous for fine Tobaccos—has become celebrated throughout the world, not as the result of highly attractive advertisements, but solely on merits of the quality of our renowned "CRAVEN" and other Mixtures. We believe this satisfaction will be felt by our friends, the retailers, by reason that the demand of smokers for "Carreras" Tobaccos is based on genuine favour, and not like some other articles which attract for a short time public attention on account of expensive and elaborate advertising.

To meet the growing demand for our Mixtures, and with the view to giving our customers the best possible attention, we have equipped at this address a Factory unique of its kind, and replete in every detail with the latest and best appliances and inventions for the manufacture of our "CRAVEN" and other Tobaccos, as well as a new departure, viz., that of CIGARETTES.

We are now about to place on the market "CRAVEN MIXTURE CIGARETTES," of a quality which we believe the public will appreciate to the same extent as "CRAVEN MIXTURE." Our other brands of Cigarettes will, we think, meet with equal favour.

We have hitherto—with the kind assistance of the dealers—successfully upheld the price of our Tobaccos and prevented unfair cutting, so as to give a fair profit to the retailer, and our efforts in the future, as in the past, will be in that direction—to secure to the retailers as much benefit as possible from the sale of our Tobaccos and Cigarettes.

Our Managing Director—Mr. Bernhard Baron, Inventor of the Baron Cigarette Machine and other important inventions in the Tobacco business—is widely known throughout the world as one of the first Tobacco Experts of this country and America, and his great experience and well-known up-to-date business methods are, we believe, the best assurance that our business will be conducted on lines most favourable to the retailer, and the best possible guarantee that we shall continue to manufacture only really first-class Tobaccos and Cigarettes and reasonable in price.

With confidence Mr. Baron leaves the public to judge of his manufactures, and with equal confidence he looks for your continued patronage, in return for which he promises fair and equitable trading.

We are,

Yours faithfully,

**CARRERAS LIMITED.**

Factory and Offices—

**4 to 8, St. James' Place, Aldgate, E.C.**

**CRAVEN Cigarettes.—"A Cigarette of DISTINCTION."**



## TRADE NEWS AND NOTES—continued.

exported from the small harbour of Tricase direct to foreign countries. It is rumoured that this tobacco will go to Austria-Hungary. Last year the Consul mentioned an experiment which was being made on the Torre Pinta estate. The experiment was successful, and the four tons produced were exported to Switzerland. This year the same gentleman is cultivating 20 hectares of land, and as each hectare is calculated to yield 150,000 plants, this will give 3,000,000 in all. A new feature in the matter of tobacco cultivation is that small growers are endeavouring to combine with a view to forming societies for the production and export of the leaf instead of selling it to local foreign buyers. The experiments in assisting the germination of tobacco seedlings by the use of electricity have not been repeated. There can be no doubt, the Consul thinks, that a great future lies before the landed proprietors of the province of Lecce, if they will treat the question in a business-like spirit, as there is ample field for the export of good cigarette tobacco.

## ANTI-CIGARETTE LEGISLATION IN CANADA.—

A Bill to prohibit the importation, manufacture, or sale of cigarettes in Canada was introduced into the Dominion Parliament by Mr. Maclaren, of Huntingdon, and was read a first time on June 2nd. It has since been read a second time. The Bill provides that "No person, by himself, or by his clerk, servant, employé, or agent, shall, for himself or anyone else, directly or indirectly, or upon any-pretence, or by any advice, manufacture, sell, expose, keep, or offer for sale, or give away any cigarette, cigarette papers, or cigarette wrappers, or any substitute for such wrappers, or shall keep or own, or be in any way concerned, engaged, or employed in owning or keeping, any cigarettes or cigarette papers or wrappers, or shall authorise or permit any of these things to be done. No cigarettes, cigarette papers or wrappers shall be imported into Canada or entered for consumption therein, and all cigarettes, cigarette papers or wrappers, or papers intended as such, shall be subject to seizure by any officer of Customs or Inland Revenue." It is further provided that "any person who, by himself or by another, contravenes the provisions of this Act in any manner, shall incur a penalty not exceeding 100 dollars and not less than 20 dollars for a first offence, and in default of payment shall be liable to one month, and for a second offence he shall be liable to imprisonment, without the option of a fine, for a term not exceeding one year and not less than six months." In other words, the Bill will make it a criminal offence for anyone to have a cigarette in his possession. The Canadian Parliament is said to have agreed to treat the thing as a jest, but it is no joke that a legislature should make itself a laughing-stock to all persons of sense by even appearing to lend countenance to so absurd a proposal. It is said that the prime movers in the matter appear to be women, a circumstance which is scarcely calculated to strengthen the case for female suffrage. It will be noted that the proposal before the Dominion Legislature is very different from the one recently submitted to the House of Commons, which is aimed at the prevention of smoking by children under the age of 16. It may be questioned whether juvenile smoking can be put down by the Act of Parliament, but there can be no doubt about the injurious effects on children of the habitual use of tobacco.

A "FOREIGN EMPORIUM" IN CHINA. WIDE-AWAKE CIGARETTE TRAVELLERS.—The last British Consular report from Wu-chau, in the Province of Kuang-si, in Southern China, states that "foreign emporiums" have sprung up there during the last three years. They have quite taken the place of the medicine shop as the attraction of the country visitor. The shop ceiling is hung with lamps of all shapes and sizes, principally of German and Japanese manufacture. The walls are covered with clocks and looking-glasses, and suspended from rods are rows of Japanese umbrellas, which the town people buy largely for about 2s. apiece. The countryman, however, requires something less expensive, and for him over 2,000 dozen umbrella frames were imported from Japan last year and covered locally with blue-dyed cloth. In glass cases ranged along the wall and on the counters are displayed a motley collection of fancy soaps, tooth brushes, razors, scent bottles, condensed milk, canned fruits, gay-coloured handkerchiefs, &c. From the fact that these goods all appear to be quite new, and that the street in front of these

shops is constantly obstructed by packing cases, these foreign sundries appear to sell well. Much in vogue at present are enamelled basins, cups, and kettles; the former may be seen in all first-class barbers' shops. These, again, are of German or Austro-Hungarian make; in fact, the general impression, says the Consul, that one gets on a visit to one of these foreign stores is that everything is either of Japanese or German origin. It may, perhaps, be taken as a compliment to British goods that the labels on most of these foreign-made articles are written in English. A striking feature in most of these shops is the display of cigarette boxes, and here British and American goods seem to monopolise the market. This is due to the energy of a company which sent up two European agents last year. These gentlemen, in a house-boat gaily decorated with flags and other emblems, visited all the principal towns on the West River, distributing picture placards and samples of their wares, with the result that their cigarettes are now for sale in every town and village along the river. Over 2,000,000 cigarettes passed through the customs last year; perhaps double that number were introduced privately.

AMERICAN TOBACCO TRADE. SEVEN MONTHS' PRODUCTION.—Total cigar production for the month was 54,118,090 less than in July, 1903. Production last year was 605,524,210, which declined to 551,136,120 during July just passed. The decline was in the cheaper varieties, and possibly the increased importation of Cuban cigars and its influence in reducing the domestic output. Districts in which the better grades of cigars were made about held their own, with few exceptions. For the seven months of the fiscal year the decline in production of cigars, as shown by the figures, aggregates 253,788,075. Total production during the first seven months of 1903 was 3,938,746,500, against 3,684,925,095 in 1904. There has been a steady decrease all the year, reaching the above aggregate in the seven months under review. Cigarette production for the month showed a decline of 89,514,500. The output in July, 1903, was 418,505,000, against 328,990,500 in July, 1904. The causes are possibly inherent in actual conditions

# Mis-spelt Word Competition.

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(MELBOURNE, HART & Co.,  
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T. VAFIADIS & CO.'S EGYPTIANS



## TRADE NEWS AND NOTES—continued.

and are not due to any particular fluctuations in one district or another. Cigarette production for the seven months declined 53,529,810. The total output in 1903 was 1,047,335,340, compared with 1,803,805,521 in the corresponding seven months of 1904. Of manufactured tobacco the output for July, 1904, was 23,628,218 pounds, compared with 25,766,311 pounds in 1903, a reduction of 2,138,093 pounds. For the seven months there was a substantial increase, aggregating 6,521,191 pounds. The output in 1904 was 186,580,492 pounds, compared with 180,068,301 pounds during the corresponding period last year. Practically all districts shared in this increase nearly every one showing improvement as compared with the previous year. Snuff gained 122,842 pounds in July, running up from 1,439,641 pounds in July, 1903, to 1,562,483 pounds in July, 1904. There was a slight increase during the seven months. Total production in 1904 was 11,824,628 pounds, compared with 11,761,471 pounds in 1903, an increase of 13,157 pounds. All districts in which snuff is made contributed to this increase. The number of little cigars made in July, 1904, was 54,254,210 compared with 43,610,000 in July, 1903, an increase of 10,644,210. Total production for the seven months was 450,920,370, compared with 346,388,438, an increase of 104,531,932 for the seven months. Possibly the increase in production of little cigars may explain a portion of the decrease in production of cigars.

**FRENCH REGIE STATISTICS.**—The statistical department of the French Government has published an interesting statement of the operations of the Tobacco Regie during the year 1903. The figures show a steady increase in the profits of this monopoly, as is evidenced by the fact that while there was a slight falling off in the aggregate quantity of tobacco products sold, there was an increase in the gross receipts of more than thirteen and a half million francs. The system of the French Regie involves the sale of tobacco through several channels. The principal outlet is through a series of licensed shops, which in 1903 numbered 46,499; but considerable quantities are also sold direct to consumers from general depots, numbering 362, which are conducted under direct Governmental supervision. In addition the monopoly disposes of considerable quantities of tobacco products in French dependencies, including Tunis, Monaco, &c., and a relatively small amount is sold for export. The sales to consumers direct from depots in 1903 amounted to 187,198 kilograms (kilogram equals 2.2 pounds), valued at 6,280,707 francs (franc equals 19.5 cents). The great bulk of tobacco products, however, is disposed of through the licensed shops, which in 1903 purchased from the Government and sold to consumers 37,729,271 kilograms, valued at 424,362,781 francs. These goods were carefully graded into three classes—first, fine goods (*de luxe*); second, medium goods (*de vente courante*); and goods sold under restrictions (*de vente restreinte*). The last-named class includes tobacco sold within the territorial zone in which it is produced, and also tobacco furnished to the army and hospital service. The details of this branch of the monopoly, which constitutes more than 98 per cent. of the total operations, are set forth in the following table, to which is appended the aggregate sales of the monopoly:—

Fine goods ( <i>De Luxe</i> ):	Quantity.	Value.
	Kilos.	Francs.
Cigars, imported .....	19,027	1,451,083
Cigars, domestic .....	14,629	439,803
Cigarettes, imported and domestic ..	102,648	4,317,785
Smoking tobacco, imported ..	3,130	79,032
Smoking tobacco, domestic ..	590	17,873
Total .....	140,024	6,305,576

## Medium goods:

	Quantity, Kilos.	Value, Francs.
Cigars .....	2,499,045	44,164,292
Cigarettes .....	1,968,676	54,489,846
Smoking tobacco .....	18,871,601	226,778,505
Rolls and carottes .....	1,138,317	13,850,393
Snuff .....	4,438,732	51,070,901
Total .....	28,916,371	390,353,847
Sold under restrictions:		
Local product .....	6,574,468	24,920,419
For army and hospital .....	2,098,408	2,782,939
Total .....	8,672,876	27,703,358
Total licensed sales .....	37,729,271	424,362,781
Other sales .....	537,833	9,747,396
Total sales of monopoly .....	38,267,104	434,110,177

The recent tendency of the monopoly, as disclosed by the returns for 1903 compared with those for 1902, has been towards higher prices, as will be seen from the fact that while the product in 1903 declined 357,607 kilograms in quantity, it increased 13,580,140 francs in value. This increase was most notable in cigarettes, the value of which rose 10 per cent. The increased receipts came almost entirely from medium goods sold through licensed shops, the value of which rose 12,829,614 francs. The sales of the monopoly for export, while relatively small, constitute the largest single item except the sales through licensed shops. In 1903 exports amounted to 254,579 kilograms, valued at 1,914,790 francs, a decline as compared with the year before of 19,542 kilograms and of 99,036 francs. An interesting feature of this exhibit is a table showing the *per capita* consumption of tobacco furnished by the monopoly during the past six years. This table is as follows:—

Year.	Per capita.	
	Kilos.	Francs.
1898 .....	0.989	10.52
1899 .....	1.004	10.73
1900 .....	1.005	10.77
1901 .....	0.990	10.73
1902 .....	0.993	10.75
1903 .....	0.980	11.14

From this table it appears that the consumption in 1903 was the smallest during the six years mentioned, amounting to only .98 kilograms, or a little over one pound, *per capita*. The value, however, has risen almost steadily from 10.52 francs in 1898 to 11.14 in 1903, and it is probable that among the thrifty French the influence of higher prices has operated to reduce consumption, while it has not curtailed the profits of the monopoly.

## Law.

**AN INCOME TAX COLLECTOR SUED. LADY TOBACCONISTS' ACTION. CONFLICTING EVIDENCE AT RUNCORN.**—At Runcorn County Court, on August 17th, Misses Mary and Sarah Hughan, formerly tobacconists in High Street, sued Mr. Geo. W. Yates, assistant to the Poor Rate and Income Tax collector, for the return of two watches and chains, or their value, £25, and £1 for detention.—Mr. H. N. Linaker, for the plaintiffs, said that until recently they kept a tobacconists' shop in High Street. Owing to bad trade they got into difficulties. They were pressed for the payment of £7 10s., and as they had no ready money they pledged two gold watches and chains for that amount. Shortly afterwards the defendant called to collect the income tax, and as they could not pay he said he was willing to help them, and he would purchase



TRADE NEWS AND NOTES—continued.

something to make up the amount. He paid 3s. for a stick, for which the plaintiffs paid 3s. 6d., and the retail price of which was 5s. 6d., and for a smoker's companion, consisting of two pipes, which had cost 10s. 6d., he gave 7s. 6d. He bought other small articles at the same rate. The defendant was asked where the ladies' jewellery was, and they reluctantly told him the watches and chains were pawned for 17 10s. When told the interest was 12s. 4d. per quarter, he remarked, "Oh dear, that seems a big amount; it is like paying two rents, and it is hard enough to pay one." He offered to lend them £8 without interest to get the watches out. The watches were withdrawn and deposited with the defendant as security. He obtained a piece of paper, placed a stamp upon it, and asked the plaintiffs to sign their names across the stamp. He explained that he had not time to fill it in then, but would do so when he returned to the office. The ladies trusted him, and signed their names. Subsequently they disposed of their business, and they offered the defendant £8, but he refused to accept the money or return the watches, but alleged that he had bought them for £10. He produced a receipt, which Mr. Linaker said was written in two inks, the body being different to the signatures. The present value of the watches and chains was £31.—Mr. Madden, barrister, instructed by Messrs. Burton & Wardle, for the defence, said it was no use talking about £30. He contended the watches were bought outright for £10, and if the plaintiffs would pay £10 they could have the watches and chains.—His Honour said it was a question of fraud on one side or the other, and now when the whole issue was only £2, was it worth while to publicly investigate the matter and run the risk of labelling one or other of these people, who occupied respectable positions, as a fraudulent person? It was a great pity that any reputation should be indelibly stained for so small a matter. Of course, he and the jury were prepared to do their duty.—Ultimately Mr. Madden agreed to accept £8, and to return £4 2s. towards the plaintiffs' costs.—His Honour said Mr. Linaker ought to accept this handsome offer, all imputations to be withdrawn.—Mr. Linaker thereupon accepted the offer, and the case was marked "withdrawn by consent, on terms."

Obituary.

The death occurred recently of MR. DEMPSTER, a Dunfermline tobacconist, who only retired from business a few weeks ago.

On August 27th MR. ALFRED BROADBENT, an Oldham tobacconist, suffered an apoplectic seizure in his shop, 38, Union Street, and died in the evening at his home, 247, Waterloo Street. Mr. Broadbent was about 65 years of age, and was a well-known man in the town. By trade he was a mechanic.

The demise of MR. S. B. LISSIMORE occurred on September 5th, at his residence, Albert Lodge, North Station Road, Colchester. Mr. Samuel Bennett Board of Guardians, many years a member of the Colchester Board of Guardians. He formerly carried on a tobacconist's business on the premises now occupied by the North Street Post Office.

Police.

HULL BANKRUPT'S ADVENTURES.—Albert Darlow, undischarged bankrupt, who traded at Hull for some time under the name of Edward Porter, was charged at the Hull Police Court, on August 24th, with obtaining credit to the extent of £24 11s. 4d. from Messrs. Gallacher Limited, tobacco manufacturers, Carr Lane; to the extent of £63 15s. from Walter Harry Brown, of Briar Villa, South Cliff, Withernsea; and to the amount of £28 12s. 1d. from William Hart, of 14, Waterworks Street, Hull, tobacconist,

without disclosing the fact that he was an undischarged bankrupt. He was further charged with the unlawful and fraudulent removal of part of his property to the value of £24 18s. 5d., on or about the 24th of last February. Mr. W. E. Barton (Messrs. Barker & Mayfield) prosecuted at the instance of the Director of Public Prosecutions.—The prisoner, said Mr. Barton, came to Hull last November, and opened a business as grocer and general dealer, under the name of Edward Porter, at 37, West Dick Avenue. After a time he succeeded in transferring the shop to his wife's name. For the first six weeks or so he paid his debts pretty regularly, and in that way got into the good graces of the merchants. He obtained credit to the extent of £300, and in February he absconded from Hull, and took away with him the whole of the property. He afterwards stored his furniture with a Derby man named Flint, who on hearing from the Official Receiver from Hull refused to let the prisoner have back his effects, though he contrived to obtain them by means of bribes and threats, and the allegation that they were the property of his wife. As a matter of fact, continued Mr. Barton, his wife was not his wife at all. He went so far as to brandish a revolver in Mr. Flint's face, and threatened to shoot him unless he released his goods. The total value of the goods found at Birmingham and Derby was £24 18s. 5d., and it was then ascertained that the prisoner's real name was Albert Darlow, who was adjudicated a bankrupt at Sheffield in July, 1898, and had not obtained his discharge. As soon as it became known that Darlow had gone to Birmingham a warrant was issued for his arrest, and he was found there in lodgings. Evidence was called in support of Mr. Barton's opening statement, and the accused was committed for trial at the Quarter Sessions.

FEMININE LYNCH LAW. DISHONEST PORTER TROUNCED BY HIS MISTRESS.—Punishment swift and sure overtook an Islington shop porter on August 22nd, who was detected by his mistress in transferring the stock of a tobacconist's shop to his trouser pockets. The man was engaged in his usual morning duty of sweeping out the shop when his mistress saw his hand move rapidly and suspiciously from a shelf to his pocket. With a woman's intuition she was convinced that he had stolen something. She at once assumed the duties of detective, judge, jury, and executioner, and in a few minutes the delinquent had been tried, convicted, and punished. "Turn out your pockets," was her first order; and packets of tobacco were soon disclosed. With the instinct of a great detective of fiction, this female Sherlock Holmes reasoned that the man had sinned before, so she despatched a messenger to his house with a message to his wife to send back all the tobacco that was there. Before long the messenger returned loaded with packets of cigarettes and tobacco. The culprit stood by trembling, while his mistress silently placed the recovered goods in the scales. "One pound and a half," she announced sternly, turning to the trembling man, who wondered anxiously what his fate was to be. But he was not long allowed to suffer the tortures of uncertainty. "Go and borrow a dog-whip," said the woman to a boy who was at hand. Quickly the youth sped upon his journey, and in a few moments he returned with a most unpleasant-looking whip of knotted leather. By this time a small crowd had assembled outside the shop, and by craning their necks round the door they were able to see the little woman grasp her erring porter firmly by the collar and soundly thrash him. Those outside who could not see what was going on had no difficulty in hearing, for the man's cries were loud and long ere he was lashed out of the shop on to the pavement in Upper Street. There his indignant and breathless mistress gave him a few more severe cuts and then let him go. Strangely enough, on Friday night the man's employer had dreamt that the police were arresting her porter for theft and that he was appealing to her for mercy. She had never had any suspicions as to his honesty before, but the dream caused her to observe him more closely on Saturday morning.—Daily Mail.

Quantity, Kilos.	Value, Francs.
490,045	44,164,202
968,676	54,489,846
871,601	226,778,505
138,317	13,850,393
438,732	51,070,991
16,371	390,353,847
74,468	24,920,419
98,408	2,782,939
72,876	27,793,358
29,271	424,362,781
37,833	9,747,396
97,104	434,110,177

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## TRADE NEWS AND NOTES—continued.

A "WOODBINE" RAID AT CHESTERFIELD. HOUSEBREAKING IN LORDSMILL STREET. A TRAMPS' CONFERENCE.—On August 29th, at the Chesterfield Borough Police Court, three young men "on the road," respectively named William Beattie, Francis Mangan, and Horace Thompson, were charged before the Mayor (Ald. Jas. Pearson), and other magistrates, with breaking and entering the dwelling-house of Lucy Ann Heathcote, at No. 76, Lordsmill Street, during the night of August 26th, and stealing therefrom a quantity of cigarettes, value 3s. 4d. Chief Constable Kilpatrick said P.C. Henshaw was in Lordsmill Street about four o'clock on Saturday morning, and noticed some broken glass in front of No. 76 on the footpath. Looking closer, he noticed that a window was broken. He called Mrs. Heathcote's son up, who ascertained after making a search that a box of cigarettes was missing. The matter was reported at the police-station, and P.C. Curtis, who came on duty at six o'clock, made inquiries, and found that two men had passed through Chesterfield about four o'clock smoking cigarettes. He followed them in the direction of Whittington Moor, and caught up with them. He asked if they had finished their cigarettes, and they each produced two packets of "Woodbine" cigarettes. At first they stated that they had purchased them at a village near Chesterfield, but as the constable was bringing them to the police-station Mangan said, "We had better make a clean breast of it. We met a man in Chesterfield opposite a piece of waste land (supposedly the Tube Works). After some conversation he gave us these cigarettes. He then said he was going along to Clay Cross." P.C. Turner had since arrested Thompson at Clay Cross. In order to complete the evidence the Chief Constable asked for the prisoners to be remanded till Thursday.—P.C. Curtis, after describing the arrest of Beattie and Mangan, said both men, when charged with the theft at the police-station, denied having stolen the cigarettes.—Francis Mangan, one of the prisoners, then went into the witness-box and gave evidence. He said he was a French polisher, and resided at 25, Duke Street, Liverpool. On Saturday morning he, in company with Beattie, who was also a French polisher, came into Chesterfield at half-past four o'clock. Near the Tube Works they met Thompson, whom they did not know. They asked him if he knew where they could get refreshments, and he said no place would be open before eight o'clock. He then asked them if they would have a smoke, and pulled out five packets of cigarettes. He gave each of them two packets, and put the fifth packet back again into his pocket. Thompson then asked them the way to the nearest village, and told them that trade was bad in Chesterfield. Before leaving them he said he had broken a window to procure the cigarettes, and asked them to say nothing about it. He then wished them "Good morning," and left them. They were proceeding by way of Sheffield to Leeds.—The prisoner Thompson denied the story told by Mangan. The three men were then remanded in custody till Thursday. On Thursday the two prisoners were again brought before the Borough Magistrates—Mr. John Marriott, Ald. Woodhead, and Mr. J. G. Shea. The charge had now been reduced against Thompson to stealing and withdrawn against Mangan and Beattie.—The Chief Constable stated that subsequent inquiries had led him to call Mangan and Beattie as witnesses against Thompson, whom he thought he would be able to prove was the real culprit. He asked permission, which was granted, to withdraw the charges against Mangan and Beattie.—Charles Walter Heathcote said he resided with his mother, Lucy Ann Heathcote, and he locked the shop up securely on the night of August 26th. There was a box full of cigarettes in the window, which was not shuttered. During the early hours of the following morning he was called up by P.C. Henshaw and found a small pane of glass had been broken in the window, and a full box of "Woodbine" cigarettes taken away.—Francis Mangan was recalled as a witness against

Thompson, and repeated his evidence of Monday.—William Beattie was also called, and corroborated Mangan's evidence.—P.C. Turner, of the Clay Cross Division, said he arrested Thompson at Clay Cross on Monday morning. He said he came from Sheffield, and left Chesterfield at five o'clock on the Saturday morning. Witness searched him, and found a quantity of cigarette ends in his pockets. His fingers were discoloured with smoking cigarettes.—P.C. Henshaw said he was on duty in Lordsmill Street at 4-30 on Saturday morning, and noticed a pane of glass knocked out of Mrs. Heathcote's window. He had passed the same window half an hour earlier and it was all right. On August 31st he charged the prisoner with stealing the cigarettes. He replied, "I didn't steal them; that is all I can say."—Prisoner pleaded not guilty, and denied having met Mangan and Beattie. The cigarette ends, he said, he had picked up at Clay Cross. He intended to take the papers off and smoke the tobacco.—The Chief Constable pointed out, however, that the cigarettes had been smoked in a holder, which was found in his possession when arrested. It had been ascertained that he was wanted at Luton on a charge of stealing a bicycle, and that his proper name was Tomlinson.—Prisoner was sentenced to 21 days' hard labour, and the Chairman complimented P.C. Turner on the smartness of the arrest. He asked Chief Constable Kilpatrick to bring the matter to the notice of the proper authority.—The Chief Constable said he would do so, and added his testimony to the constable's smartness.

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**Mr. ROBERT C. BELL and DOBIE & SON.**

THE numerous friends of Mr. Robert C. Bell, late of the firm of Messrs. J. & F. Bell, Ltd., will be delighted to learn that that genial gentleman is now representing the old-established firm of Messrs. George Dobie & Son, tobacco manufacturers, of Paisley, Glasgow, and now of London.

Established in the year 1809, Messrs. Dobie & Son have hitherto confined their energies to the Scotch roll and kindred trade, and on their own side of the border their reputation is as honourable as it is long, but with the new conditions of trade and competition under which we at present exist, the firm recently decided to embark on the more extended sphere of shags, flakes, cigarettes, and all kinds of specialities. To this end new factories have been built, new machinery of the best types laid down, and under the able and experienced guidance of Mr. Bell, whose knowledge of the trade's requirements is unequalled, great things may be expected; indeed, we understand that the firm's invasion of the south has already been attended by a great measure of success. That Messrs. Dobie should have been fortunate enough to secure Mr. Bell's services in their new venture is, we think, a point upon which they may be justly congratulated, and although he will not be engaged in the actual manufacturing at Paisley, as the eyes and ears of the firm in England his advice and experience of the English trade will be invaluable.

Mr. Bell also represents the Glasgow cigarette house of Duncan & Co., whose well-known brands, "Scottish Gems" and "Royal Scots," he has succeeded in plentifully distributing over the south. For ourselves, and we think on behalf of the many friends to whom he has endeared himself by his manly, genial, yet gentle ways, our greatest pleasure lies in the fact that the trend of events has not deprived us of "Robert," but has, indeed, settled him in London with more fixity than formerly, and we hope he will continue to flourish amongst us for many years to come. By the way, Mr. Bell's London office is at 12, Basinghall Street, E.C.

THE proprietor den—as e by her cou representati her confide premises. is quite an ordin stone. Many-sto and let out i but lower dow poor-looking stru It is in one drug take their hours. The street becomes nearly evening, and, footways and at crosses a stranger. than everybody seen writes the Chronicle of the mysterio immediately a wom the ground floor, short parley led u and myself in the appeared to be

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# IN A LONDON OPIUM DEN.

£1 A SMOKE. A STRANGE EXPERIENCE.

**T**HE proprietress of "the only West End opium den"—as explained to the Bow magistrate by her counsel the other day—has let a representative of *The Daily Chronicle* into her confidence and shown him over her premises.

It is quite an ordinary-looking house, near Tottenham Court Road. Many-storied buildings, massively built in red stone, and let out in flats, guard the entrance to the street, but lower down the dwellings dwindle off into rather poor-looking structures of the ordinary mean-street variety. It is in one of these that the devotees of the poppy drug take their daily allowance, and dream away the hours.

The street becomes a playground for the children in the early evening, and, besides, grown-up folk stand about the footways and at their doors in a manner that embarrasses a stranger. But, taking advantage of a moment when everybody seemed to be looking the other way (writes the *Chronicle* representative), I knocked at the door of the mysterious house.

Immediately a woman's head was thrust out of a window on the ground floor, and I was asked what I wanted. A short parley led up to the opening of the door, and I found myself in the hall, inhaling light fumes of what at first appeared to be some outlandish tobacco.

## A SMOKE-LADEN ROOM.

A handsome young American came forward from an inner room at the bidding of the woman.

"You'd better come in and see for yourself," he said, talking straight through his nose. "There are two gentlemen in the room, but don't you take any notice of them." And he led the way into the room from which he had just come. The woman disappeared.

The apartment was fitted up as a bedroom. Opposite the bare fireplace was a common double-bed, and the other sides were taken up by a couch and a table.

I gasped for breath. For in addition to the somewhat faint fumes I have spoken of the room was filled with smoke from three Turkish cigarettes. I do not know whether it was the closeness of the room (the windows and doors were shut), or the overpowering thickness of the smoke, but a wretched feeling of lassitude came over me, my temples throbbed, and the weight of my hat in my hand was troublesome, and I had to lay it down.

In the middle of the bed was an ordinary tin tea-tray, in the centre of which stood a "fairy lamp," lighted. Around the tray, reclining on pillows and cushions, lay two men, in addition to the American, who had at once returned to the place from which the woman had called him.

There was no need of the admonition I had received to "take no notice," for the two reclining devotees merely cast their eyes over me, and went on doing nothing. A somewhat stout, merry-faced man lay angle-wise across the foot of the bed. On his chest was a cushion, and on the cushion was the head of a second man—a hatchet-faced youngster, with "Yankee" written all over him, even to the pose of his feet, gracefully perched up on a chair near the bed. He was in his shirt-sleeves, which were pink and cool-looking in the hot room.

## INTERVIEWING THE "MANIACS."

My guide—"Mr. Davis" he called himself—explained everything, and apparently concealed nothing.

"You people in England don't use opium," he said, "though England produces about all the opium that is used. Over here people seem to be afraid of it; they've heard false accounts of opium-smoking. Nobody has ever written a true account of what opium-smoking really is like. Do these men look like 'maniacs'?"

The two men laughed softly, and went on with their cigarettes.

Eight or nine men and a few women use the rooms, though they are never all present together, space being limited. "She hires these ground-floor rooms," said my introducer, indicating the woman, "and we pay more than her rent for the use of them." There appeared to be no fixed charges, but usually, I was told, the customers pay £1 each, and stay as long as they like. New customers are not wanted. It is a select club—of a sort.

Most of the customers are Americans, and are able to pay well for their luxuries. "They do this sort of thing on a big scale in the States," said one of them, "and that's where one acquires the habit."

Opium-smoking, according to Mr. Davis, is not in the least harmful if indulged in with "care and moderation."

"To cut it short," said Mr. Davis, "opium-smoking is a pleasant pastime, like smoking tobacco, only it livens you up, and makes you feel as if no work was too much for you. You're buoyant and happy, and—"

"Yes," said the hatchet-faced young man, "and while you're lying here time flies. You could lie here ten or fifteen hours, and it'd seem just like an hour. Try it."

I declined the pipe, a long wooden one of the orthodox pattern, such as everybody has seen pictured in books dealing with the opium traffic.

Davis was busy with the "fairy lamp" on the bed. He took the little lamp out of the pink globe, opened it, and poured into it some olive oil—the only oil that doesn't give a foreign flavour to the opium. This done, he produced a small oval tin, like an ounce tobacco tin, filled with a substance that looked like thick treacle.

"That's the opium," he said, "and it's worth half a guinea as it stands. You'll see how we go on. Come closer."

And I leaned over the hatchet-faced man, who watched the proceedings with languid interest.

## FILLING THE PIPE.

The operator struck a steel prong into the "treacle," and hooked out enough to make a "pill," as he called it. Twisting this round till it took the shape of a ball, about the size of an electric bell-push, he toasted it over the flame of the lamp, and begged me to come "very near." I did so, and got a whiff of the drug that I shall not soon forget the effects of. The odour was wonderfully pleasant; but I had inhaled enough of the fumes to make me shake as I stood, and it took all the effort I was capable of to hide my sensations from the toppers on the bed.

Two fresh arrivals hammered at the outer door while this was going on, and the woman admitted them into our apartment. They showed not the least surprise at my presence; indeed, every one of the clients of the establishment seemed gifted with the ability to take everything coolly—even the stiflingly hot room.

"She has just got the next room ready for you," said the man with the opium tin, and the newcomers retired.

It was explained that there was always a "cooker" with each smoking party on the bed—that is, one person who prepares the pills for smoking. My introducer proceeded with his toasting, and when he had fitted the pungent



morsel for the pipe, he inserted it and handed the long wooden tube to the youngest smoker, who took one long pull, and lay back again with a look that suggested he was fixed up for the night. The process was repeated, and after each had had his turn at the same pipe, the woman arrived and carried me off.

Not until I reached Oxford Street did I fully realise that I was out in the fresh air once more, collecting my opium-laden senses sufficiently to enable me to single out a 'bus bound for Chancery Lane. And I now recollect being assured that no stranger had ever before entered that opium-den.—*Daily Chronicle*.

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## Canada's War on the American Tobacco Trust.

The tobacco trade here is following with keen interest the legislation by Canada against the American Tobacco Company, which has invaded the Dominion, and commenced there the process it has so successfully carried out elsewhere. The trust has purchased Canadian tobacco factories and closed them down, and it has also, according to a leading manufacturer in Montreal, shut out its competitors from ordinary commercial channels by making agreements with distributors that they are to handle no other goods than those of the trust. It appears that eight years ago an action was brought against the trust in the Canadian Courts for conspiracy, but that the charge was not sustained. A Bill was, however, introduced by the Solicitor-General to meet the case, but did not go beyond its first reading.

The Bill recently passed provides that the trust or its agents must obtain an inland revenue license to sell its goods in Canada, and that any license thus issued may be cancelled if it be found that the holder sells goods on the condition that the purchaser is not to sell or deal in goods of like kind manufactured by or obtained from any other manufacturer or dealer.

### AN AMERICAN VIEW.

The leading commercial journal in the United States recently described the American Tobacco Company in these words:—

"The 'Tobacco Trust' has been one of the most greedy and ruthless in its method of trying to establish monopoly and kill competition. Its favourite weapon has been bargains with dealers handling its products, giving favourable and profitable terms on condition that they agree to handle no goods of other producers. By this means it has sought through large capital and widely extended organisation to shut competing companies out of the best markets, and so far as possible out of all markets, and ruin their business. These contracts to handle trust goods only are the most effective weapons for destroying competition yet devised without direct Government help, and they are in restraint of all trade except that of the would-be monopoly."—*Daily Chronicle*.

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## TOBACCO GROWING.

The report given by Mr. R. S. Nevill, the Queensland tobacco expert, on the crop of this year is very favourable. It has been gathered in without any of the plants being touched with frost, and generally in good condition. The

rains caused a few fields to be submerged, and some of the tobacco was damaged by the muddy soil, but only a small area was thus affected. It is estimated that the output from the Texas and Inglewood plantations will be between 300 and 350 tons. The season for drying and curing the leaf has been a propitious one. There has been an absence of high winds, which often cause the drying to be done too rapidly and irregularly; and the curing that is going on in the sheds is with sufficient slowness and with much evenness. The quality of the tobacco, Mr. Nevill thinks, will be excellent, having an abundance of those essential oils and gums which give to it its proper flavour, and will be uniformly soft and workable. The growers are anticipating good returns for their labour. The success this year should lead to extended operations. There is no reason why this industry should not assume a much larger bulk in Queensland. The experimental farm at Texas is worked with a profit, and for three years it has cost the Government nothing. It is evident that there is much land in the neighbourhood well suited for tobacco cultivation, and the industry offers a good opening for capital and enterprise.

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**DONKEY EATS CIGARETTES.**—In a stable at Garrick Villa, Hampton, the residence of Mr. J. Clifton Robinson, the tramway magnate, is a donkey that has a singular propensity for cigarettes. The other afternoon a visitor gave the animal a lighted cigarette, which it swallowed in a twinkling.

**TOWN GOES A-FISHING.**—An ancient function, which has been in abeyance for years, was revived at Lochmaben (Dumfries) recently. The loch was netted by the inhabitants for fish called the vendace, peculiar to the loch, and which are the special perquisite of the townspeople.

**PRETTY GIRLS IN TOBACCO SHOPS.**—Does a bad cigar smoke any the better because it is handed to you over the counter by a pretty girl? Canon Roberts apparently thinks so, for he objects to the employment of attractive girls in tobacco shops, where, he says, their society rather than the quality of the tobacco sold is the attraction. If commerce and social life were ruled by the national vigilants quite a lot of pretty girls would be sighing to be plain. They would be excluded from many a thoroughly respectable calling. The bar would be first of all closed to them, next the tobacconist's shop, then probably the restaurant and the confectioner's. For if a young man's fancy leads him to smoke bad tobacco and drink worse whisky in order to gain opportunities of flirting, that young man would probably not shrink from the consequences of consuming too many railway sandwiches and coffees. A Manchester tobacconist who was interviewed laughed at Canon Roberts's indictment as absurd. "As a matter of fact," he said, "very few girls, attractive or otherwise, are employed in tobacconists' shops in the centre of the city. We find that our customers prefer to be served by a man, because he naturally understands the business better, and can intelligently discuss and advise on the merits of particular pipes and brands of cigars or cigarettes. In smaller suburban shops probably more girls are employed, and it is just possible that a little mild flirtation may occasionally take place when young eyes meet and Woodbines pass. But to suggest that girls are to any general extent used as decoy ducks is as ridiculous as it is untrue to hint that tobacconists' shops are used as betting houses. The real truth is that the shopkeeper finds male assistants more suited to the business, although, no doubt, girls would be cheaper. Curiously enough, there seems to be a dearth of the former just now. I have been advertising for a man for some time, and actually have not had any replies. If that sort of thing goes on we shall have to look round for girls, whether we like it or not, and whatever Canon Roberts and the vigilants may say."—*Daily Dispatch*.



# THE HISTORY OF THE TOBACCO TRUST.



WE reproduce some interesting and striking articles from the *Daily Chronicle* on the above subject. Our contemporary gives the history of the Tobacco Trust in America, and continues the story to the present period. Our readers will find much worth study and consideration in the valuable remarks of our brilliant contemporary.

If the Tobacco Trust and its allied interests expand at the same rate during the next ten years as they have during the last five, there will be practically only one tobacco manufacturer in the world. The others will be insignificant dealers in special minor brands; the International Tobacco Combine will rival the Oil Trust in wealth and magnitude.

So quickly do combinations grow, that it is only 14 years since the nucleus of the present International Tobacco Trust was formed. Now its ramifications extend to every part of the smoking world, except to the countries where the trade is nationalised. The Trust dominates the American Continent. It controls absolutely the whole of the trade in the United States. It has tied up the Canadian and Mexican markets. The import trade to the Southern American States is under its control, and it has gathered together much of the cigar business in Cuba and Porto Rica, and manages most of the international cigar trade.

In this country the Imperial Tobacco Company (of Great Britain and Ireland), a twin of the American giant, controls more than half the business, and is expanding every year. The twin Trust has an almost absolute monopoly in the Australian and Colonial markets. It has its tentacles in Germany, and interests in other countries, while the trade with India, the Philippines, Hong Kong, and China, is one of its preserves. It has annexed part of the trade in Japan, and in all other parts of the world where tobacco goods are imported, the British and American Tobacco Company has ousted competitors. Only in States such as France, Austria, and other Continental countries, where tobacco manufacture is a national monopoly, are the operations of the Trust excluded, and even in these cases it sometimes plays the part of the broker in the raw material and has understandings as to foreign trade.

How has this world-wide organisation arisen? It began, of course, in that land where Trusts are fostered by friendly tariffs—the United States. Its nucleus was the American Tobacco Company, registered under the Trust Laws of New Jersey, in 1890. The company then only contained five businesses, of which W. J. Duke's Sons & Co., of New York and Durham, North Carolina, was one. It soon picked up others, and adopted the usual Trust tactics—underselling, boycotting, and out-manceuvring its competitors. The last serious stand of the independents was in 1895, when the Trust was attacked in the Law Courts, and hit in many directions. It was a critical period in its history, but opportunely, the Standard Oil interests came to its aid, in the form of Mr. Oliver H. Payne, a director of the Standard, and other friendly financiers. Mr. James B. Duke, the head of the Trust, came out of the contest victorious, and all serious competitors were soon crushed. The jobbers, who are the middlemen between manufacturers and retailers, were quickly brought into line, and the independent who threatened to stand up against the Trust was very soon undersold into insolvency.

Subordinate Combines sprang up, with great trepidity. The Continental Tobacco Company was allotted the plug business, the American Snuff Company monopolised the snuff trade, the American Cigar Company entered into the Cuban as well as the American cigar trade; the American Stogie Company was a corner in a small cigar much favoured in the States. This hydra-headed monster threw off new

tentacles, such as the International Cigar Machinery Trust. The capital conditions were amazingly complicated, and the Trust managers soon found it convenient to establish a security-holding corporation, entitled the Consolidated Tobacco Company, which, like all the others, was registered under the accommodating laws of New Jersey. The Consolidated turned out to be the great international giant, and soon spread itself over Continents.

Businesses were bought in Japan and formed into a combine, works were acquired in Germany; Canada was thought worthy of a company to itself; vigorous competition was begun in Australia, South Africa, India, and China. English manufacturers found their foreign trade threatened at every point.

The Trust king, Mr. Duke, looked for more tobacco worlds to conquer, and he fixed upon England. The British Tobacco Company, Limited, was registered at Somerset House in 1901. There was little British in it except the name. Mr. Duke was at its head. Mr. O. H. Payne, of the Standard Oil Trust, was by his side, Mr. P. A. B. Widener, of Philadelphia, Mr. T. F. Ryan, of New York, and other American capitalists were with him. Instead of starting factories of their own, as the Diamond Match Trust had done, the invaders bought up the enterprising firm of Ogdens', of Liverpool. Then began a spirited fight between the American and the British manufacturers. In self-defence the chief British houses combined. The Imperial Tobacco Company, which began with 15 businesses, and has since added to them, took over the whole interests of Messrs. Salmon & Gluckstein, Limited, with their 280 shops. Smokers saw the prospect of getting their tobacco for nothing, with a bonus thrown in, when the combatants suddenly ceased to play the part of philanthropists and amalgamated. The British interests were predominant.

In the meantime the Universal Tobacco Company had started up in America to compete, it was thought, with the Trust, but co-operated with it instead. It acquired the leading English Havana cigar company, the Clay, Bock, and linked it up with other Cuban interests already in the Trust.

The chief development, however, was the combination between the British Combine and the American for the control of the world's export trade by means of the British American Tobacco Company. The capital of the company is £5,220,021, and the Americans, by means of the Consolidated Company, hold just double the British interest. The export trade is therefore in their hands. Since it was organised this British-American combine has tied up the warring interests in Australia into one solid monopoly; it has consolidated elsewhere, and has tried, among other things, to make a corner in Turkish tobacco. It obtained the control of the leading London firm importing Havana cigars, Klingenstein & Co., who were turned into a private limited company. In the meantime, the Imperial Company has been expanding at home by acquiring new businesses, branching out in new directions, such as the manufacture of pipes.

In another article we propose to deal with these later developments, and show the methods of Trust organisation and tactics in England.

Tobacconists had a splendid time in the early part of the year 1902. The American Tobacco Company, operating the lead, were cutting their English competitors' prices and under-bidding each other in bonuses. Such a state of affairs could not go on indefinitely. The British firms did not mean to have their trade crushed by the Trust. The invaders found the fight stiffer than they had anticipated; the combatants were anxious to come to terms, so they



amalgamated. Mr. James B. Duke, of the American Trust, was seemingly defeated, but he obtained for Ogden's business a sum in Imperial Ordinary shares more than sufficient to cover the extravagant price he paid for them. Besides, he secured a position on the Imperial Board second only in importance to that of Messrs. Wills. Moreover, he obtained control of all the export business, which belonged to the firms forming the combine, and that of others which might be absorbed.

The following was the position of the Imperial Company when it was formed in February, 1902, and the prices paid for the businesses taken over:—

W. D. & H. O. Wills, Limited .. ..	£6,992,221
Lambert & Butler, Limited, London ..	754,306
Adkin & Sons .. .. .	146,607
Hignett's Tobacco Company, Limited ..	54,183
Franklyn, Davey & Co., Bristol .. .	473,355
Edwards, Ringer & Bigg, Ltd., Bristol ..	372,603
John Player & Sons, Ltd., Nottingham ..	601,456
Hignett Bros. & Co. Ltd., Liverpool ..	477,038
W. Clarke & Son, Ltd., Liverpool .. .	493,582
Richmond Cavendish Co. Ltd., Liverpool	319,805
Stephen Mitchell & Son, Glasgow .. .	701,000
F. & J. Smith, Glasgow .. .. .	525,803
D. & J. Macdonald, Glasgow .. .. .	134,973

The firms represented most of the leading manufacturers. Salmon & Gluckstein, Limited, were left outside, and threatened to be formidable rivals. Their many shops gave them the power of boycotting. They also proposed to extend their factories. The Imperial Company bought them up by guaranteeing their shareholders 10 per cent.

#### YOUNG FIRM'S ENTERPRISE.

The Directors of Salmon & Gluckstein proved themselves the most enterprising of all the young firms in the tobacco business, bringing about a revolution, in fact, in the retail trade; but the best stroke of business which they ever did was securing a perpetual 10 per cent. for their shareholders. It no doubt also proved a profitable transaction for the Imperial Company, as it gave it the power of direct supply, a factor which would be appreciated by the American Trust king. Before the year was over the Imperial, after amalgamating with the American Trust, which meant taking over the British Tobacco Company and Ogden's, Limited, absorbed the following firms:—W. & F. Faulkner, Limited, London; Mardon, Sons & Hall, Limited, Bristol; W. T. Davies & Sons, Chester; W. Williams & Co., Chester; W. A. & A. Churchman, Ipswich.

In its second report the Imperial Company stated it had acquired a considerable interest in W. Klingenstein, Ltd., the leading importers of Havana cigars.

The company's interests have extended in other directions. At the last meeting in February, Sir William H. Wills stated that there had been an increase of 2 per cent. in the company's turnover on the year, and that it carried on more than half the tobacco trade of the country. Since then, the business of J. & F. Bell, Glasgow, has been acquired for £10,000, although it had paid a respectable dividend on a capital of £66,000 up to 1900. The Imperial has established a fancy goods department, which, among other things, manufactures pipes, and it has printing works which it acquired.

#### THE PREDOMINANT PARTNER.

The predominant partner in the Imperial Company is the firm of W. D. & H. O. Wills, of Bristol. They have always had the cream of the trade. No commercial concern in the country stands higher. The directors of the firm have always possessed businesslike sagacity and enterprise. It has always been one of the best managed concerns in the country. Had the American Trust not been threatened with the great financial resources and the enterprise of this firm, which was powerful enough by itself to have withstood the attack, the others might have gone under. If Messrs. Wills had adopted the same drastic measures toward the retailers that an American Trust would have done in the first instance, the fight might have been over sooner. It is

perhaps due also to the Wills' influence that the usual Trust methods have not been practised to any great extent. Travellers have not been got rid of wholesale, to effect economy. The displacement of labour in their works has been gradual, and generally Messrs. Wills have endeavoured to regard their moral obligations to their employees, and to maintain their high reputation for fair dealing in business. In spite, however, of their moderating influence, it is inevitable that Trust methods have crept into the operations of the combination.

#### IMPERIAL'S RAPID GROWTH.—AMERICAN METHODS.

Having been forced to combine to resist the American attack, the Imperial Company is also compelled to adopt some of the American methods of Trust-building in order to maintain its predominant position. The leaders of the company might regard it as a disastrous thing to the country if the tobacco trade were to fall entirely into their own hands, but they cannot resist the inevitable tendencies of all great combinations to grow.

#### MONOPOLY IN AUSTRALIA.

While the combination has been extending in England, it has been consolidating in Australia.

Some time after the American and British giants had come to terms in England, the tentacles in Australia had kept up the battle. They have now, however, been brought into line, and the whole trade in Australia is now practically one monopoly.

The Melbourne correspondent of the *Daily Chronicle* gave, in a recent issue, a very interesting account of the development of the tobacco combine in Australia. The details of this development are very significant. In March, 1903, two Australian tobacco businesses—Dixon's Tobacco Company, Limited, and W. Cameron Brothers & Co. Proprietary, Limited—amalgamated as the British Australian Tobacco Company, Limited, with a subscribed capital of £1,500,000, the avowed object being to fight the American and British combination, which had, it was said, declared its intention of capturing the Colonial market. It was subsequently stated that the Australian combination had secured the Colonial business of T. C. Williams, of Richmond, Virginia, the largest exporters of aromatic tobaccos to the Australian States; and also, on a 100 years' lease, the Australian business of David Dunlop, of Petersburg, Virginia, the chief exporters of dark tobaccos to Australia. Towards the end of last year reports were circulated that a movement was on foot to consolidate certain large tobacco interests, and these were followed shortly afterwards by an announcement that J. Kronheimer Proprietary, Limited, and W. D. and H. O. Wills (Australia), Limited, had amalgamated under the title of Kronheimer, Limited. This company was appointed sole distributor for the American Tobacco Company of Australia, and after it had absorbed other businesses, Kronheimer, Limited, finally took over the distribution of the manufactures of the British Australian Company itself. The *Melbourne Age* sums up the position by stating that "the movement started a year ago by the formation of the British Australian Tobacco Company, ostensibly to fight the British-American combination in its attempt to capture Australian trade, has evolved into a monopolistic agency, which transacts distributing business for both combinations, and practically dominates the whole trade of Australia."

#### SQUEEZING SMALL MEN.

There are various indications that the Imperial Tobacco Company will continue to grow, apart from its natural development, through the acquisition of new business, every year.

It starts with the great initial advantage of being able to buy cheaply through its alliance with the American Tobacco Company. To a large extent it sells direct to the public, and every tobacconist is bound to keep its goods, and has a strong inducement to accept its bonus system. To these natural advantages, which arise from combination, must be added good management.



**SMOKE**

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SOLE MANUFACTURERS:

# RICHARD LLOYD & SONS, LONDON.



Up to now the Imperial Company has not exercised its power on the retail trade, but recognises that its interest lies in endeavouring to keep on good terms with the sellers. The Imperial Company has perfectly centralised its buying and its payments, but has not done the same with distribution. The various firms now incorporated as branches of the Imperial Company still send out independent travellers, who compete with each other for business. The natural advantage of the Imperial Company over competitors, however, are many.

It is when the big combine comes against the little competitor that its power is felt.

#### HOW COMPETITORS ARE KEPT DOWN.

For instance, if any of the smaller manufacturers undersell, the Imperial can always go one better. As sellers, their power to undersell competitors is practically unlimited. The Imperial Company has pushed the trade in articles on which it gains small returns, such as Irish Roll tobacco, which is now sold at practically cost price. This has been going on for many years, and yet there are about 100 firms in Ireland, Scotland, and the North of England engaged in this trade, and many of them manufacture little else. It is only a matter of time when the weak ones must go to the wall.

Similarly the Imperial are offering all grades of loose tobaccos at low competitive prices, which leave little or no margin for the independent manufacturers. Wherever one of these is making a success the Imperial puts one of their branches on to bring out an article of the same type. For such ventures they have an enormous advantage from their facilities for distribution.

Without, however, resorting to undercutting, the combine has many advantages over the independent men. To begin with, it has the enormous advantage of concentration in buying. The individual branches act as the agencies for the sale of goods. The advantage of any one branch is now being used for the benefit of all. Thus, Messrs. Wills, who built up a trade in penny packets of cigarettes, their sale of which is now about 12,000,000 cigarettes a day, were able to do so owing to their monopoly of the Bonsack machines. This machine is now supplied where cigarette machinery is necessary to all the branches. It follows also, as a matter of course, that the Imperial will have the first call on new inventions, whether American or English, as it will pay most for them.

The Imperial Company has also unequalled advantages in the collection of accounts. Its position enables it to deal firmly with bad payers. Its accounts are collected very closely, and when "Imperial Day" comes round, there is very little left in the coffers of the retail tobacconist for anyone else.

It is not necessary to emphasise the benefit which the company has from its possession of Messrs. Salmon & Gluckstein's shops.

#### THE BONUS SYSTEM.

Its bonus system is another powerful means for pushing business. It agreed, soon after its formation, to divide for a period of five years a percentage of its profits among the customers who accepted its agreement, according to the amount of bonus bearing articles sold. This scheme is successful just in proportion as it works to the disadvantage of other manufacturers. In fact, there is hardly a retail tobacconist who does not sell Imperial goods, as he could not exist without doing so, and the average man says he may as well have the bonus as not. The bonus agreement requires the tobacconist to "prominently display" the Imperial Company's goods. It does not prevent him prominently displaying other goods, but there are few, if any, manufacturers ready to offer the same terms.

The power of the combine over the retailer is well illustrated in the case of Messrs. Albert Baker & Company, Ltd., who are the next largest London retailers after Messrs. Salmon & Gluckstein. In March, 1902, after the Imperial Company had swallowed up Messrs. Salmon & Gluckstein,

Messrs. Baker announced that they would boycott the Imperial Company. They said, "The Imperial Tobacco Company being now the virtual owners of a large number of retail shops, and therefore our competitors, we have to give notice that we will have to discontinue selling goods manufactured by them as soon as our present stock is exhausted." At the next meeting, in March of the following year, the Chairman, however, had another story to tell. He then said, "I think our shareholders would like to hear a few words as to our present relations with the Imperial Tobacco Company. These relations are absolutely friendly. We have buried the hatchet, and I think it will lie buried until it rusts away."

The strength of the Imperial Company and its capacity for growth are shown in other directions. Its law actions are carried from Court to Court to the House of Lords. The moral effect of this is that few care to fight it. It is now fighting a case about the width of a cigar band. It is impossible for a single trader to fight even a very good case with a wealthy combine.

It is inevitable that the Imperial Company will not only easily retain its position, but add to its power and its business every year. It has already begun the development of subsidiary industries, such as pipe making, and in this direction may be able to curtail foreign competition. It is likely to develop on other lines, and manufacture other articles which retail tobacconists require. It will be able to do this cheaper than anyone else in the same line of business; this will add to its profits, and also tend to strengthen the tie which binds retailers to it.

It does not necessarily follow that the retailers will suffer, as up to now the pressure has not been great. All the old houses forming the combine continue to compete with each other, which is considered to be to the benefit of the retailer and of the company.

#### POSITION OF THE INDEPENDENTS.

In the meantime, the position of the existing independent manufacturers is not strong. The stress of competition is making them increase their turnover and their bad debts at the same time. No new competition will arise, as the prospect is too discouraging for investors, and some of the small firms are giving up the fight.

The chief firm outside the combine is that of Mr. Gallaher, of Belfast—a man of great enterprise, whose position in some parts of the country is unassailable. He has recently acquired a Newcastle business, and his trade is increasing. Taddy's is another enterprising firm whose special brands are untouched by competition.

Several firms which are limited companies suffered severely in 1901 and 1902, but are showing signs of recovery. Messrs. Cope Brothers & Co., Limited, paid 5 per cent. in 1900, and had a deficiency last year. They have absorbed another business, and are now doing better. Messrs. R. & J. Hill, Limited, paid 6½ per cent. in 1900, and came down to 2 per cent. in 1902. Last year was worse, but here again there are healthy signs of revival. Messrs. B. Morris & Sons, Limited, also enjoyed 7 per cent. in 1900, but paid nothing two years later, and last year got back to 4 per cent. Unless some of these independent firms form a defensive alliance against their giant competitors they are not likely to see a return to the happy days of general competition and big dividends.

For the time being the most encouraging feature for the trade and the smoker is that there are half a dozen well-managed and enterprising firms maintaining a courageous fight, and are doing remarkably well. It would be also a good thing for the Imperial Company if this state of things continued.

#### LAYING ON OF HANDS PROVED EFFECTIVE.

Mrs. Hix: "I don't take any stock in these faith cures brought about by the laying on of hands."

Mrs. Dix: "Well, I do. I cured my little boy of the cigarette habit in that way."



## THE OGDEN BONUS.

We have been requested to publish the following correspondence:—

6, Mincing Lane,  
London, E.C.,

27th August, 1904.

Sir,  
You printed last month a letter from Mr. G. E. Thatcher, solicitor to the liquidator of Ogden's Ltd., announcing that he had issued a writ against the members of the Committee of the above association, for a declaration that the association was illegal. Mr. Thatcher omitted to state that the ground of the contention mentioned in the endorsement of writ was that the association should have been registered "by reason of the provisions of section 4 of the Companies Act, 1862." This section requires a company of more than 20 persons formed "for the purpose of carrying on business" to be registered under that Act.

We enclose copies of two letters that have passed between Mr. Thatcher and ourselves since this writ was issued. We have omitted immaterial parts. Mr. Thatcher did not serve notice of motion for interlocutory injunction as we invited him to do.

We also enclose copy of a letter we have addressed to the liquidator of Ogden's Ltd.

Yours faithfully,

C. J. SMITH & HUDSON.

The Editor,

*Cigarette World.*

[COPY.]

28th July, 1904.

Dear Sirs,

NATHAN AND OTHERS *ats.* OGDEN'S LIMITED.

I have duly received your letter of to-day's date, which has evidently crossed my first letter.

I am much obliged to you for your offer to do what you can to facilitate the application for an interlocutory injunction before the Vacation.

With regard to the two last paragraphs of your letter, neither the liquidator or I want to intimidate anybody but we think that the object of the association is a wrong one, and calculated to do injury, therefore we desire to stop it. The paragraphs you mention were not inspired by us.

Yours faithfully,

GEO. THATCHER.

Messrs. Smith & Hudson.

6, Mincing Lane,  
28th July, 1904.

Dear Sir,

NATHAN AND OTHERS *ats.* OGDEN'S LIMITED.

We send you herewith Notice of Appearance for the Officers and Committee of Ogden's Bonus Association.

If the liquidator seriously intends to maintain the contention that the defendants are "carrying on business," and are subject to an injunction, he will of course desire to have the matter dealt with and an interlocutory injunction applied for before the commencement of the Vacation. To enable this to be done we have at once entered appearance for the defendants who represent the association without waiting for the expiration of the time.

This will enable you to serve us with Notice of Motion for next week, and if you will let us have your affidavits in support in good time, we will at once file the defendants' replies, so as to enable the matter to be dealt with before the Courts rise.

The evidence is within a very small compass, and there can be no difficulty in this being done.

Should the liquidator not avail himself of this offer the defendants must conclude that the writ has not been *bona fide* issued for the purpose of getting the declaration claimed made, but for the purpose of intimidating the members of the association, and in that case they will know how to act.

We are instructed to make this remark on account of the paragraphs which have appeared in yesterday's newspapers, which must have emanated from the liquidator, and are obviously designed to have this effect.

Yours faithfully,

C. J. SMITH & HUDSON.

George Thatcher, Esq.,  
*Solicitor.*

6, Mincing Lane,  
London, E.C.,

26th August, 1904.

Dear Sir,

*Re* OGDEN'S LIMITED.

We are instructed on behalf of a very large number of persons who signed the agreement with the above company of March, 1902, providing under certain terms for the payment of those persons of a bonus and share of profits, to write to you with reference to the admission of proofs by them for damages sustained in consequence of breach of that agreement. So soon as you are prepared to admit their proofs in principle, we will furnish you with a list of their names. Meanwhile, we need only specify the following, who are, we believe, representative of the whole: Mr. H. J. Nathan, of Stratford, cigar importer; Messrs. W. H. Newmans, Ltd., of Birmingham and other towns; Mr. G. T. Bodey (The Tobacconists' Mutual Supply Co., Ltd.); Mr. G. Higgs, of Stamford; and Mr. H. W. Stiles (Whale & Co.), of Brighton.

The breach complained of is that the Company failed to carry on its business during the period of four year's mentioned in the agreement, and did acts disabling itself from earning profits and preventing our clients from being its customers, and has not paid to them either the bonus or the profits contracted to be paid.

The circumstances of such breach have already been gone into in the cases of Messrs. Nelson and Telford before the Lord Chief Justice and the Court of Appeal, and of Mr. Billingsley before the Lord Chief Justice, and need not therefore be further referred to by us. We are advised by counsel that all our clients are equally entitled with the plaintiffs in those actions to damages against the company for the said breach.

Our object in writing is to get those damages admitted, assessed, and paid without litigation if possible, but if litigation should unfortunately be necessary, then to make arrangements to get a decision on any legal points on which you may require a judgment of the court, without multiplicity of actions and without delay.

We are informed that you do not admit the correctness of the decisions in the cases referred to, and have given notice of appeal to the House of Lords. If you are prepared to admit the claims of our clients and to agree to a method of assessment of the amounts thereof, subject to your not obtaining a decree of the House of Lords reversing the judgments of the Lord Chief Justice and the Court of Appeal within an agreed time, we shall be prepared to consider with our clients the propriety of their accepting this position and allowing you the necessary time for your appeal.

Should you not, however, be willing to take this course, we shall be glad to hear from you, in detail, what objections (if any) you have to admission of our clients' claims, and whether you are prepared to agree with our arrangements, by way of a test action, or actions, or otherwise, to get any doubts you may have authoritatively decided and our clients' claims assessed in the most expeditious and satisfactory method.

We write anticipating that there may be such objections, because you have already rejected claims put forward by our clients.



We are further instructed by some of our clients that it is believed that you have parted with assets of the company received by you to certain persons and to companies in America, without providing for these claims for damages for breach of contract, of which you had notice from the commencement of the liquidation, and which were obviously anticipated in the agreement of 27th September, 1902, between your company and the Imperial Tobacco Company, Ltd. For this belief there is certainly foundation in the nomination letters on the company's file at Somerset House. We have therefore to ask you for an assurance that you have not so parted with assets, and will not do so, or in any case that you will not part with any further assets without providing for all claims under the said agreement.

We shall be glad of an early reply.

Yours faithfully,

C. J. SMITH & HUDSON.

Joseph Hood, Esq.,  
Liquidator of Ogden's Limited.

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## The New Experimental Tobacco Crop in Ireland.

THE series of experimental crops of tobacco allowed to be grown in Ireland by the Chancellor of the Exchequer and the Board of Inland Revenue, under the supervision of the Irish Agricultural and Technical Instruction Department, are now approaching the critical stage. The leaves will soon be gathered in, and the crucial test as to whether tobacco leaf can be adequately and properly handled, so as to make tobacco-growing in Ireland a commercial success, will be soon be put to the trial. The main experiment of the Agricultural and Technical Instruction Department this year is being carried on in the County Meath, under the supervision of Colonel Everard, some twenty acres being planted, and no doubt the proper provision is being made with sheds, store-rooms, drying and fumigating stores, &c., to make the experiment a success. From what we can learn so far the growth of the plants has fulfilled all expectations. The splendid sunny weather in July did wonders with the plants. The last fortnight's weather, however, has not been so satisfactory. But the big experiment which is on its trial depends as much, and indeed more, on the way the leaf is treated after it has been gathered in than on the actual growth of the leaf itself. In 1900 and 1901, it may be remembered, various plots in different parts of Munster and Leinster were planted, as much with an idea to determine what soils were suitable for the growth of tobacco, as to see what could be made of the leaf when gathered in. The experiments carried on in those years showed that the growing of tobacco leaf was eminently suitable to several of the districts selected, and the chief difficulty the Department had to deal with was more in the saving and curing of the leaf than its actual planting and growth. In 1902 but a small acreage was grown; indeed, we believe the Agricultural Department confined its experiment to one plot at the Munster Institute, their chief object being to devote their attention to the saving and rendering fit for commercial purposes the leaf grown. That year, however, neither the crop nor the attempts to cure it or render it fit for use by the manufacturers were very successful. In the language of the Agricultural Board's own report, "The rooks ate most of the crop, the seeds were diseased, and though only an acre was attempted to be planted the bulk of the seedling plants put in had to be imported from France."

The Irish Members of Parliament have worked hard to secure from an unwilling and unsympathetic Chancellor of the Exchequer, and a somewhat unwilling Board of

Inland Revenue, very considerable concessions. The reduction in the duty of one-third for home-grown leaf is a big bounty; in fact, such a protection to the Irish grower of tobacco leaf that if the Department which has taken on its shoulders the working of this measure has the energy and business tact to push this industry through, it would mean a very big thing for the farmer who would raise the crop and the tobacco merchant who would manufacture it. As has been proved, the soil to grow tobacco leaf is there. The leaf can be profitably grown in seven or eight counties in Leinster and Munster. Indeed, it is comparatively easy to grow the leaf. It is the scientific knowledge and the appliances necessary to cure the leaf that are wanting, and it is the business of the Agricultural and Technical Department of Ireland—having undertaken the duty—to supply this. The Inland Revenue Department, in the view that the growing of tobacco is likely to be done on a big scale in the future, have just issued a set of regulations to their officials of a most lenient and sympathetic kind. Practically no restrictions are placed in the way of the grower of the leaf, or the curer or dryer of the tobacco plant. The officials are charged to give every facility to develop this industry, and, even if the lenient code already drawn up is considered too restrictive or drastic in any of its regulations, the officials are willing to reconsider them with a view to lightening them, and thus help to a successful issue this budding industry.

For the present the Inland Revenue Department leave in the hands of the Department of Agriculture for Ireland the selection of the persons who desire to grow the tobacco plant, though we believe at the present time there are a few plots of the leaf being grown in different parts where the Inland Revenue Board have allowed the persons to do so independently of the Irish Board of Agriculture. All that is necessary is for the grower to make a declaration on the approved form that he will afford to the officers of Inland Revenue free access at all times to the planted land, and to all places and rooms used for drying, curing, or storing tobacco grown by him, and that all the tobacco so grown shall be produced to the proper revenue official, to be charged with duty, or otherwise disposed of in accordance with the regulations. Previous to planting the tobacco, the declaration alluded to above must be made, and the approval of the Inland Revenue Board obtained. When the tobacco is fit to be cut, or gathered, at least twenty-four hours' written notice must be given the officials, and provision is made that when any portion of the tobacco is considered unfit for use, or unprofitable to cure, arrangements will be made for its destruction, which must be carried out in the presence of the officials. Provision is also made, where the drying, curing, or storing of the leaf is not carried on, on the farm where it is grown, to have it removed to a recognised central drying shed, to be there dealt with until it is packed in bales, or casks, to be removed for duty. In all such cases the officers of Inland Revenue must be apprised, and no tobacco leaf can be removed without a "permit" from the proper official. When the tobacco is cured, it may be either sold and the duty at once paid on it, or it may be removed into a Crown warehouse, where it may be deposited until it is required by the manufacturer, and duty need then only be paid on it. If preferred, however, if a proper store, which can be secured by a Crown lock, is provided at the drying-shed, the cured leaf may remain there, and the final account be not taken, or the tobacco be not removed to the nearest Crown warehouse, as the grower may elect, up to any date not later than the end of March following the year in which the tobacco was grown. The full duty will, in the first instance, have to be paid, and then a refund of one-third of the duty will be allowed by the officials. These provisions are drawn up so as to make the storing and paying of the duty as easy as possible to the growers, and are drafted in a more than usually generous spirit by the officials. It now only remains for the Agricultural Department to rise to the occasion, and do their duty, so as to develop and foster this promising industry.—*Freeman's Journal.*



# The Competition in the Tobacco Trade.

GOVERNMENT MEDDLING WITH MANUFACTURERS. COPE BROTHERS & CO. LTD.



THE twenty-third ordinary meeting of Cope Brothers & Company, Limited, was held on August 22nd in the large hall, Exchange Station Buildings, Liverpool. Sir John A. Willox, M.P., Chairman of the Board of Directors, presided. Amongst those on the platform were Mr. W. Staveley Taylor, Mr. Thomas H. Cope, and Mr. W. Jollyman, Directors; Mr. W. H. Powell, Secretary; Mr. George Banner, Auditor; Mr. Sydney Style, Solicitor; and Mr. F. W. Knight, Manager.

The report and balance sheet, which have already been published, were taken as read.

Sir John Willox, in proposing the adoption of the report and balance sheet, said:—The Directors do not submit the report of the past year as being as satisfactory as they could wish, nor do they regard the dividend as adequate. In both respects there is room for improvement, and they hope that such improvement may be speedily attained. In one respect, however, they regard the record of the past year's working as not altogether disappointing. It shows a marked improvement upon the results of the trading for the last two or three years. The proprietors will remember, unfortunately, that there was an actual loss upon the business for some time, arising from causes which I have on more than one occasion explained. These losses were charged against the reserve fund, which had been accumulating for years, and as there were no encumbrances to be provided for, or old debts to be written off, the company was in a position to take immediate advantage of any improvement in business. Such has been the experience during the past twelve months. Instead of a deficit upon the profit and loss account there has been a substantial profit amounting to £12,760. From this amount has to be deducted debenture interest and cost of administration, leaving a disposable balance of £8,713. As already stated, no old scores had to be settled, and this sum at once became available for distribution. The Directors recommend a dividend of 2s. per share, free of income tax, and will carry forward a balance of £1,213. This result can scarcely be regarded as roseate, but the Directors have some confidence that it may be considered the harbinger of better times to come and of returning prosperity to Cope Brothers and Company, Limited. The misfortunes of the past have arisen from causes with which the public are familiar and over which the Directors had no possible control. There was first of all the American invasion, and the echoes of that fierce and wasteful war are still heard in the law courts. They are likely to be heard amongst the lawyers for some time to come. Then followed the British combination, with an attempt to establish a controlling monopoly of the trade. It is an ambitious scheme, and the British proposes to make the whole world its sphere. The British Colonies are receiving special attention. Speaking the other day of the Anglo-American combination, Mr. Richard Seddon said that under it no tobaccoist in New Zealand could call his soul his own. In Canada no tobaccoist will probably be able to call his shop his own. Perhaps it may even come to the same thing in England—if the English people are so complaisant. Of course, men of business must take their chances in a conflict such as this, and personally I make no grievance either of the American invasion or the combination of British houses, if the rivalry be pursued upon legitimate business lines. There is, however, one grievance upon which we, in common with the trade generally, feel strongly—that is the gratuitous and indiscreet meddling of the Chancellor of the Exchequer in concerns that he does not understand. For many years past, Chancellors of the Exchequer have made the tobacco duties

the plaything of their amateur finance. There has been a wide variety of changes, which have worked nothing but harm to the trade and injury to the revenue. The Government are attempting to regulate the trade in all details instead of allowing manufacturers a free hand and confining themselves to their proper function as collectors of revenue. Beginning with a regulation of moisture, the Government now regulate the oil used in twist, and even the colour of the paper for wrapping cigarettes. The present Chancellor of the Exchequer has adventured upon a new line of experiment. He differentiates between the duty payable upon tobacco leaf stripped and unstripped, and practically tells the manufacturers of England what kind of material they should use in their manufactures. The practical result probably will be that the British working man will find in his tobacco more wood and water, and the British Exchequer less money in the Imperial till. Mr. Austen Chamberlain has softened the blow by the offer of a temporary rebate. This may be acceptable as a passing expedient, but it will not do anything to mitigate the confusion and complication which his thoughtless intervention have brought about. It was peculiarly inopportune that these changes should occur when the trade was in an unsettled condition. It has aggravated the situation and rendered the position of the manufacturers still more difficult and untenable. What may be the next step in fiscal legerdemain I do not know, but of one thing I am certain, namely, that it will be better for Finance Ministers to refrain from interfering with a trade that yields a substantial revenue and which has been harassed and injured by a succession of unwise experiments. Of course, Cope Brothers & Co. have suffered in common with their neighbours from this policy of meddling. The tobacco trade was completely disarranged from the day the Budget was introduced in April, and it still continues in an undefined position. During the last two months of the past year—May and June—our trade was disorganised by the financial vagaries of the Chancellor; they were crude and impolitic at the outset, and were aggravated by the long delay in settlement. The Budget was hung up for a longer time than ever before known, and the procrastination worked nothing but mischief to the trade. But for these misfortunes, the report, the Directors believe, would have been of a more satisfactory character. They have attended strictly to their own business without wrangling with their competitors. They intend to pursue this policy of reserve, and hope that in the near future there may be such an improvement in the conditions of the business as will satisfy the proprietors that they have both an old-established and a sound business. The accounts, I think, show that there is substance and stability in the financial position. The total amount owing to creditors is £42,800, while on the other side there are sound debtors to the amount of £80,000, stock in hand at cost price £174,000, and cash in hand £17,000, to say nothing of premises and plant. There is just one item in the accounts to which I would refer. It is that of the redemption fund for land and buildings. The great bulk of the property is freehold, and only a small part leasehold under the Corporation of Liverpool. The leases have been renewed, and the property is now in full lease, and £2,123 is the balance remaining over after such renewals have been provided for. Of course, in the time of adversity the reserve fund was considerably depleted, and the desire of the Directors will be to augment this necessary item as soon as available means will permit. It now gives me great pleasure to move that the report of the Directors and the statement of accounts be adopted, and that a dividend of 2s. per share, free of income tax, for the year ending 30th June be declared. Before asking



Mr. Jollyman to second the motion I should like to say I hope, when he has finished, that in any discussion which takes place nothing will be said or done calculated to injure the business or to check the flowing tide of prosperity which, I am glad to say, has not only continued up to the 30th June—the close of the year—but which still flows, and gives me, at any rate, some confidence that we may look and hope for better things to come.

Mr. Wm. Jollyman seconded, and said he was sorry to tell them that in his judgment the crisis through which they had been passing had not yet expired; they were still in the midst of it, and the competition which they had felt so much was practically as keen as ever. It was unfortunate that such should be the case, but they, in conjunction with other manufacturers, had to fight it in the best way they possibly could. A gentleman to whom he was speaking the other day told him he knew of 23 or 27 manufacturers—he forgot which—who had had to close down owing to bad trade, and he was afraid there were more to follow. That was a very serious state of affairs for any trade, and it was a most melancholy thing that men who had been working their whole lifetime at a business and doing their utmost should suddenly be brought down to poverty and sorrow through no fault of their own, and yet it was the case. Taking that into consideration he thought they as a company had something to be thankful for. The duty question had had a great deal to do with the difficulties through which they had passed. The Chancellor of the Exchequer had again attacked the tobacco trade, and a feeling of the greatest uncertainty was created as to what was going to happen next. It came as a great blow to the whole trade, more especially as it came at a time when they were hoping and expecting they would get some reduction. He did not think there was a single manufacturer in the whole of the kingdom who expected to see any increase in the duty, and for a time it practically demoralised the trade throughout the country, and it would take some time for it to settle down again. Manufacturers were obliged to advance their prices, but some of them could not maintain them, and had had to lower them again. The proprietary goods of Cope Bros. & Co. were, he was glad to say, growing in public esteem, and he was thankful they had not had to reduce any of them, and he did not think they would have to do it. Trade was rapidly increasing, and he hoped the time was coming when they would get an adequate result from it. The outlook for the future was more hopeful, and the substantial increase recorded in the sales during the past year had been fully maintained during the month since the books were made up. In reading a Bluebook recently he noticed a manufacturer gave it as his opinion that owing to the opposition there would in ten years not be more than six manufacturers left in the kingdom. Asked if he thought he would be one of them he said he believed he would. The directors not only hoped, but thoroughly believed, that Cope Bros. & Co. would also be found among the historic six.

Mr. Woodrooffe said he thought the shareholders would agree with the Chairman when he said that there was nothing very rosy about the report. When a company with a capital of £375,000 and £50,000 debentures earned £12,000 they were asked to look pleasant, and to a certain extent they did so because for a few years past they had had no dividend at all; therefore they were thankful for small mercies. Most of the shareholders would also agree with the Chairman in condemning the Chancellor of the Exchequer and the Government, for they had hit them hard. There was one particular item in the accounts in regard to which he intended to move an amendment, and that was the amount set aside for the directors' fees. For many years the sum taken by the directors was £1,600. He did not want anyone to think for a moment that he was at all opposed to the directors receiving a reasonable sum in payment for their services; but he did not think, especially when things were so bad as at present, that it was good enough for the directors to take too big a plum out of the pie. If they were paying a five per cent. dividend

it would be different. He would move that the sum set apart for directors' fees be reduced by £800, and that the latter amount be carried forward to the next account. Although he did not pledge himself, he thought probably this would be an annual motion until they got a five per cent. dividend. It was unfair that four directors should take from the small sum the company had earned nearly £2,000; therefore, he moved that it be reduced by one-half. He moved the amendment entirely off his own bat.

Mr. Wright seconded.

There were no further questions or amendments.

The Chairman, in putting the amendment, said he did not propose to enter into the subject further than to say this, that if there was a period during which hard work, continuous attendance, and grave anxiety were imposed upon the managers of a business it was during a period of adversity. When they were earning, as they did for a great number of years, five per cent. and more there were no magnanimous shareholders desirous of increasing the fees of the directors, nor did they ask for it, and it seemed to him somewhat hard at the present time that after having made a sacrifice both of labour and of money to an extent far greater than that of any other individual shareholders in the company during the times of adversity they should be met in this spirit. When they thought that by their labours, largely he was glad to say owing to the personal labours and co-operation of Mr. Jollyman, they were doing better, it was hard that they should be confronted with this somewhat ungracious proposal. However, it was his duty to submit the amendment to the vote.

The amendment was put and defeated by a considerable majority.

Rev. W. H. Harris said he would like before the report was passed to say something quite contrary to the remarks of the proposer of the amendment. He was heartily glad the amendment was lost. In the past he had not hesitated to say something in the way of criticism; but when he received this year's report it was with a feeling of gratitude. Gratitude was a lively sense of favours to come, and he looked forward to the time when they would be getting a solid dividend anywhere between five and ten per cent., and when they would see their shares at a very high premium. Recently he mentioned the concern of Cope Bros. & Co. to a gentleman in London, and he said the very best business Copes' had done was to secure the services of Mr. Jollyman, than whom there was no better expert in the trade. Mr. Jollyman had only been with them twelve months, and they had every reason to be grateful and to look forward hopefully to the future. Respecting the directors' fees he might point out that on two previous occasions when the profit and loss account had shown an adverse balance the directors voluntarily, without any suggestion from the shareholders, remitted £800 of their fees. He thought it a right and generous action; but he did not think it was a right or generous thing for the shareholders to suggest that that reduction should still be continued. He hoped the prosperity that had set in would be long continued and would greatly increase, and he voiced the feelings of all the shareholders in saying that they earnestly desired better health for their Chairman and for his good lady.

The report and accounts were then adopted.

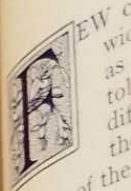
On the motion of Mr. F. W. Knight, Messrs. Banner, Spencer & Co. were reappointed auditors.

Mr. Gabrielsen, in moving a vote of thanks to the Chairman, the other directors, and the staff, remarked that irrespective of business they were delighted to see that Sir John Willox was able to attend the meeting and to preside over it. They were glad to see that he was better in health than he had been, and they trusted the improvement would continue.

The motion having been passed, Mr. W. Staveley Taylor acknowledged it on behalf of the directors. He said Sir John was indefatigable in his services, and shrewd in his judgment, and he was sure prosperity would attach to the company from his able chairmanship of it.

This concluded the business of the meeting.

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# The Tobacco Industry after the Budget.

**F**EW commercial questions have aroused such wide interest during the past three months as that of the increased duty on stripped tobacco. At first sight it is, perhaps, a little difficult to see why there should have been the outcry which was made against the Chancellor of the Exchequer's action in increasing the duty on stripped tobacco by 3d. per pound. Usually in such cases an enhanced duty resolves itself in actual practice into a very simple process. There is the shipper, there is the importer or merchant, there is the manufacturer, and there is the consumer, and it is the latter who is the real beast of burden. But in the case of the increased duty on stripped tobacco there are many side issues which come into operation, and thus it is no mere matter of the middlemen paying the duty and recovering from the ultimate consumer. The tobacco trade is relatively speaking an ancient one, and some of the methods at present existent are such as might have obtained in the days when the tobacco planter was almost synonymous with the millionaire. But, apart from this, the operations of grading, sampling, maturing, and preparing for manufacture are such as cannot be forced. It is no uncommon thing for a merchant to have stock on his hands for a number of years, and only this last week, and quite in the ordinary way of business, a consignment of tobacco was sold out of bond which had lain in the warehouse since 1899, and might have been grown one or two years before that date. The tobacco crop is, of course, a variable quantity, and hence it behoves merchants to secure the best they can when they can. Thus the conditions of the trade favour the accumulation of big stocks.

At the close of 1903 there were 113,264 hogsheads stored in bond in Liverpool, and of these five were imported in 1885, 14 in 1886, three in 1890, seven in 1892, 20 in 1893, 66 in 1894, 156 in 1895, 280 in 1896, 696 in 1897, 1,245 in 1898, 3,294 in 1899, 6,041 in 1900, 14,556 in 1901, 47,954 in 1902, and 38,922 in 1903. During recent years another factor has also been operated in the direction of big stocks, the amalgamations of manufacturers having led to extensive buying on the other side of the Atlantic, instead of business being done through the brokers here. As illustrating the tendency of stocks to accumulate, I may state that on July 30th last there were in the warehouses in Liverpool close upon 120,000 hogsheads of tobacco, whereas at the same period of the years 1900, 1901, and 1902 the total was under 93,000 hogsheads. Of the quantities stocked at Liverpool and elsewhere it is a fair estimate that at any time there would be about two-thirds in the form of stripped tobacco, while the remainder would be in leaf. This estimate is borne out by the following figures, which refer to the whole of the stocks held in the United Kingdom:—

Leaf Tobacco .. .. .	45,000 hhds.
Stripped Tobacco .. .. .	135,000 hhds.

The present importations show an even higher proportion of leaf to strips, probably the percentages being 77 strips and 23 leaf. The extra duty which the Chancellor of the Exchequer imposed upon stripped tobacco was 3d. per lb., and this was strongly opposed by the trade, who contended, and with some justice, that a differential duty of 3d. really meant that, with the duty, the resultant cost of each type of raw unmanufactured tobacco was 3s. 9½d., against 3s. 5d. And here it may be well to emphasise a point which is often lost sight of. It is not the amount of duty which created the difficulty, but the fact that it differentiated between one type of tobacco and another, and thus favoured those who happen to deal in the kind of raw tobacco which the duty favoured. Further, by contrast with what the consumer

pays for his tobacco, 3d. per lb. may seem a mere bagatelle; but it should be remembered that the Government secure the bulk of what the consumer pays, and hence, especially as the average price of raw tobacco in the stripped state is but 6d. per lb., an increase of 3d. over and above the charges on leaf tobacco is a very serious question. But persistent pressure has induced the Chancellor to allow a rebate on this 3d. per lb. of 1½d., or, in other words, to reduce the duty on strips by 50 per cent. from what was decided upon in April last. The official order which has been issued, and which has been made retrospective to the 19th ult., states as follows:—

In accordance with the terms of an amendment to the Finance Bill passed by the House of Commons on the 18th instant (July), a rebate at the rate of three halfpence for every pound of tobacco is to be allowed on any increased Duty paid, under the Resolution of the 19th April last, in respect of any stripped tobacco deposited in a bonded warehouse before April 20 last or which was on the high seas consigned to a United Kingdom Port on that date.

This rebate of 1½d., while it tends to remove much of the objection which the trade had to the new impost, does not give unqualified satisfaction. It is felt that the manufacturer who prefers, for the purposes of his speciality, leaf tobacco is placed at a decided advantage over him who uses the stripped leaf. This is so much the case that recently some firms have been importing stalks from the United States. They turn out the coarser and inferior grades of tobacco commonly known as "twist," and the presence of stalks in this is held to give it a more abiding quality. It is, however, admitted by many merchants and manufacturers that the rebate of 1½d. per lb. will operate as an acceptable compromise. I have already shown what large stocks of tobacco are held, principally in Liverpool. This seems to be an increasing quantity each year. Thus, taking the Liverpool stocks for the past 10 years the figures are as follow:—

## LIVERPOOL TOBACCO STOCK.

	Leaf.	Strips.
1894 ..	21,966 hhds.	43,811 hhds.
1895 ..	20,473 ..	49,390 ..
1896 ..	2,949 ..	58,888 ..
1897 ..	22,568 ..	57,573 ..
1898 ..	23,377 ..	57,483 ..
1899 ..	22,918 ..	75,231 ..
1900 ..	19,352 ..	80,619 ..
1901 ..	20,689 ..	75,780 ..
1902 ..	22,334 ..	98,923 ..
1903 ..	27,581 ..	85,474 ..

I have taken Liverpool because Liverpool is par excellence the *entrepôt* for tobacco, as will be seen from the fact that during 1903 the tobacco taken out of bond in Liverpool was 58,697 hhds., against 17,228 for London, while the stocks held at the two ports were 30,323 and 133,264 hhds. It is claimed that even now that the enhanced duty is reduced to 1½d. there will be in the future a vastly increased importation of leaf and a corresponding decrease in strips. Probably one idea which influenced the Chancellor of the Exchequer in making the difference between leaf and strips was that the work of stripping would be done in England and thus encourage home industry. But apart from the stripping there is another industry affiliated with the manipulation of leaf tobacco which is worth consideration. This is the preparation of sheep-dips, sheep powder, insecticides, blight powder, &c., manufactured from what is technically termed



"offal snuff." This is an industry which has developed very rapidly of late years. It is only recently that the refuse tobacco stalks, sweepings, &c., have been discovered to have a commercial value. Formerly the custom was for the manufacturer after grinding his refuse to powder or snuff to present it to the Crown for drawback. Before this was paid the "offal" was of course analysed and drawback was paid on the percentage of organic matter which the snuff contained. Then the "offal" was destroyed either by introduction to the "King's Pipe" or being dumped overboard from some vessel which was taken to a suitable distance from the land. This was an extremely wasteful method of dealing with the tobacco residue. That it had a value the saner methods now in operation have conclusively demonstrated. But, as will be understood, the manipulation of tobacco dust, &c., presented for drawback to the Crown, requires very careful safeguarding, and accordingly very stringent regulations are in force for supervising the various processes by which waste tobacco is converted into sheep-dip or powder for hops, insecticides, &c. In the case of sheep-dip powder, and, in fact, in all processes which allow the conversion of tobacco refuse into a commercial commodity, the operation must be conducted in a duly certified warehouse and under the supervision of the officials of the Crown. For sheep-dip powder, which is exported in large and increasing quantities, especially to South America, the snuff must be mixed with sulphur and carbolic acid, and in fact so treated and denatured that there cannot be the slightest possibility of it being again presented for drawback or used to adulterate commercial snuff. In the case of blight powder the official formula is as follows:—

Tobacco, finely powdered	..	75	parts.
Sulphur	.. .. .	28	"
Asafœtida	.. .. .	5	"
Sago Flour	.. .. .	3	"

A preparation of tobacco as a fumigant for horticultural purposes may also be manufactured from snuff deposited in the King's Warehouse and abandoned on receipt of drawback. Suitable bonded premises must be approved for the purpose, and the snuff must be removed there under bond, or in charge of an officer, a receipt being given for it by the officer in charge of the premises. The operation is to be performed under the control of the surveyor or supervisor, and in the presence of an officer who is to see that the ingredients stipulated are thoroughly mixed in the following proportions, viz.:—

10	lbs.	Hellebore, ground.
18	"	Saltpetre "
6	"	Asafœtida "
4	"	Cayenne "
2	"	Lampblack. "
100	"	Snuff.
10	"	Sago Flour.

The Crown is not to be put to any expense. The prosecution of these various processes of manufacture are rapidly increasing in importance, with the natural result that offal snuff, which was formerly procurable at a few shillings per ton, if not for nothing at all, is now in great demand, the present market price ranging perhaps between £4 and £7 per ton. During the last week some well-known firms have placed an inquiry for as much as 2,000 tons of this commodity, which not many years ago had no market value. Of course, if the importations of leaf tobacco increase the manufacture of tobacco by-products will assume still larger dimensions. Already those who are engaged in the industry are realising the advisability of laying down more perfect and up-to-date plant, a phase of development for which it is only right to admit the effect of competition from the United States manufacturers. It is a further sign of the times that some of the bigger firms, who a few years ago were content to dispose of their offal to small men who in primitive fashion converted it into marketable produce for home or foreign consumption, should now turn their attention to manufacturing these by-products themselves.

Under such circumstances it is only natural that they should regard the greater duty imposed upon leaf tobacco with less disfavour, and it is equally indicative of the growing tendency to accept more loyally the Chancellor's Tobacco Budget that merchants and manufacturers are now discovering that the stripped tobacco which they may have had in stock for years, practically receives a bonus of 1½d. per lb. over fresh importations. This has already created a demand for existing stocks, and any factor which tends in this direction cannot but be warmly welcomed by the trade generally. For owing to the unsettling influences of the Budget the tobacco industry in Great Britain and Ireland has experienced a period of depression which, following closely upon the disturbing effects of capitalistic combines and amalgamations, has temporarily retarded the progress of one of the most important of British industries.—*The Times*.

## NEW LINES.

PASSION FLOWER MIXTURE.—Messrs. Singleton and Cole, Limited, have submitted us for trial a sample of their Passion Flower Mixture, and we are pleased to say that we can unreservedly recommend it to our readers. In the first place the mixture is packed in 2 oz., 4 oz., ½ lb., and 1 lb. tins, and these tins are perhaps the most artistic in appearance now to be seen. They are exactly like embossed metal work, and when properly displayed on a counter, as we have recently seen them, give a very pleasing effect, and cannot fail to set customers inquiring. This is, of course, the first blow; attention is arrested and the customer is inclined to buy, if only because he thinks some of his women folk may like to have the empty tin. In these days when there is so much competition and counters are loaded up with all kinds of daintily got up packages and tins it is impossible to over-rate the immense advantage of novelty and taste in design, but if this were all, then the customer would not return for another tin; only the merit of the article can make him do so. In this case we feel sure on this point. The mixture we found extremely agreeable in flavour, smooking cool on the palate, and in every respect proving the truth of the inscription, "An exquisite blend of choice tobaccos." It is retailed at 1s. for 2 oz., 4 oz. 2s., ½ lb. 4s., and 1 lb. 7s. 6d., and we have no hesitation in saying that it is impossible to beat it at the price, and, moreover, that it compares very favourably with much higher priced mixtures. Lastly, the retailer can afford to push the brand, inasmuch as the manufacturers, following their usual custom, allow a very handsome profit. We would urge our readers to write for samples, and we believe that they will find the line sell quickly, and what is better, keep customers.

Since penning the above notice, we have received Messrs. Singleton & Cole's new price list. We note that the firm have now reverted to their old system of discounts, and their terms are, as usual, extremely fair all round. They continue to make a speciality of £5 parcels, and no doubt they will be as popular as ever. Retailers should write for a copy, and also ask for the Fancy Goods List, from which they can make a good selection of reliable and quick-selling articles. "Thoroughly up to date" seems to be the motto of the firm, and retailers should not fail to give them a trial.

CHEVRON SMOKING MIXTURE.—Messrs. W. H. and A. C. Churchman, of Ipswich, have favoured us with samples of the above mixture. It is packed in 1, 2, and 4 oz. tins, and consists of a mixture of high-class tobaccos compressed into cake and cut by patent process. Retailers should write the firm for samples, as we think from a good trial of the tobacco that it is likely to prove popular.

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# From the "London Gazette."

## Receiving Orders.

AYRES, ERNEST ALBERT, tobacconist and stationer, 25, Southampton Street, Reading. Date of order, August 4th, 1904.

BARLOW, WILLIAM SWIFT, tobacconist and hairdresser, 6, Nether Edge Road, Sheffield. Date of order, August 22nd, 1904.

HALL, FRANK, printer, lately tobacconist and stationer, 42, Broomfield Street, Halliwell Lane, Cheetham Hill, Manchester, late 211, Longmoor Lane, Fazakerley, Liverpool. Date of order, August 23rd, 1904.

LUSTED, HENRY LEWIS WHITCOMBE, tobacconist and cycle agent, Alresford, Hants. Date of order, August 5th, 1904.

WARNER, ARTHUR BARTON, tobacconist, 20, High Ousegate, York. Date of order, September 3rd, 1904.

## First Meetings and Public Examinations.

AYRES, ERNEST ALBERT, stationer and tobacconist, 25, Southampton Street, Reading. First meeting at 14, Bedford Row, London, W.C., September 5th, 1904, at 12 noon. Public examination, Assize Courts, Reading, October 20th, at 2 p.m.

LUSTED, HENRY LEWIS WHITCOMBE, tobacconist and cycle agent, Alresford, Hants. Public examination, the Castle of Winchester, October 10th, 1904, at 11 a.m.

WINHALL, JAMES, tobacconist, 71, High Street, Stamford, Lincolnshire. Public examination, Law Courts, Peterborough, September 23rd, 1904, at 12 noon.

BARLOW, WILLIAM SWIFT, tobacconist, &c., 6, Nether Edge Road, Sheffield. First meeting September 14th, 1904, at 12.30 p.m. at Official Receiver's offices, Sheffield. Public examination, October 27th, 1904, at 2 p.m., County Court, Sheffield.

## Adjudications.

AYRES, ERNEST ALBERT, tobacconist and stationer, 25, Southampton Street, Reading. Date of order, August 4th, 1904.

BARLOW, WILLIAM SMITH, tobacconist and hairdresser, 6, Nether Edge Road, Sheffield. Date of order, August 22nd, 1904.

HALL, FRANK, printer, lately tobacconist and stationer, 42, Broomfield Street, Halliwell Lane, Cheetham Hill, Manchester, late 211, Longmoor Lane, Fazakerley, Liverpool. Date of order, August 23rd, 1904.

LUSTED, HENRY LEWIS WHITCOMBE, tobacconist and cycle agent, Alresford, Hants. Date of order, August 5th, 1904.

MOORE, HAROLD WILLIAM, tobacconist, hairdresser, and cycle dealer, Cypres, Garforth, York, and carrying on business at Briggate, Garforth. Date of order, August 12th, 1904.

WARNER, ARTHUR BARTON, tobacconist, 20, High Ousegate, York. Date of order, September 3rd, 1904.

## Adjudication Annulled.

BENSON, HENRY, in the Order of Adjudication described as of 48, Coburg Street, in the city of Leeds, now of 164, Barkerend Road, in the city of Bradford; formerly wholesale tobacconist, but now out of business, lately carrying on business with Alfred Percy Dyson, of 42, Heap Street, in the city of Bradford, under the style or firm of H. Benson & Co., wholesale tobacconists, at 20,

Lowerhead Row, and afterwards at 17, Wintoun Street, both in the city of Leeds aforesaid. Date of order, February 6th, 1904. Annulled August 19th, 1904 (so far as regards the said Henry Benson only), on ground that all the debts of the joint estate, and all costs, charges, and expenses incidental to the proceedings have been paid and satisfied. The said Henry Benson had no separate liabilities.

## Notices of Intended Dividends.

LARKMAN, JOSIAH WILLIAM, tobacconist, 2, White Lion Street, Norwich (residing at 46, Portland Street). Last day for proofs, September 3rd, 1904. Trustee, H. P. Gould, Official Receiver, 8, King Street, Norwich.

MOORE, WM. ALFRED, tobacconist, lodging house keeper, and newsagent, 309, London Road South, Lowestoft. Last day for proofs, September 7th, 1904. Trustee, H. P. Gould, Official Receiver, 8, King Street, Norwich.

## Notices of Dividends.

KEELEY, JOHN WILLIAM, hairdresser and tobacconist, Derby Road, Stapleford, Nottinghamshire; Derby Road, Sandiacre; and Derby Road, Long Eaton, Derbyshire. First and final of 5s. 9d., at Official Receiver's offices, 47, Full Street, Derby.

MAJOR, BENJAMIN, miner, formerly tobacconist, 8, Ream Terrace, late of Corn Market, Pontefract, Yorkshire. First and final of 11s. 11-16d., August 22nd, 1904, at Official Receiver's office, 6, Bond Terrace, Wakefield.

SLOBODINSKY, JACOB LEON (lately carrying on business as The J.L.S. Tobacco Co.), director of the J.L.S. Tobacco Co. (Limited), tobacco cutter, and cigar and cigarette manufacturer, 68, High Street, Whitechapel, E. Second of 1s. 6d., September 7th, 1904, at E. Moore and Sons, 3, Crosby Square, E.C.

## Notice of Release of Trustee.

COHEN, SAMUEL, tobacconist, 446, Strand, W.C., and 114, West End Lane, Hampstead, N.W. Trustee, E. H. Hawkins, 3, Barbican, E.C. May 30th, 1904.

## Dissolutions of Partnerships.

ALBERGE & BROMET, cigar and cigarette manufacturers, 24, 25, and 26, Featherstone Street, City Road, Middlesex.

WOODD, ARTHUR BETHUNE, and CHARLES KENNETH MURCHISON, under the style of Basil Woodd & Sons, wine, spirit, and beer merchants, and vendors of and dealers in cigars, tobacco, and mineral waters, 34 and 35, New Bond Street. Charles Kenneth Murchison will continue the business under the present style.

A SNUFF-TAKERS' CLUB.—A singular club exists at Dutchlingen, a small town in the Black Forest. The members are all snuff-takers. The club has increased so much in importance recently that its members decided to have a flag. The flag has been solemnly dedicated. At the ceremony the mayor, Herr Graf, delivered an address of welcome to the snuff-takers. One of the municipal councillors, Herr Beschle, handed over the flag to the president of the club, and afterwards to the founder, Herr Mall, who spoke of the "importance of snuff to man's existence." In order to celebrate the occasion in a fitting manner the residents of the town decorated their houses. Numerous tourists were present at the various ceremonies.

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## THE INCREASE OF SMOKING.

THERE has been probably no greater social revolution in the last half century than that which has affected the custom and circumstances of smoking.

Before the Crimean War no well-bred man would think of being seen in the daytime in a fashionably frequented part of London with a cigar in his mouth. Nowadays a fragrant Havana, if not an emblem of aristocracy, is regarded anyhow as a proof of means.

Twenty years ago a visitor in a lady's drawing-room would as soon have thought of spitting on the floor as of puffing Turkish tobacco; to-day it is an open question whether the hostess or her guest is the first to have recourse to the contents of a cigarette-case.

At the ponderous and protracted banquets in vogue during part of the last reign, to insult the "after dinner claret" by the suggestion of smoking would have constituted a far graver offence than to undervalue the champagne by diluting it with seltzer water.

In these present days, in private houses, at regimental messes, and even at "festival" dinners, coffee and cigarettes trip up the heels of the "savoury." The other evening a distinguished foreigner, as he complacently lighted a mammoth cigar, said to his host, "On the last occasion when I had the honour of dining in this house I was your father's guest, and he begged me during dessert not to hesitate to go into the square outside if I would like to smoke; and, so far from being taken aback by the suggestion, I considered him a very liberal-minded man for even recognising such a requirement on my part."

### OLD TIME SMOKE-ROOMS.

Formerly men staying in an English country house found that the only indoor provision for the consumption of tobacco in any form lay in a so-called "smoking-room." This was generally a badly lighted and evil smelling apartment which the housemaid never troubled to air, and whose threshold no lady ever deigned to cross.

It was probably situated at the end of a dark and draughty passage, and presented every discomfort which its vocation could suggest. Desperate visitors have been often known to resort to their own bedrooms and blow their tobacco smoke up the chimney to prevent detection of their irregularity; while many an honest shilling has been turned by a sympathetic butler who has offered the hospitality of the steward's room or pantry.

Clubs for the most part, and for a long time, offered every discouragement to the growing tendency of the younger members, and it is curious in this respect to note how hardly old-fashioned prejudices have died. At a famous political club even now smoking is only permitted in the front hall at stated hours; and at another institution associated with the Universities the privilege can only be enjoyed after climbing to the top of the house.

It may not be generally known that the origin of the Marlborough Club is to be found in the dissatisfaction of the then Prince of Wales and his contemporaries with the existing arrangements at that former temple of fashion—White's Club—where, also, in spite of loud protest, a tedious journey upstairs was necessary before cigars or cigarettes could be indulged in.

### IN LADIES' CLUBS.

The more modern institutions, including even the clubs where ladies dictate and predominate, bow to prevailing requirements, and only preclude smoking in one or two rooms.

One curious result of this latter generous treatment in clubs, restaurants, and houses, apart from the fact that the smell of cooking food is destroyed, is that no single room reeks of stale tobacco.

Servants (not unreasonably) used to consider it a hopeless matter to deodorise the smoking-room proper, and left it to take care of itself, but the system of decentralisation

has necessitated a general and drastic shaking of curtains and sweeping of carpets, with a sweet and wholesome result.

The modern liberal views with which smoking is regarded are, of course, largely due to feminine influence and to feminine participation in a habit which at one time was considered distinctly "odd" for a lady, if not actually improper.

In a "*cause célèbre*" which occurred about a quarter of a century ago the petitioner's counsel endeavoured to make capital out of the fair respondent's avowed habit of smoking, but his argument was entirely swamped by the learned judge, who stated to the jury that, in his opinion, the smoking of cigarettes did not in itself argue any more immorality than the sucking of lollypops.

Just now there are very few dinner-parties where cigarettes are not handed to, and in most cases accepted by, the ladies, who sometimes confess that they endure positive torture when circumstances preclude or postpone this form of self-indulgence.

### SERVANTS' CIGARETTES.

Nor is the increase of cigarette smoking confined to one class. In the days when state chariots, grand barouches, bewigged coachmen, and powdered lackeys prevailed, no servant was ever seen smoking when on any sort of duty. To-day, coachmen, footmen, and chauffeurs on their way to "pick up," or immediately after they have "set down," their employers are to be seen sampling the contents of a packet of "twenty-five for a shilling."

The haughty peer who dismissed on the spot a powdered magnifico because he had been observed smoking on the "hammer-cloth" beside his colleague would shudder indeed to see an electromobile gliding to the garage with both attendants chatting volubly and smoking easily.

The evils of juvenile smoking have been so well-aired in the public Press that legislation is actually contemplated for the suppression of the habit in the streets.

This sweeping innovation will, however, only affect the lower classes. What about the public school boy? At Eton, for instance, when condign punishment used to follow swiftly and pretty surely on any breach of rules, to secrete oneself on a remote bank of the river or to resort to one particular, and particularly nasty, tap-room were the only, and somewhat heroic, methods employed by precocious smokers.

But to-day facilities for smoking at home and at school are granted by parents or indicated by sycophants, and unblushingly enjoyed by young gentlemen whose hats measure about a third of their stature.

A well-known Scotch earl, whose consumption of cigars was proverbially prodigious, confessed to an American acquaintance that he had indulged in a weed at the tender age of eleven. "Why, sir," was the prompt reply, "that is nothing at all. I guess I chewed at six."—*Daily Express*.

### SURE CURE FOR THE CIGAR HABIT.

"I wish, Rachael, that I could break myself of this slavish habit of smoking," said Mr. Portsmouth, despairingly. "I'd give worlds if I could do it!"

"Will you be guided by my advice, David?" asked Mrs. Portsmouth.

"What do you know about such things?" he demanded.

"Never mind what," she replied. "Will you promise to do exactly what I prescribe?"

"For how long?"

"For about two weeks."

"Oh, yes," he said listlessly. "Go ahead with your prescription."

Mrs. Portsmouth left the room and returned in a moment with a box of 100 cigars.

"David," she said tenderly. "I bought these of a peddler for 50 cents, and I've been saving them for you. You will smoke fourteen of them every day till they are all gone."



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# TOBACCOES.



## JUVENILE SMOKING.

### AN INTERESTING REPORT.

It is difficult to say anything new on this subject. It has been discussed over and over again at meetings held in various centres, and written about in many newspapers, not only in this country, but on the Continent and in America. Recently the Minister of Agriculture and Public Works in Belgium addressed an inquiry to the Royal Academy of Medicine concerning the use of tobacco by young persons under sixteen years. The report over this inquiry, brought out by an impartial man, himself a smoker, contains, according to our Dutch contemporary, the *Noordbrabander*, several noteworthy points, and it may be interesting to English readers if we reproduce them here.

In the first place let us deal with the influence of tobacco on young people. Concerning this, we find in the report, says our contemporary, two modes of reasoning which, in our opinion, have both their faults. The first is that of statistics, by which it is shown that pupils addicted to smoking make least progress in the secondary schools. In this connection some interesting figures relating to the Navigation School in Brest are brought forward. The results of the examinations of pupils of the same year were noted, and it was found that the non-smokers had taken the highest places, averaging 20.7, while the places of the moderate smokers averaged 23.3, and of the heavy smokers 22.8.

A year later the average of the non-smokers had improved by 10.2 places. The moderate smokers had bettered their position by only 1.1 places, while the heavy smokers' average had retrograded by 9.2 places.

From this one would deduce that smoking injures the intellectual faculties.

No, says another authority, the impossible school programmes, the overloading of the brains, have much more injurious effects on the young people than tobacco. (This argument scarcely affects the question.) However, since these conditions act on all pupils, and does not in the least explain why the smokers alone remain unprogressive.

To impute the retrogression of the smokers exclusively to smoking would be, nevertheless, too hasty a judgment. Would not the youths who early learn to smoke be from their very nature less clever pupils than the others? What youths are they who early take to smoking? Those who soon feel themselves big, too big also for order and attention in school—youths who pay little heed to the commands or warnings of parents or teachers, or to whom too much freedom is given by their parents; youths who get too much pocket-money for their time of life, and thus make improper use of their spare time, for example, by beer drinking. These causes soon effect the result of making these youths the stupid dolts at the foot of the class. For the unfavourable effects on memory and intellect that too early smoking may perhaps have do not show themselves so quickly that a pupil would be set back 9 places through that alone.

But the more lasting effects on body and mind may be readily shown. One sees the youthful smoker generally expectorating much saliva, a habit that stamps him as destined to early digestive troubles. This is due to the tobacco smoke exciting the saliva glands to an immoderate and useless discharge. But as in the case of saliva, so also are the other fluids that ought to serve for digestion discharged in an unnatural manner, and secreted for no use. Digestion and appetite, so essential at this age, suffer. The youthful smoker's growth is stunted. He is afflicted with thirst, and takes to drinking—beer, if not worse.

The writer also observes among the smoking juveniles irritability, a tendency towards laziness, and weakness of memory, but, as we have seen, only a part of these peculi-

arities can be imputed to smoking. The writer, in his official capacity as an Inspector of Instruction, could often, especially on Mondays, observe other phenomena among the youths as more direct results of smoking on the Sunday: limp hearing, a dulness in the glance, a small, quick pulse, failure of memory.

After all this he comes to the conclusion that smoking under sixteen years of age is decidedly inadvisable. Of course there are some youngsters below that age who can smoke without harm, and clever youngsters into the bargain, but that is just the worst of all evil practices: that there are some persons who suffer no harm from bad habits, and who are consequently bad examples for the rest of mankind.

As regards the hurtfulness of tobacco in the case of adults, the writer justly remarks that this should not be exaggerated. If not carried to excess, smoking is for many a pleasant recreation, a comfort in solitude, and stimulating and refreshing after the fatigue of labour or hard privation. The effects also, even from abuse, are not to be compared with those of alcohol or morphia. The abuser injures his own health only, but does not develop, as does a drunkard, into a danger to society and a menace to civilisation by procreating degenerate offspring. Legislation against smoking, therefore, is not called for, since in general there is no inclination towards excessive smoking.

Fortunately a cure for the evils that await the excessive smoker is easily found: to leave off smoking. The earlier the evil effects show themselves the more fortunate for the smoker, as the habit is then easier thrown off. What these effects are is difficult to enumerate, for they form a formidable list. One must consider, also, that while for one person two pipes or cigars are too much, another may go unpunished though he smoke like Vesuvius.

In order to guard as far as possible from harmful effects, one should use tobacco containing the least nicotine, and, further, smoke no moist tobacco. In moist tobacco the nicotine, as such, is drawn up by the smoker along with the vapour that forms by the combustion, while in drier tobacco the nicotine is for the most part burned up. The portion that is not destroyed by combustion is drawn up in a vaporous state in the direction of the smoker's mouth, but in the cooler portion of the cigar or pipe is again condensed. It thus accumulates in the extreme end of the cigar or pipe bowl, and it is better not to smoke to the end, but to throw away a fourth part of the cigar or pipe fill.

It is plain from this that it is decidedly advisable to use a holder when smoking a cigar.

Finally one should never smoke on an empty stomach, or shortly before eating, or in badly ventilated rooms.

In addition to other weighty matters the report discusses the question whether the State should interfere in the matter of juvenile smoking.

In Norway, in a part of Switzerland, and in no fewer than 33 States of North America, is this the case. In America the selling or giving of tobacco to youths below 16 years is punishable by a fine of 2 to 10 dollars, or 5 to 20 days' imprisonment. In Ohio the fine runs to 100 dollars, the imprisonment to a month, and by a repeated offence to 300 dollars and two months. Dear cigarettes!

But, by the way, if a youth came for tobacco for his father, would it not be difficult to refuse to sell to him? And then when he gets home what is there to prevent him, with or without paternal permission, from sampling his father's stock?

In Norway the juvenile smoker is himself punished with a fine of 2 to 100 kroner. In that country it is well for a youth who has just passed his sixteenth year to carry his birth certificate on him!

According to the report the result of State interference is that youths take to chewing, and that is much worse.

The only thing that can be, and ought to be, done is to earnestly direct the attention of parents and guardians to the harmful effects of juvenile smoking.



# MURATTI'S WORLD-RENOWNED HIGH-CLASS CIGARETTES.

SOLD ALL OVER THE WORLD.

## LEADING BRANDS . . .

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

**B. MURATTI, SONS & CO. Ltd.,** PURVEYORS to the FRENCH GOVERNMENT MONOPOLY.

OUR LEADING BRANDS CAN NOW BE OBTAINED FROM ANY FIRST-CLASS TOBACCONISTS THROUGHOUT FRANCE.

Head Office and Factory: 54, Whitworth Street, Manchester; London Office and Sale Rooms: 5, Creed Lane, E.C.; Branches at Berlin, Brussels, and Constantinople.

# HIGHEST CLASS MIXTURE (Medium Strength).

# "EXMOOR HUNT."

**EDWARDS, RINGER & BIGG,**  
BRANCH OF THE IMPERIAL TOBACCO COMPANY (OF GREAT BRITAIN AND IRELAND), LIMITED,  
**BRISTOL.**



## Mexican Tobacco Crop.

The Department of Agriculture is in receipt of advices to the effect that the tobacco crop of Mexico for 1904, which has nearly all been cut, will approximate 20,000,000 pounds. This is the largest crop since 1901, and is considerably above the average of the past five years.

Supplementing this information with regard to the crop for the current year, the Department of Commerce and Labour has received from the City of Mexico the detailed returns of the production, manufacture, and exportation of tobacco for a period of several years, ending with 1902, the latest year for which complete statistics are available. These figures include the crop of the Republic for the years 1898-1902, the exports of leaf tobacco for the years 1900-1902 by countries of destination, and the manufacture in the Republic of cigars, cheroots, cigarettes, snuff, cut and stemmed tobacco, for the years 1900-1902.

### LEAF TOBACCO CROP.

The Mexican tobacco crop has been subject to some remarkable vicissitudes in the past six years. In 1896 the product was reported as 44,688,879 kilograms (kilogram equals 2.2 lbs.), valued at 4,107,911 pesos (pesos equals 50 cents.). An astonishing decline followed in 1899, the production amounting to less than one-fourth of 1898. In 1900 there was a still further decline, although the total value of the crop was somewhat greater. During the next year there was a small increase in quantity and a proportionate increase in value, but in 1902 the minimum production of recent years was reached, the total output aggregating only 3,907,311 kilograms, valued at 758,200 pesos. The crop of 1903, though not included in these figures, is understood to have amounted to about 5,000,000 kilograms, while the estimate for the current year, as above stated, is 200,000,000, or a little less than 10,000,000 kilograms. The following table shows the quantity and value of the crop for the five years referred to:—

Year.	Quantity. Kilograms.	Value. Pesos.
1898 .. ..	44,688,879	4,107,911
1899 .. ..	9,868,764	2,036,896
1900 .. ..	9,343,561	2,439,092
1901 .. ..	11,909,706	3,009,874
1902 .. ..	3,907,311	758,200

The production of tobacco is distributed very evenly through nearly all the Mexican States. During 1902, when the smallest product of recent years was reported, 1,188,700 kilograms were produced in Tepic. Jalisco stood second with 539,710 kilograms, and Michoacan followed with 383,540 kilograms. Eight other States produced more than 100,000 kilograms each.

### EXPORTS OF LEAF TOBACCO.

Exports of leaf tobacco during the three years covered by these figures show a steady decline, the shipments of 1902 amounting to but little more than half those of 1900. The total exports in 1900 amounted to 1,830,054 kilograms, of which 941,135 kilograms, or more than one-half, were shipped to Germany. Belgium received 571,618 kilograms, Holland took 156,367, and the United States received 104,173 kilograms. It is an interesting fact that, while the total exports for the three years show a falling off, the shipments to the United States rose steadily from 104,173 kilograms in 1900 to 130,276 in 1902. The following table shows the exports of leaf tobacco for the three years—1900-1902—by countries of destination:—

	1900. Kilograms.	1901. Kilograms.	1902. Kilograms.
Germany .. ..	941,135	606,657	495,341
Belgium .. ..	571,618	384,539	432,262
Canada .. ..	4,320	—	2,387
Chile .. ..	—	1,417	—
Cuba .. ..	2,100	16,867	—
Great Britain ..	3,380	13,257	4,440
United States ..	104,173	126,732	130,276
France .. ..	43,504	9,478	2,212
Guatemala .. ..	3,457	406	158
Holland .. ..	156,367	7,027	34,309
Peru .. ..	—	15,320	12,492
Argentina .. ..	—	—	449
Total .. ..	1,830,054	1,271,700	1,114,326

### MANUFACTURES OF TOBACCO.

The manufacture of cigars, cheroots, and cigarettes in Mexico has increased rapidly since 1900, the largest proportionate increase being noted in cigars, which have risen 60 per cent., while the output of cigarettes has increased about 5 per cent. The total production of cigars in 1900 amounted to 236,559 kilograms, but in 1902 the production reached 395,510 kilograms. The output for 1902 was equivalent to 75,467,644 cigars.

The production of cheroots has also increased, but not with absolute regularity. The output of 417,931 kilograms in 1900 declined about 12,000 kilograms in the following year, but in 1902 rose to 425,165 kilograms.

The output of cigarettes has increased slowly but steadily. The production of 5,906,519 kilograms in 1900 was equal to 375,542,765 boxes. The average weight of the cigarette packets has increased during the three years, and the total production of 1902, amounting to 6,203,077 kilograms, represented only 371,791,006 boxes. The following table shows the production of all manufactures of tobacco for the three years, 1900-1902:—

	1900. Kilograms.	1901. Kilograms.	1902. Kilograms.
Cigars .. ..	236,559	283,472	395,510
Cheroots .. ..	417,931	405,797	425,165
Cigarettes .. ..	5,906,519	5,974,333	6,203,077
Snuff .. ..	22	16	9
Cut .. ..	23,625	17,756	23,260
Stemmed .. ..	108	459	2,196

The figures for 1903, which have not yet been obtained from official sources, are understood to show proportionate increases in all the most important classes of tobacco products.—*Tobacco Leaf.*

### WAS SURE HE HAD IT IN STOCK.

A cigar dealer of an excitable temperament, hearing his clerk say to a customer, "No, we have not had any for a long time," was unable to countenance such an admission. He fixed his eye on the clerk and said to the customer:

"We have plenty in stock, sir."

The customer looked dazed for a moment, and the dealer did not seem happy when his assistant informed him that the customer was speaking about the weather, and had remarked:

"We haven't had any rain lately."

### DEPARTMENT STORE CIGARS.

Wife—I bought you a beautiful smoking jacket to-day, and, oh, such a lovely box of cigars.

Husband (resignedly)—Thank you, dear, but how could you bring yourself to go into a cigar store?

Wife—Oh, I didn't. I got the cigars at the same place I got the jacket.

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# 26% PROFIT on a good selling Line.

ALL TOBACCO DEALERS SHOULD STOCK

MURRAY'S

## "MELLOW SMOKING MIXTURE"

Which is now in universal demand, and generally recognised as the standard Smoking Mixture of the United Kingdom.

THE MINIMUM RETAIL PRICE GIVES A PROFIT OF 26%.

SOLE MANUFACTURERS:

**MURRAY, SONS & CO. LTD.,**  
BELFAST, DUBLIN, GLASGOW.

### RESULT OF AUGUST COMPETITION.

The Winner of last month's competition, in which the word "specialists" was mis-spelt on page 227, was—  
Mr. M. E. Aherne, 8, West Beach, Queenstown,  
to whom a parcel of Messrs. B. Kriegsfeld & Co.'s Specialities to the value of 20/- has been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY OCTOBER 6th, 1904.

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 1904.

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:**

Addressed as follows:

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

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

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

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

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

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

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



# STANDARD LINES.

... FREE TO ADVERTISERS.

<b>ANASTASSIADIS</b> <i>Highest Class Turkish Cigarettes.</i> The Tobacconists' Supply Syndicate.	<b>FLOR DE SUMATRA</b> <i>Indian Cigars.</i> Jarrett Bros., 70 & 71, Bishopsgate St., London, E.C.	<b>MYRTLE GROVE</b> <i>Tobacco and Cigarettes.</i> Taddy & Co., 45, Minorles, London, E.	<b>VIKING</b> <i>Tobacco and Cigarettes</i> Lambert & Butler Branch of the Imperial Tobacco Co. (of Gt. Britain and Ireland) Ltd., Drury Lane, London, W.C.
<b>ARISTON</b> <i>Turkish Cigarettes, &amp;c.</i> B. Muratti, Sons & Co. Ltd., Whitworth St., Manchester.	<b>GAINSBOROUGH</b> <i>Cigarettes.</i> Cohen, Weenen & Co., 52, Commercial Rd., London, E.	<b>NAVY CUT</b> <i>Tobacco and Cigarettes.</i> John Player & Sons Branch of the Imperial Tobacco Co. (of Gt. Britain and Ireland) Ltd., Nottingham.	<b>ZEMINDAR</b> <i>Mild Indian Cigars.</i> Jarrett Bros., 70 & 71, Bishopsgate St. Within, London.
<b>ASTHORE</b> <i>Cigarettes and Cigars.</i> J. H. Custance, Putney, S.W.	<b>GENERAL SUPPLIES</b> Singleton & Cole, Ltd., Birmingham.	<b>NUTBROWN TOBACCO</b> Adkin & Sons, London.	
<b>BANDMASTER</b> <i>Special 1d. Packet Line.</i> Cohen, Weenen & Co. 52, Commercial Rd., London, E.	<b>GOLD FLAKE</b> <i>Cigarettes and Tobacco.</i> W. D. & H. O. Wills Branch of the Imperial Tobacco Co. (of Gt. Britain and Ireland) Ltd., London & Bristol.	<b>PALM BRAND</b> <i>Cigarettes.</i> R. Lockyer & Co., 12, Bath Street, City Road, E.C.	
<b>CIGARS AND CHERROOTS</b> Richard Lloyd & Sons, London.	<b>GRAND CUT VIRGINIA</b> Godfrey Phillips & Co., London.	<b>TOBACCONISTS' SUNDRIES</b> Adolph Elkin & Co., London.	
<b>EXMOOR HUNT</b> <i>Highest Class Medium Strength Mixture.</i> Edwards, Ringer & Bigg Branch of the Imperial Tobacco Co. (of Gt. Britain and Ireland) Ltd., Bristol.	<b>LYOYD'S TOBACCOS</b> <i>and Cigarettes.</i> R. Lloyd & Sons, London.	<b>TURKISH CIGARETTES</b> Teofani & Co., London. <i>Highest Award at Paris Exhibition, 1900.</i>	
<b>FLOR DE MUNSHEE</b> <i>Indian Cigars.</i> John Caridi & Co., 5 & 6, Bury Court, St. Mary Axe, London, E.C.	<b>MIXED PARCELS</b> Tobacconists' Supply Syndicate, London. <i>See special advt.</i>	<b>VAFIADIS</b> <i>Cigarettes.</i> Melbourne, Hart & Co., 19, Basinghall St., London, E.C.	

## OF WHOM AND WHAT TO ORDER.

### INDEX TO ADVERTISEMENTS.

Carreras Limited, London, "Craven Mixture Cigarettes" ... ..	PAGE	264	Muratti, B. Sons & Co. Ltd., Manchester, "High-Class Cigarettes" ... ..	PAGE	285
Cohen, Weenen & Co., London, "Bishop's Move" ... ..	Cover i.	258	Murray, Sons & Co., Belfast, "Mellow Smoking Mixture" ... ..	Cover ii.	287
Cohen, Weenen & Co., London, "Gainsborough Cigarettes" ... ..	258	258	Ogden's, Liverpool, "Pullet Pigtail" ... ..	285	285
Custance, J. H., Putney, "Asthore Cigarettes" ... ..	Cover ii.	285	Phillips, Godfrey & Sons, "B.D.V. Tobacco" ... ..	269	269
Edwards, Ringer & Bigg, Ltd., Bristol, "Exmoor Hunt Mixture" ... ..	285	262	Player, John & Sons, Ltd., Nottingham, "Cigarettes" ... ..	273	273
Elkin, Adolph & Co., London, "Price List" ... ..	262	262	Salonica Cigarette Co., London, "Cigarettes" ... ..	262	262
Hammond Typewriter Co. ... ..	Cover iii.	262	Singleton & Cole, Ltd., Birmingham, "Mixed Parcels" ... ..	238	238
Hanks, P. C. & Co., London, "Pureleaf" ... ..	262	259	Standard Lines ... ..	260	260
Jarrett Brothers, London, "Indian Cigars" ... ..	Cover ii.	259	Taddy & Co., "Specialties" ... ..	263	263
Kriegsfeld, B. & Co., "Make a Go" ... ..	259	273	Teofani & Co., London, "High-class Cigarettes" ... ..	262	262
Lambert & Butler, "Frontier Mixture" ... ..	Cover iv.	273	The French Cigarette Paper Co., "Cigarette Paper" ... ..	257	257
Lloyd, Richard & Sons, London, "Golden Melon Mixture" ... ..	273	259, et seq.	The Tobacconists' Supply Syndicate, London, "Havana Cigars" ... ..	Cover i.	257
Melbourne, Hart & Co., London, "Vafiadis Cigarettes" ... ..	259, et seq.	Cover i.	Wills, W. D. & H. O., "Capstan Navy Cut" ... ..	Cover i.	257
Morris, B. & Sons, Ltd., London, "Three Witches Tobacco" ... ..	Cover i.				



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# "Frontier" Mixture

(SWEETENED)

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

SHOWS A GOOD PROFIT TO THE RETAILER.

PRICES ON APPLICATION.

LAMBERT & BUTLER'S

# "Varsity" Mixture

**Cigarettes** A High-Grade Cigarette showing a Good Profit to the Retailer. ✂ ✂

Particulars of the Manufacturers . . .

**LAMBERT & BUTLER,**

Branch of . . .

The Imperial Tobacco Co. (of Great Britain and Ireland), Ltd.,

**DRURY LANE, LONDON, W.C.**

THREE  
Luxurious Smoke.  
Selling Well. Good Profit.



Toba  
AND  
IN THREE  
W.D.&

B