

TRUNDLEY & CO.

MAKERS OF T STAR BRAND OF BRIARS
SOLE AGENTS FOR
SANDALPHON CIGARS AND CIGARETTES.
IMPORTERS OF
ALL TOBACCONISTS' FANCY GOODS,
87, HOUNDSDITCH, LONDON.




The Cigarette World

“TOBACCO NEWS.”

AND FANCY GOODS
TRADES RECORD
ESTABLISHED 1896

Offices: 158, STRAND, LONDON, W.C.
Proprietors: “THE CIGARETTE WORLD” SYNDICATE.
AN INDEPENDENT TRADE JOURNAL
PUBLISHED 15th OF EACH MONTH
Edited by ARTHUR BARRON

Founder and Manager of the First, and Manager of the Second International Tobacco Trade Exhibitions, 1895 and 1896.

No 5. Vol. I.

London, December 15th, 1896.

ONE PENNY MONTHLY.
Ann. Sub. 1/6. Post Free.



Gaiety Girl

Straight Cut.

Virginia Cigarettes

HAND MADE

COHEN WEENEN & CO LONDON.

FACSIMILE OF SIZE AND LID OF BOX.

COHEN WEENEN & Co.'s

New Line of Cigarettes,

GAIETY GIRL

The Largest Sale of 3d. Tins in the World.

Quotations, etc., on application to

COHEN WEENEN & CO.

2 & 3, Princelet St., Spitalfields
24 & 26, Hanbury St., London, E.

10 IN DECORATED
TIN BOXES
FOR **3^d.**

3d. PACKETS
OF 10.

6d. TINS
OF 20.



PROPRIETORS
ADKIN
AND
SONS,

LONDON.
Established
1795.

DARVEL BAY.

British North Borneo.

Samples and Prices of

J. R. FREEMAN & SON,

HOXTON, LONDON,

Manufacturers of High Class British Segars.

Telegraphic Address—
"ELPRECIO, LONDON."

Telephone No.
35,486.

THE CABANA CIGAR COMPY.

Trade **CCc** Mark

Awarded
GOLD
and
SILVER
Medals at the
International
Tobacco Trades
Exhibition,
1895.



Awarded
GOLD
and
SILVER
Medals at the
International
Tobacco Trades
Exhibition,
1895.

Manufacturers of the Celebrated

DUKE OF WELLINGTON CIGARS

Specialities: { Hand-made Cigars.
Quill Fins, Senioritas, Pressed Brilliants.
Gold-Tipped Cigarettes.

EXCLUSIVE BRANDS FOR LARGE USERS.

CABANA CIGAR COMPY. (ESTABLISHED 1854.)

MODEL FACTORIES—

230 & 231, TOTTENHAM COURT ROAD,
LONDON, W.

CHARLES MAAS

And Co's

NEW SPECIAL LINE

THE

EMPIRE *** PIPE

A New and Startling
1/- Line.

SOLE MANUFACTURERS OF THE

WORLD RENOWNED CROWN PIPES.

13, JEWIN CRESCENT, LONDON, E.C.

Vienna: Hechtengasse 14 (Austria).

Telegraphic Address : { 'CORONATION, LONDON.'
'CORONATION, WEIN.'

SEND FOR PRICE LIST TO SOLE AGENTS.

FACTORY
CAIRO,
EGYPT.



BEST
EGYPTIAN
CIGARETTES

MELBOURNE
HART & CO.,
(CIGAR IMPORTERS) 19, Basinghall Street. E.C.



The **Cigarette**
World

AN INDEPENDENT
TRADE JOURNAL

Edited by ARTHUR BARRON.



"The man who smokes thinks like a sage and acts like a Samaritan."—LORD LYTTON.

NOTICES.

ALL COMMUNICATIONS intended for insertion in "THE CIGARETTE WORLD" should be addressed to the Editor, all other communications should be addressed to the Manager, "The Cigarette World," 158 St and, London, W.C.

The Editor invites correspondence from his readers on any matter of interest to the trade. All letters must be signed by the sender's real name, and address, not necessarily for publication, but as a guarantee of good faith.

Well written literary contributions are invited from Authors, Journalists, Travellers, and all able to produce thoroughly interesting and readable matter of technical subjects within the range of the journal, but contributors should study the general tone and style of the journal before sending in. In no case will the Editor consider himself responsible for the safety of any MS. sent in.

"THE CIGARETTE WORLD" is published on the 15th of each month.

Between Ourselves.

To YOU—gentle reader—to use an old world phrase—(I like to cling to them still)—GREETING. Before it will, I hope, be my privilege to chat with you again, the Old Year will have passed, and the New Year commenced. I therefore combine the seasonable wishes of THE CIGARETTE WORLD AND TOBACCO NEWS, and trust that you will spend a right Merry Christmas, and enjoy both a Happy and Prosperous New Year.

* * *

OUR January Issue will be increased as regards the number of its pages, and many improvements introduced, with the intention of appealing directly to all classes of retailers throughout the Kingdom, and furthermore we shall go to press with a GUARANTEED issue of FIVE THOUSAND COPIES.

* * *

THE "Cutting" epidemic has so far, been the means of evolving two schemes on the part of two great provincial Manufacturing houses. Messrs Player have announced an important concession to the purchaser of small parcels, viz. that they will put him on a par with the larger buyer, and allow him equal discounts, the minimum now being fixed at 20 lbs. instead of 56, and Messrs. W. Clarke & Sons have announced, with a considerable flourish of trumpets, that, at the end of 1897, they will divide the princely sum of £2,000 among 95 of the largest purchasers of their goods.

* * *

As it is a matter of common notoriety in the Trade, that certain retailers in the North of England, are already very big buyers of this firm's famous Irish Roll, this fact may have an unfortunate tendency to discount an otherwise able scheme

* * *

THE event of the month so far, is the rejection—I was going to say the indignant rejection—of the Meeting of the 3rd inst. at Anderton's Hotel, Fleet St., London, of the ultimatum of the SIX-umvirate; referred to by-the-bye, by the speakers as the SIX STARS (? Guiding Stars).

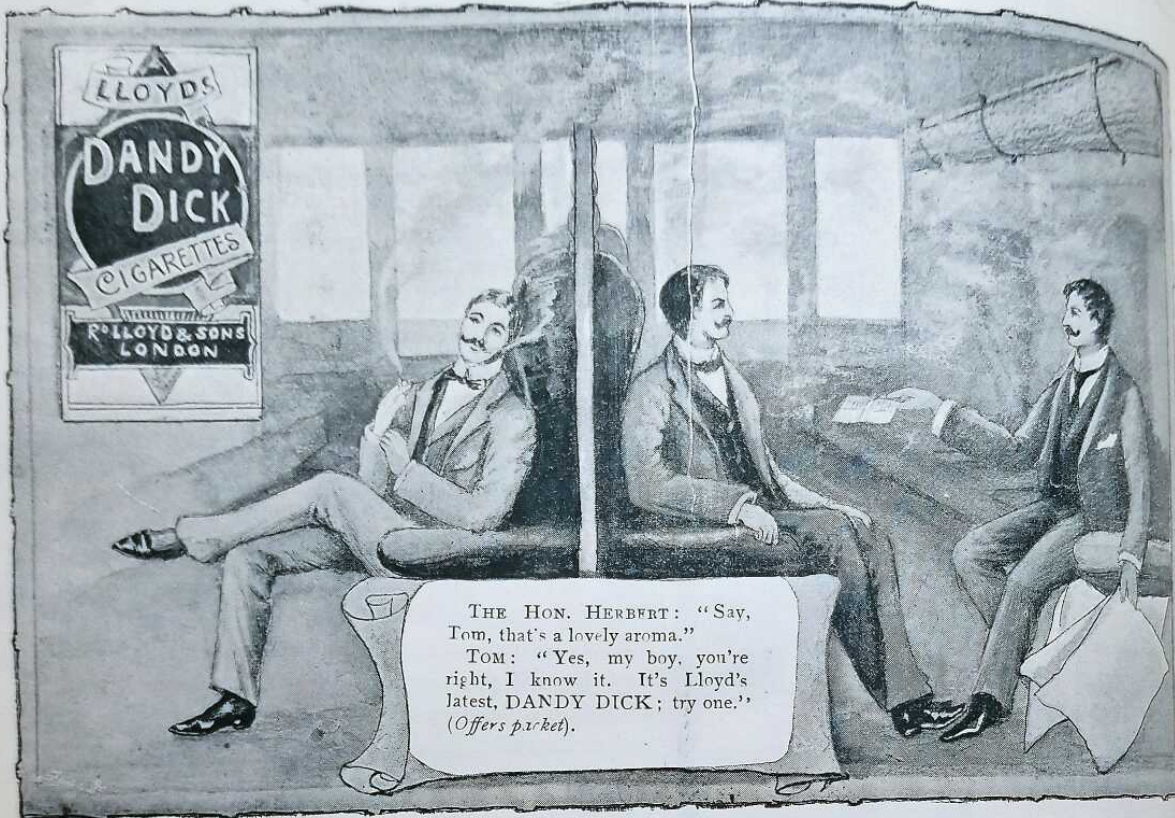
* * *

THE report presented, viz. the sixth annual one, of The London & District Tobacconists' Association, Limited, is, I am sorry to say, not pleasant reading, and the Association's efforts to combat the wiles of the "cutter," have admittedly been unsuccessful, and resulted in the passing of a resolution to amalgamate with the U.T.A.

* * *

"AN earnest effort of an earnest man." Such I think will be the verdict of the impartial. Mr. Bodey has done his level best to command success, but the terrible apathy of the Londoner precluded it, and this at length the London Association appears to have recognized. Personally I am at issue with the able and energetic Chairman of the Meeting (Mr. Peter B. Harris), when he states, as he did, that it is a matter of surprise that the Metropolis has not even accomplished what the Provinces have. The reasons why they have not done so, are so manifestly obvious that it is superfluous to recapitulate them.

LLOYD'S DANDY DICK.



Per Packet of FIVE Cigarettes ONE PENNY.

NO 'CUTTING' WITH KEYSTONE BRANDS.

QUALITY UNEQUALLED. PROFITS REMUNERATIVE.

BUY

The Company's

Latest Specialities.

KEYSTONE TOBACCOS of all kinds, 1 & 2 ozs.

KEYSTONE VIRGINIA CIGARETTES, 10's, 25's, 50's, 100's

KEYSTONE TURKISH CIGARETTES, 12's, 25's, 50's, 100's. KEYSTONE IMPORTED AMERICAN, 10's.

KEYSTONE NAVY CUT Do., 12's, 25's, 50's, 100's (IN TINS) KEYSTONE CACHOUS & KEYSTONE MATCHES.

London & District Tobacconists' Mutual Supply Co., Ltd.

(PETER B. HARRIS, Chairman),

81, TURNMILL STREET, FARRINGDON STREET, E.C.

All Proprietary Articles Carriage Paid on assorted Parcels of £2 upwards.

Try our American Imported Cigarettes 'KEYSTONE' 'SWEET SIXTEEN,' 'HYDE PARK,' 'ATHLETE'

FRAENKEL BROS. Trade

The Largest and Cheapest House in the Trade.
L. Department,
58, 59, 60 & 60a, HOUNDSDITCH, LONDON, E.O.



2d. per lb. OFF PACKET TOBACCOS
Discount

new Price List, just out, of Cigars, Cigarettes, all Tobaccos and
Tobacconists' Fancy Goods, Stationery and Cutlery, with
300 Illustrations, post free.
Special Lines and Novelties for Christmas.

THAT circular piece of historical timber—the Trade “Round Table” is now in course of demolition, and failing an early bid for it, will be chopped up for firewood!

SERIOUSLY, *did* the SIX-*unvirate* ever imagine that the scale they issued as their ultimatum, would prove either acceptable to the average retailer, or a panacea for “cutting.” I find it difficult to believe it did. Anyhow the members of it are to be credited with a desire to do something towards alleviating the troubles of the “legitimate,” but surely it did not require much perspicacity to perceive, that a schedule which *began too late*, and ran into the ridiculous price of 5 $\frac{3}{4}$ d, would hardly be appreciated by the average well-to-do retailer.

THAT worrying fourth D, is to say the least of it a puzzle. What Will He Do With It (*Lytton*)? THAT is the Question (*Shakespeare*).

JOKING apart, what *would* the retailer (with a “connection”) do with it? Could he run the risk of tendering that infinitesimal and smallest coin of the realm to the begloved swell? or could he have the temerity to follow the lead of the “And what is the next article please?” trader—the wily draper to wit; and (assuming his customer to be a much married man), suggest a choice between a packet of pins and * * * Oa! will never mind.—I never *could* understand the vagaries of that miscellaneous trade; or again might be without fear of offence, ask his customer to put it in the local Hospital box on the counter?

THE resolution passed at the Meeting *should* come as a surprise to the particular Trade Journal who referred to the “many aspirants to the honour” of bringing the manufacturers to their knees. The sequel is funny as the very individuals in whose interest, “concession” was made, will have none of it.

I THINK myself that all this fuss has cleared the air, and that retailers have considerable cause for congratulation, resulting as it has in the “pioneers” taking out of their windows and off their counters, the well-known brands—which will enable many to start “scratch” again.

THE Heaven born genius, who can solve the “cutting” difficulty has not yet arisen. My own opinion is that it never will be solved, either in this trade or any other—in *this* least of all, as it is one that will never *unionize*. Mr. Cochrane's advice to his fellow traders is good—“look after yourselves and do not look for help from the Manufacturer.” It requires courage to speak plainly, but at the risk of offending the non-thinking section, I should like to point out that the fight is an unequal one, for assuming for one moment that the retail Trade worsted the Manufacturers, they would doubtless retaliate by opening shops themselves, just in the same way as Manufacturers in other Trades have done.

A CYNICAL budding Poet sends me the following:—
A MANUFACTURER'S SOLILOQUY.

December 3rd, 1896.

I love the “Cutter;” Yes I do,
Because he does not fail,
To distribute my goods so quick,
And pay cash on the nail.

You see, that if I advertise
My goods, and bring them well
Before the public's notice
The retailer *must* sell.

The retailer's a mere machine,
And really might as well,
Be automatic, though of course,
It would not do to tell.

For then he might turn nasty,
Though *he* could not hurt me.
Why!! I'd open shops myself,
And *then* where would he be?

“A telegram Sir, just arrived,”
What! the List they do reject,
Well really that's ungrateful,
What on earth can they expect?

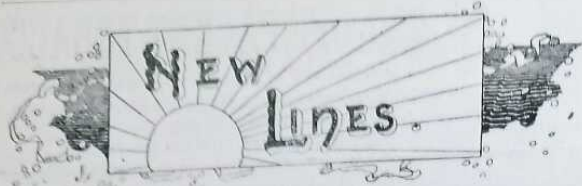
A RETAILER'S SOLILOQUY.

In days of old,
When traders bold,
Their many crafts did ply,
Without a fear,
That many near,
Wished finger in their pie.

But all is now
Quite changed I trow,
For *Devil Fish* and *Snake*,
Came on the scene,
With weapons keen,
The custom all to take.

And as I write,
No gleam of light,
Breaks through the deepening cloud,
And we are left
Of hope bereft,
With troubles well endowed.

“IMITATION” it is said, “is the sincerest form of flattery.” It is with pleasure therefore, I note that my genial friend—the able Editor of THE CIGAR AND TOBACCO WORLD, has annexed my “NEW LINES” idea. I trust that occasion may ere long arise when I can reciprocate so gracefully a compliment.



December Notices.

Hignett, Bros. & Co., Ltd.
Lloyd, R. & Sons.
Phillips, Godfrey & Sons.

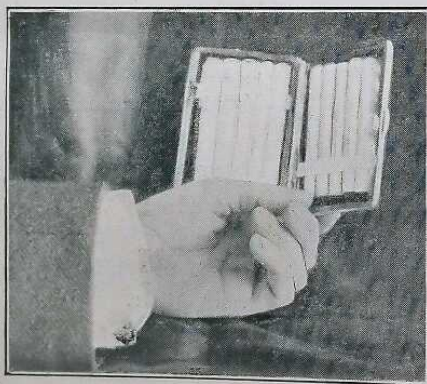
London & District Tobacco Association
Morris, B. & Sons, Ltd.
Playfers, Jno., & Sons, Ltd.

THE Novelties and New Lines this month are legion. Among the many meritorious ones we have received is a Christmas novelty entitled CAVALIER COMBINATIONS, introduced by



the well-known Liverpool and London firm, MESSRS. HIGNETT BROS. & CO., LTD. The combination consists of six excellent cigars (Queen's), a one ounce packet of Honey Dew ("Cavalier" Brand, Gold

Medal International Health Exhibition, 1894), and in addition a box of ten Cavalier Cigarettes, with mouthpieces. The whole are included in a most attractive box of crocodile leatherette, and lettered in gold relief. They retail at 2s. 6d. each. Two other useful lines of the "Christmas present" order, of the same firm, are a daintily got-up box, in imitation Russian leather, gold lettered, "With the Compliments of the Season," shown at the left of photo, containing six full-size cigars, to retail at the wonderful price of 1s., and a celluloid tortoise-shell cigarette case, containing ten SUNFLOWER cigarettes, to retail at 1s. 6d.



THE annexed is a reproduction of a photo of an exceptional well-designed label for a superior line of KEYSTONE EGYPTIAN BLEND CIGARETTES. The tin (5 1/2 in. by 2 3/4 in.), a delightful size, contains 12 oval full-size cigarettes, made from the finest grades of tobacco selected by a Committee of Experts, and manufactured expressly for the LONDON & DISTRICT TOBACCONISTS' ASSOCIATION, LTD. Trade price 4s. 4d. per doz. tins.



FOR novelty in seasonable cigar lines, MESSRS. R. LLOYD & SONS' (Holborn Bars, London, E.C.), latest is quite foremost. Tobacconists throughout the country will hardly be slow to appreciate so novel and excellent an idea. The accompanying photo can well be left to speak for itself, suffice it to say that the

packets are made of parchment, bound with a dark blue ribbed material, and stitched, are handy for the pocket, and sufficiently substantial to bear several re-fills, should they reach the hands of the economically-inclined. The cigars will compare most favourably with anything in the market at the price; having sampled the "Flor de Barneo" we can testify to their excellence. The tobacconist need have no fear of stocking all of these at this season in large quantities, as the line possesses one very unique advantage, viz., that in the unlikely event of his having any left on hand, he can, of course, retail them *separately*. We also invite attention to MESSRS. LLOYD'S newest tobacco line, NORTH SEA NAVY CUT. The characteristic feature of this is that it is cut in new size bars, viz., 1 in., as shown in our reproduction of the tin. This tobacco is put up in most attractively-labelled lacquered 1 lb. tins. Price to the trade 4s. 6d. per lb. We have also seen an advance sample of a line shortly to be introduced to the notice of the Trade, of RICH DARK FLAKE, which will also be put up in tins, price of which will be announced in our next issue. Finally we notice that the firm's well-known TOPSAIL NAVY CUT will be put up in oz. tins, of *medium* strength as well as *mild*.

THE firm of B. MORRIS & SONS, LIMITED, make a very big bid for the suffrages of the smoking public, their list of "Christmas Fancies and Novelties" being a most comprehensive one. We particularize a few of the most important.

BORNEO GEMS, in Esparto cases containing 8 cigars. Packed in cartons of 3 doz., 4s. 6d. per doz.

HAVANA STUDIES, booklets of 25 cigars with gold embossed inset in leaf, 5s. 9d. per 100.

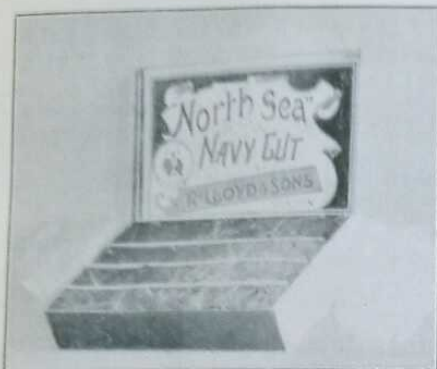
SUMATRA STUDIES, booklet with gold edging containing 25 banded cigars, 9s. 3d. per 100.

BON VOYAGE, Esparto imitation Travelling-Trunk, bound leather 50 banded cigars (Rothschild) 9s. 9d. per 100.

DUKE OF MILAN, padded leatherette Box of 25 cigars. First class quality, banded 13s. 9d. per 100.

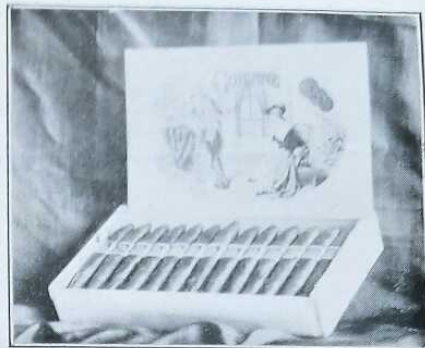


THE "surprise of the month" in New Lines is the introduction of 5 a 1d. packets of SWEET GUINEA GOLD cigarettes by MESSRS. GODFREY PHILLIPS & SONS. The tobacco is of course identically the same as that of the firm's famous 3d. boxes, the label is also the same familiar one. With each packet a photo is included very finely executed in colour with up to date subjects such as "Dr. Jim," &c. The sale of these will probably break the record.



MESSRS JOHN PLAYERS & SONS, LTD. advise us that they are about very shortly to introduce their NAVY CUT CIGARETTE TOBACCO in a new garb. We give a copy of the new 10z. tin—a tin a fine example of the choice work of the eminent firm of Trade Printers, Messrs. Barclay & Fry, Ltd., it is of large size, this being absolutely

cheap line (11s. 6d. per 100) this certainly will take some beating. A further and recent introduction of the Syndicates is SPECIAL GOLD FLAKED HONEY DEW made from fine selected American tobacco lacquered 1lb tins hand somely labelled, trade price 4s. 2d.



THEODORA VAFIADIS & COS. CIGARETTES.

It is interesting to notice the enormous sale that this firm's cigarettes have commanded in this Country, since their introduction under the auspices of the firm of Messrs. Melbourne Hart & Co. of 19, Basinghall Street, E.C.

Messrs. Melbourne Hart & Co., at once took the brand out of all cutters hands, at least, from all those who did not agree to abide by their price list which is so framed as to leave a minimum profit of 33 per cent to the retail trade. To the high quality of their goods, and the fair profit ensured to the retailer, they attribute the popularity of this brand with the trade to-day. MESSRS. VAFIADIS & CO'S. exports from Cairo during 1895 were considerably over 13,000,000 cigarettes, for which we saw an Egyptian Custom-house certificate. Of course, the quality

and make of cigarettes are the primary consideration, and the firm is particularly fortunate in having the services MR. VAFIADIS, the head of the Egyptian house, who has probably a larger experience of blending than any resident in Cairo, having been in the blending room since 1865. Owing to this MESSRS. VAFIADIS cigarettes are hard to equal in the most important factor of a high class Egyptian cigarette. Messr. Vafiadis employ between 300 and 400 hands at their factory, and their cigarettes are made throughout by hand. We can safely advise all those who do not already stock these goods to try them, as, in addition to the security from cutting (by no means a small matter nowadays), there is the assurance that you will be offering your customers a cigarette, the quality of which is unsurpassed.



necessary in consequence of the fine cut of the tobacco. The cigarette smoker who favours the making of his own cigarettes will find it particularly easy of manipulation. Trade Price 6/6 per lb. "The tobacco is precisely the same as that from which MESSRS. PLAYER'S 'Navy Cut Cigarettes' are made



and is the finest cigarette tobacco in the market."

Annexed is a photo of a new brand—LACORINNE—of twopenny full size cigars (1lb 6oz.) issued by THE TOBACCONISTS SUPPLY SYNDICATE of 55, Farringdon St., E.C. The cigars are good, and the get up of the boxes leaves little to desired. For a smart



MESSRS. FRAENKEL BROTHERS.

THIS growing business has had yet another department added to it, which now includes an immense stock of Stationery, Fancy Goods and Cutlery. The idea is a very good one, and will, doubtless, be much appreciated by the firm's numerous customers. Messrs. Fraenkel have laid themselves out extensively for the Christmas trade, and their immense warehouse contended to be the largest of any similar business, is just now a very busy scene indeed. The floor space is 14,000ft. super. The ground floor is 140 ft. deep, and contains 10 counters. New lines and novelties are constantly issuing from 58, 59 and 60, Houndsditch. Among the latest is a line which has caught on well, as it deserves to, viz., a very fine cut high-class Virginia Tobacco, entitled SWEET COON, in 1 oz. packets to retail at 4½d. (5s. 9d. per lb.)





Notices for this Column should reach us by the 8th of the month.

MULTUM IN PARVO.

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

HEADINGS.

- | | |
|-----------------------------|--------------------|
| Announcements. | Fires. |
| Personal. | Limited Companies. |
| Items of Interest. | Festive. |
| Trade Changes. | Law and Police. |
| Removals. | Burglaries. |
| New Brands and Trade Marks. | Obituary. |

ANNOUNCEMENTS

WHOLESALE.

MESLRS. ALERED J. NATHAN & CO. of 17, Farringdon Avenue, E.C., announce their intention of bringing out a *Monthly* catalogue, commencing with the New Year, which will contain a list of their new goods. The catalogue will be sent post free, each month, to any tobacconist sending name and address to the firm.

MR. W. A. CHURCHMAN, Ipswich (W. A. & A. C. Churchman), has been re-elected a Town Councillor.

Upon enquiring as to the progress of MESSRS. COHEN WEENEN & CO'S new factory, we learn that they have found it necessary to acquire additional land. The new factory promises when completed, to be one of the best equipped in London.

"Barney Barnato" is the name of a new brand of cigars, emanating from the FLOR DE CUBA FACTORY.

MESSRS. GILBERT & GILBERT, of Silver Street, Leicester, owing to the rapid increase of their business, have greatly augmented their staff and also made important additions to their premises.

M. MICHAEL HANDRAS, of Port Said, have appointed Messrs. Psaltis & Contopoulos of 65, Chancery Lane, sole agents for his Egyptian Cigarettes.

MR. C. M. KINNEAR announces that he is the Sole Proprietor of the business which now trades under the style of LEON MARCUS & CO., at Moss Side, Manchester.

MR. HENRY LABES, so long associated with the firm, has entered into partnership with Mr. Louis Kuttner (Brandt & Kuttner). Mr. Labes was one of the Judges in the Cigar Section, at the 1895 Tobacco Exhibition. He is a Member of the Tobacco Section of the London Chamber of Commerce.

MESSRS. R. LLOYD & SONS have arranged for an important extension of their already large premises, in consequence of the extraordinary increase of their Cigarette branch. Among new and exceedingly smart "Show Cards," may be ranked the leviathan dummy packets of this Firm's Brand of DANDY DICK cigarettes. A better advertisement it would be difficult to find.

MESSRS. MACDOWELL & CO. of Gresham Bldgs., have been awarded a gold medal for BAHADUR Cigars at the Earls' Court Exhibition.

MESSRS. D. & I. MACDONALD have secured the contract for the supply of U. T. A. Cigarettes by weight.

MESSRS. SMART & FULLER of Belgrave Gate, Leicester, finding it necessary to have additional room for Cigar makers, have secured premises adjoining their own.

MESSRS. SPIERS & POND, Limited, send us a splendidly illustrated List of selected Havana Cigars (1894 crop). The List is in the form of a large folded sheet, printed in colour, and giving exact sizes and prices of each brand.

In view of the success which some twelve months ago, attended the giving of prizes for the best dressed windows by the *doyen* of the Trade Press—*The Tobacco Trade Review*, the Journal again offers three prizes. One, Two and Three Guinea prizes are offered for a photo or drawing of the best dressed XMAS Tobacconists Window. Photos must be sent in by the 12th proximo.

RETAIL.

MR. G. H. BAYLEY has retired from the firm of Bayley & Hobbins, worth, Tobacconists, of 23, Kirkgate and Market St., Bradford.

MESSRS. W. H. CARRINGTON & CO. of Thomas St., Manchester, are about to introduce a "South African Briar," reputed to be of excellent quality and likely to catch the fancy of Briar Pipe smokers.

MR. T. T. CHING announces that he has opened as a Tobacconist, at Marmion Rd., Southsea.

MR. DALTON has opened a shop in Westgate Road, Newcastle-on-Tyne, adjoining the Theatre.

MR. H. DONKERSLEY has opened a shop at Market St., Newcastle-on-Tyne.

MR. H. G. ELDRIDGE has purchased the Tobacco Emporium at Arthur's Hill, Newcastle-on-Tyne.

MESSRS. FINLAY & CO., Limited, have opened a Kiosk at South Shields Station.

MR. ALFRED GRUNDY, has now disassociated himself with Mr. W. Bradford, and will in future devote himself exclusively to his shop at 46, Berry St., Liverpool.

MR. M. HADSCHAR who claims to be a cigarette expert, has opened an attractive shop at 48, Norman Rd., St. Leonards, for the sale of special cigarettes.

MR. W. H. INMAN of Oxford St. Manchester, has acquired the business of Mr. Joy of 63, Corporation St., of the same city.

The Tobacconists' Supply Co. of 69, Highgate Road, have opened a wholesale department.

MR. JOHN LUMB of 13, Bridge St., York, has been again elected a member of the City Council.

The much talked about "shop on the Bridge," at the New St. Station, Birmingham, of MESSRS. SALMON & GLUCKSTEIN, Ltd., is now open.

MESSRS. H. L. SAVORY & Co. request us to ask that, in consequence of the close imitation of their cigarette boxes, consumers of their cigarettes will observe that each box bears their name and appointments, and that the signature of the firm is upon bands inside each box.

MR. T. G. SEYMOUR, Tobacconist, of North Street, Bristol, obtained the sole right of retailing tobaccos, &c., at the Industrial Exhibition at the Drill Hall, Clifton. He also exhibits LA FRANCAISE Cigarette machine in operation.

MR. H. W. HUGHES announces that he is now the sole proprietor of the business carried on at Aldershot, under the style of E. Holderness.

MR. HENRY WEISE, Tobacconist, Royal Avenue, Belfast, has disposed of the whole of his large stock by auction.

PERSONAL

SIR WILLIAM HENRY WILLS, Bart., M.P., who by-the-by, has gone on a three months cruise to the Mediterranean, has offered to present a free Library to St. George's, Bristol, the estimated cost of which is £3,000.

MR. T. A. VINCENT of 227, Crookesmoor Rd. Sheffield, has severed his connection with the Turkish Régie Monopoly Co., Ltd., and seeks an engagement. Mr. Vincent has just been presented with a handsome marble clock by the Sheffield branch of the United Kingdom Commercial Travellers Association.

Concerning the career of MR. G. T. BODEY, the energetic Secretary of the London and District Tobacconists' Association, Limited, the *Tobacco Trade Review* recently gave the following interesting particulars. "Mr. Bodey, in the course of his adventurous career, has had many hair-breadth escapes on land and sea. He was born a freeman of the City of Bristol, and, being delicate, decided on a seafaring career. Having been several years in different vessels, and passed his examination, he sailed from Bristol in the ill-fated *Albion*. Rounding the Horn the ship sprang a leak, and a period of severe suffering for the crew followed. Mr. Bodey was frost-bitten in both hands and feet through standing at the pumps for sixty-nine hours at a stretch, during which time he was washed overboard and back again! It was freezing so hard that the ship was like an iceberg. The efforts of the crew were of no avail, and they had to take to the boats and leave the vessel to founder. A number succumbed to the privation, but Mr. Bodey was amongst the survivors, who eventually were landed on the coast of Brazil. He also sailed in the *Mermaid*, which was wrecked on her first voyage in the West Indies. He stuck to the sea, however, and worked his way up to the command of a vessel. He then determined to give up sea life, and joined the firm of Messrs. Goodwin & Co., of "Old Judge" and "Chancellor" fame, with whom he worked in various capacities for ten years. During that time he started the London Tobacconists' Association.

and, by dint of hard work, secured 1,000 members, which made it the strongest association in the country. "Keystone" was then brought out, for the purpose of showing the trade that a brand could be protected after leaving the factory. The venture being successful, he decided to give up a good berth to follow the fortunes of the new brand of the Association; and for this purpose joined the staff of Messrs. Stephen Mitchell, of Glasgow, as one of their London travellers. About three years ago he turned his attention to the question of a depot for co-operative buying, which resulted in the starting of a depot at St. Turmill Street, E.C. What the Association is trying to do for the retailers will be familiar to our readers. At the present time it is trying to do something in the matter of "cutting," and Mr. Bodey has spared neither time nor labour to improve the position of the retailers in this respect."

MR. THOMAS CLARKE, a member of the firm of MESSRS. WILLIAM CLARKE & SON, of Liverpool, the *Western Tobacco Journal* states, is a recent arrival in the U.S.A. He has a large plant in Henderson, and is here looking after his tobacco interest with the view of enlarging his factory, and no doubt is preparing to do a large business the coming season. His firm is among the largest and most substantial in Great Britain, and is among the most popular with the trade in his country. Mr. Clarke is a firm business man with very pleasant address, and makes a favourable impression upon all who come in contact with him. Messrs. Clarke & Son have acted wisely in selecting Henderson as their depot to obtain supplies for their manufactory in Liverpool, as we have the greatest strip market in the world.

BRO. DAVID PHILLIPS (Godfrey Phillips & Sons), was the happy recipient of a handsome P. M. Jewel and many compliments at the fifth annual meeting of the "Sir Walter Raleigh Lodge," upon the occasion of the installation of new W. M.—Bro. W. Klingenstein.

ITEMS OF INTEREST.

EXCITING BIDDING.—In connection with the sale of the New Inn, Bedminster, by Mr. Geo. Nichols, at Messrs. Nichols, Smith and Alder's saleroom, Broad Street, last week, it has transpired that the actual purchasers were W. D. & H. O. WILLS, Limited. The New Inn adjoins the company's piece of vacant land in a line with their big factory at Bedminster, there being only a shop on the frontage line intervening between its site and the company's street line, while the land at the back sweeps round to the factory premises. The biddings advanced by "fifties," and for a long time four or five of the leading Brewery Companies were in the struggle, which was eventually between one of these and the wary gentleman representing Messrs. Wills. But the contest was carried on with spirit till the property was knocked down to the persistent and unflagging bid of Messrs. Wills' representative, for the very handsome figure of £3,450—probably the highest sum given for licensed property of proportionable value in this neighbourhood for many months. It had been let at £70 a year.

TESTING CIGARS.—The testing of tobacco is a fine art which reaches its finest in Cuba. The Cuban's first test is by the smell. He can detect the slightest variation in odour, and instantly rejects the tobacco as not belonging to the best grade. Then he takes the leaf, rolls a rude-looking cigar out of it, and lights it. He gives one or two puffs and then inhales the smoke. Thus he determines the flavour very accurately. Next he watches the way the cigar burns, and finally tests the ashes. If the cigar will not hold its fire four minutes—the best qualities of all should go until five minutes—the tobacco is not the best. The tobacco should also hold its ashes until the cigar is burned nearly to the middle.

FOOLHARDINESS.—As the result of an attempt to see how many cigarettes he could smoke in half-an-hour to win a wager, a fourteen year old lad named Elwell, has just met with his death in Chicago. It appears that a number of newsboys were talking of cigarette smoking, and one of the crowd urged Elwell to see how many he could smoke in half an hour. A small wager was made, and two packets of cigarettes were purchased. The boy was lighting his twentieth cigarette when the half hour was up. He was taken sick during the night, and died in the morning. The Coroner's official who investigated the case, said that death was due to excessive cigarette smoking, and more directly to the large number which the boy had smoked at once.

SARCASTIC.—Strong in the consciousness that everything must have a beginning, the grower of British tobacco is entitled to plume himself on his efforts as a patriotic citizen. From all sources of our National Revenue the total net yield last year was a trifling matter of between £93,000,000 and £94,000,000, to which home-grown tobacco contributed the very satisfactory share of £1 11s. 8d. This was upon ten pounds of the—more or less—"fragrant weed," chargeable by the Excise at the rate of 3s. 2d. per pound. It is to be regretted that the Parliamentary Return which furnishes this information does not contain a schedule, giving the names and addresses of the self-sacrificing men who, in furtherance of the good cause, declined traffic with Virginia and turned a cold shoulder on Cuba. But it is not home-grown tobacco alone that aids, with other "unconsidered trifles," to swell the grand total of the Revenue. The Custom receipts from chloroform came to exactly £1; and the license duty levied on playing-card makers yielded £31. As a sense of the responsibilities of citizenship cannot begin too early in life it is difficult to read without a glow of pride that nearly £3,000 flowed into the Exchequer last year from makers and retailers of sweets.

A NEW CIGARETTE MACHINE.—The *Western Tobacco Journal* reports a successful public test of a new cigarette machine.—The PERFECTION. It turns out 350 perfectly made cigarettes, flat or oval per minute. The machine will be manufactured at Waterbury, Conn., U.S.A.

JAPAN AND CIGARETTES.—Some very interesting facts and figures are given by the *Siam Free Press* respecting the consumption of Tobacco in Japan. Mr. M. Chiba employs in his various factories nearly 10,000 hands. Of the various imported brands the following are the favourites, Pirate, Pinhead, Carneo and Kingfisher. No less than six million Pirate cigarettes are monthly consumed in Japan, which is at the rate of 20,000 a day, or, at retail prices, \$74 worth. Pinhead is a very close second. These two brands retail at 3 *sen* 5 *rin* per box of ten. Of King-fisher cigarettes, one million are consumed monthly. According to recent investigations, not less than thirteen million cigarettes of foreign make are sold every thirty days; while the sale of Japanese made cigarettes is nearly four times as large. In round figures, therefore, the Japanese people consume, in cigarettes alone, sixty-five million pieces every month: which, subtracting non-smokers, women and children, would give an average of between three and four cigarettes daily for every user of tobacco. But to this must be added the vast amount of leaf tobacco used, and the comparatively small number of cigars. It is not beyond the mark to say that each smoker expends a minimum of 2 *sen* daily in the indulgence of his habit, which, based on the above figures, would mean a monthly sum of 700,000 *yen* spent for the "weed," or say 2,400 *yen* daily.

TOBACCO IN THE ARCTIC REGIONS.—No wonder that Nansen alludes with feeling to his first cigar in Mr. Jackson's Arctic villa. In turning over his book on the crossing of Greenland, I notice more than one loving reference to the friendly weed. Very scant was the supply, and the weekly pipe was eked out with extraordinary affection. The tobacco was smoked first, and then the ash and wood of the bowl as long as they could be induced to burn. When all signs of nicotine had vanished, the pipe was filled with tarred yarn as the best procurable subject. Some of the explorer's comrades chewed great bits of tarred rope, but Nansen found this too strong altogether. His favourite material was a shaving off one of the snow-shoes. It was partly made of birdcherry wood, and the bark of this he pronounces excellent.

THE LADY INVADER.—A Gentleman who objects to the invasion of smoking-carriages by ladies, writes to a contemporary as follows:—"Lately I was travelling west on the London and South-Western Railway. I had taken my seat in a second-class smoker, and was enjoying my briar-root. I was alone, when two ladies (?) came up to the door. The elder, one of those unmistakable Woman's Rights females (you know the type); the other was a younger and milder-looking person. On the aggressive female opening the door of my carriage I ventured to remark, with due humility, "Madam, this a smoking carriage." "No matter," was the reply, accompanied by a stony glare. I am small, and somewhat nervous, so I shrank within myself. I continued smoking; the two females continued the conversation, the younger one remaining on the platform. The elder one from time to time indulged in an audible sniff, and I caught the words "gentleman" and "cigar." I was smoking a pipe! Presently the younger said, "Good-bye, auntie," and withdrew. I beckoned a passing guard. Said I, "Guard, I am quite alone and unprotected; will you keep an eye on me? I am very nervous." Guard, with a grin, touched his hat and withdrew. "Hi! here! stop, guard! Show me into another carriage. I never knew such impertinence!" And with a most withering glance the irate female withdrew, and I saw her no more." Another correspondent, who signs herself, "A Travelling Spinster," writes: "It is not the man we wish to travel with; it is the babies we wish to avoid and the solitary man (who may be a lunatic) in the non-smoking carriages."

THE LAWYER LOSES.—During the summer a prominent lawyer arrived in Washington, U.S.A., for a consultation regarding some patent cases. During the conversation a match to light a cigar was lacking, and the Washingtonian remarked that a piece of ice would do just as well. The lawyer laughed and was incredulous, and a wager was made. The Washingtonian took a piece of clear ice about an inch thick from the water-cooler, whittled it into the shape of a disc, and with the palms of his hand melted its two sides convex, thus giving it the form of a double convex lens or burning glass. With it he focussed the sun's rays on the end of a cigar, and lastly set it on fire.

LADY SMOKISTS IN BURMAH.—The Burmese women smoke, not cigarettes, but cheroots, the Burmese substitute for cigars. It is a curious and a very picturesque sight to see one of these Burmese girls in the enjoyment of her cheroot. The greater number of them choose one that is fully ten inches in length, and green, and in a day they smoke many of them. It is the custom in Burmah for a woman not to smoke her cheroot in steady puffs, but to take a few whiffs, and then lay it down or pass it to the next one in the party. Quite as common is the smoking habit among girls as it is among women, and it extends to children. A frequent sight is that of a Burmese mother taking a cheroot from her mouth and putting it to the lips of her baby. This child, even if he be only a year and a-half or two years of age, will purse up its tiny lips, and puff away at the weed with every indication of pleasure.

TRADE CHANGES

MR. GEORGE GRAHAM, Tobaccoist, High Street, Barnes, Surrey, has disposed of his Business to MR. HARRY KNIGHTS.

MR. JAMES THOMPSON has acquired the Business of MR. S. HINCHCLIFFE of 82, Station Road, Hadfield.

NEW BRANDS AND TRADE MARKS.

AVERA (Cigars &c.). M. Pezaro & Son.

CHIEF THE (Tobacco). Stephen Mitchell & Son.

COPPER BEECH (Tobacco). W. T. Davies & Sons.

CORAL FLAKE (Tobacco). W. T. Davies & Sons.

CORINNE LA (Cigars). Tobacco Supply Syndicate.

CYCLISTS' MIXTURE (Tobacco). J. & E. Kennedy.

DESAVADO (Cigars &c.). J. Putney & Son.

DON CÆSAR (Cigarettes). R. J. Dexter.

EL CARPO (Tobacco). Swain & Van Arend.

EMPRESS (Cigarettes). A. Boguslavsky & Co.

FLOR DE MUNSHEE WHIFFS. Jno Caridi & Co.

FOUR THREE QUARTER BACKS. T. E. Jones & Co.

GOLDEN TACT (Cigarettes, 5 a rd.). Wholesale Tob. Supply Co.

GUARDS SMOKING MIXTURE. Sandarides & Co.

GYMKANA (Tobacco). E. & W. Anstie.

HOLLY BUSH. R. P. Gloag & Co.

IXION (Tobacco). Salmon & Gluckstein, Ltd.

KOH-I-NOR (Tobacco). F. E. Towney.

LIQUEUR (Tobacco). L. Pozner & Co.

LOS LECTAROS (Cigars &c.). Catlow & Allen.

MIMICS (Tobacco). Fraenkel Bros.

NAVY CUT CIGARETTE TOBACCO. John Player & Sons, Ltd.

NORTH SEA NAVY CUT (1 in bars). R. Lloyd & Sons.

OLD FOLKS AT HOME. T. E. Jones & Co.

PAY DAY (Tobacco). Wm. Clarke & Son.

RASPBERRY BUDS. Salmon & Gluckstein.

SAY WHEN (Tobacco). E. & W. Anstie.

SPECIAL GOAD FLAKED HONEY DEW. Tobacco Supply Syndicate.

SWEET GUINEA GOLD (5 a rd.). Godfrey Phillips & Sons.

TITLEX (Tobacco). Salmon & Gluckstein, Ltd.

VULCANITE TIPPED BRILLIANTES. R. P. CLOAG & Co.

FIRES.

MESSRS. BROWN & CHATWIN Gardeners Yard, Belgrave Road, Leicester. Premises gutted, the stock room however being saved.

LIMITED COMPANIES.

W. H. NEWMAN, LIMITED.—The first Statutory Meeting (four months after incorporation), was held 24th inst. The Chairman reported an increase of sales to the extent of 20 per cent. during that period.

MESSRS. B. MORRIS & SONS, LTD., have declared an interim dividend of two shillings per share.

THE LANKA PLANTATIONS, LTD., announce that the net profits for the year, ending June 30th, are £11,978, and the declaration of a dividend at the rate of 5 per cent. per annum.

LAW AND POLICE.

POLICE NEWS.

WALTER RANKIN GAMMAGE, 26, commercial traveller, late in the employ of Messrs. Singleton & Cole, tobacco manufacturers, Shrewsbury, Birmingham, and Wolverhampton, was charged on the 24th ult., with embezzling sums of money belonging to his employers

in November, 1895. Prisoner absconded, and evaded capture until he returned to his former lodgings. Gammage is a native of Liverpool, and well-known in Shropshire and North and South Wales. An examination of his journey is alleged to reveal considerable irregularities. After remand, Mr. John Cole stating he did not wish to press the case, prisoner was sentenced to one day's imprisonment.

JOHN HATTON, Window Lane, Garston, was summoned on the 21st ult., at the Liverpool County Magistrate's Court, for selling tobacco without a license on the 12th October. Defendant said he had sold the business, and would not be further connected with it. Fined mitigated penalty, 10s. and costs.

ALBERT EDWARD MARR, tobaccoist, Devonshire Road, Cambridge, was charged on the 19th ult., with stealing tobacco, the property of Mr. Aronowitz, tobaccoist, 16, Market Hill. Prosecutor stated that prisoner had been a wholesale customer for a year but he had missed a lot of tobacco during the last few months. Sentenced to 14 days imprisonment with hard labour.

FRANK REED, a boy of Hexthorpe, was charged at Doncaster on the 13th ult., with stealing a box of cigarettes, value 1s. 6d., the property Mr. Barton, tobaccoist, Hall-Gate. Prisoner pleaded guilty, was treated under First Offenders' Act, and bound over to come up when called upon.

RAYMOND VESSEY, 16, and LAURENCE VESSEY, 14, of Bettesworth Road, were charged on the 14th ult., at Ryde Petty Sessions, Isle of Wight, with stealing a meerschaum pipe, valued at £1 10s., the property of Horatio Gresham, tobaccoist, of Union Street, also some cigars, valued at 6d. Prisoners pleaded guilty, and were bound over, as usual, under First Offence Act.

LEONE WHISTONE, was charged at the Central Police Court, Glasgow, on the 26th ult., with assaulting Jacob Kramisch, manager of the cigarette department in the premises of Messrs. Stephen Mitchell & Son, St. Andrew's Square, on the 18th ult. It appeared that prosecutor gave prisoner a week's notice, when the latter struck Mr. Kramisch several blows on his back, head and mouth, and was ultimately ejected by other employers. The Procurator Fiscal said there was a good deal of ill-feeling among the Jews employed. Fined £3 3s. or 30 days.

GRIFFITH BEVAN was charged before Mr. J. Hignett and Dr. R. Williams at Liverpool, with breaking into the shop of Mr. Charles Bennett, tobaccoist, 120, Scotland Road, and stealing 30lbs. of tobacco, 8 boxes of cigars, 25 boxes of cigarettes, and other articles of £26. The prisoner was sent to the sessions for trial.

LAW INTELLIGENCE.

CARTER v. HOLMES.—In the Wandsworth County Court, on November 9th, his Honour Judge Bristowe had before him the case of Carter v. Holmes, in which the plaintiff, a business transfer agent of Wandsworth Road, S.E., sued the defendant to recover the sum of £20, being the agreed amount of commission due for procuring a purchaser for his cigar shop at King's Road, Chelsea, S.W. The plaintiff's case was that in March of the present year the defendant instructed him to find a purchaser for his business, and agreed to pay him a lump sum of £20 by way of commission for his services. A fortnight later he succeeded in finding a suitable purchaser, and introduced him to the defendant, but he was prevented from carrying out the transfer, and he now sought to recover the commission. The defence was that the plaintiff was only entitled to be paid commission in the event of his introducing a purchaser who would pay a sum of £200 for the business. This he had failed to do, inasmuch as the sale price was £150, and the purchaser was known to the defendant long before he was introduced by the plaintiff. The plaintiff was recalled, and said that had he been allowed to carry the matter through he would have been able to sell it for £200 without the slightest trouble. The defendant got him to introduce a purchaser, and then set him at defiance, and refused to let him carry out the transfer of the concern. His Honour said he was quite satisfied that the plaintiff did introduce a purchaser, and if the defendant chose to sell his business for a lower sum it was his own look-out. It was quite clear that the plaintiff had done all he could do in the matter, and therefore judgment would be for the full amount claimed with costs.

COOPER v. WARD.—In the same Court, on Friday, November 13th, his Honour Judge Lushington had before him the case of Cooper v. Ward, in which the plaintiff, a retail tobaccoist, carrying on business at Wandsworth Road, sued the defendant to recover the sum of £50 as damages for alleged misrepresentation of a cigar and tobacco business. The plaintiff's case, as put forward by his solicitor, was to the effect that in February of the present year he saw an advertisement stating that a cigar business was for disposal, and, having replied to it, he got into communication with the defendant. After some negotiation, and acting upon the defendant's representation that there was a good and profitable business to be done, he agreed to purchase for a sum of £150. He had not been long in possession, however, before he found that the amount of business done was nothing like what the defendant had represented it to be, and he wrote him a letter on the subject, but received no reply to his complaint. Matters went on for several weeks, but finding that things were going from bad to worse, the plaintiff decided to sell the concern for what it was worth, and finally let it go for £100. The plaintiff was called, and said he did his best to make the business a success. He had had many years' experience of the trade, and if anyone could make the business pay he could. The defendant was called, and denied that there had been any misrepresentation on his part. He had carried on the business for three years, during which time he had found it to be

a very profitable concern, and he would never have sold it had it not been for domestic troubles. His books, which were in court, would prove conclusively that he made a good profit after the payment of all expenses. After looking through the defendant's books his Honour said things appeared to have been honestly made up, and if that was so the business was clearly a paying concern. He (the judge) was not satisfied that there had been any misrepresentation, and therefore judgment must be for the defendant with costs.

R. GRACEY, trading as H. C. LLOYD & SON, of Exeter, v. BYRT, WOOD & CO., Ltd., of Bristol.—Mr. John Cutter said he appeared for the plaintiff, and in defence he asked for an injunction restraining the defendants from using wrappers which were a colourable imitation of the plaintiffs'. It appeared that the plaintiffs, who carry on business at Exeter as tobacco, cigar, cigarette, and snuff manufacturers, have for years past put up their best "Returns" in particular sized packets, with wrappers bearing the monogram "R.L.," and this became well-known in the trade. In January last the plaintiffs ascertained that the defendants, who carry on business at Kingswood, Bristol, were putting on the market packets of tobacco in wrappers, which were a colourable imitation of the plaintiffs'. After some correspondence the defendants agreed to discontinue the use of these wrappers, but according to the plaintiffs, they had since adopted similar wrappers, and it was in respect of these that the action was now brought.—His Lordship granted the injunction asked.

GOODING v. COOPER.—The plaintiff, Mr. Henry Gooding, wholesale cigar dealer, sued defendant, tobacconist of Streatham, to recover payment for 500 cigars. The defendant repudiated liability on the ground that he gave the order on behalf of his wife, to whom he had transferred his business. Judge Lumley Smith, Q.C., in giving judgment, said that husband and wife cases required very careful looking into. In this case he had no hesitation in coming to the conclusion that there was a juggle between husband and wife to get out of liability. Judgment for plaintiff with costs to be paid in a week.

BURGLARIES.

The premises of MR. H. RAVENSCROFT, tobacconist of 73, Brunswick Road, Liverpool, were broken into on November 10th. The burglars cleared the till and wantonly destroyed most of the stock. Goods not covered by insurance.

According to the *Manchester Evening News*, a "burglary" took place at the lock shop of MR. J. STONE, of No. 9, Cheetham Hill Road, Manchester. This shop is connected with the one where Mr. Stone resides, by a burglar alarm gong. The burglars turned out to be two youths named respectively, John Pollock and John Rourke. Nothing appears to have been actually burgled, but the latter got "three months" and the former one.

MR. A. W. COMMON'S shops at Kings Cross St., Halifax, was broken into on the 14th. A considerable quantity of tobaccos and cigars were stolen. The thieves were not traced.

O B TUARY.

MR. WILLIAM MARTIN (Martin & Weldrino), of Kirkcaldy.

**Successful
Retailers.**

No. 3.—Mr. PETER B. HARRIS.

The gloom of chill December was o'er me, as I wended my way Citywards, to the sanctuary of a City "Father"—associated from early life with an important section of the great industry all my readers are interested in.

The portrait above is that of the presiding genius of two important and successful City establishments, and is the subject of our notice this month—to wit Mr. Peter B. Harris, of 55 & 19a, Gracechurch Street, E.C.

Mr. Harris's personality is a striking one, and impresses all who come into contact with him and what is more to the point, effectively does, the well-to-do citizen customer with whom he occasionally indulges in a friendly chat. He has been associated with the Tobacco trade for a period practically extending over the whole of his business life.

Innately possessed of the best instincts of a typical, upright, pushing and up to date trader, it is little wonder that the businesses over whose destinies he presides are quite in the front rank.

Built up from comparatively small beginnings, Mr. Harris's businesses have, regarded from the ambitious retailers point of view, eventuated into very enviable ones—the very exterior of each shop is indicative of a master mind behind. Window-dressing is an art, and high class and brilliantly displayed goods, are the "Guinea Stamp" of the quality of the article to be obtained within.

A word or two as to his evolution into a good business man. The telling and excellent business habits early inculcated cling to him still in a marked degree, and afford the clue to a successful and honourable career.

Mr. Harris was born in the year 1841, and commenced his

education at Brussels, and completed it at our City of London School, which to its credit has turned out scores of young men who have achieved brilliant success in the business world.



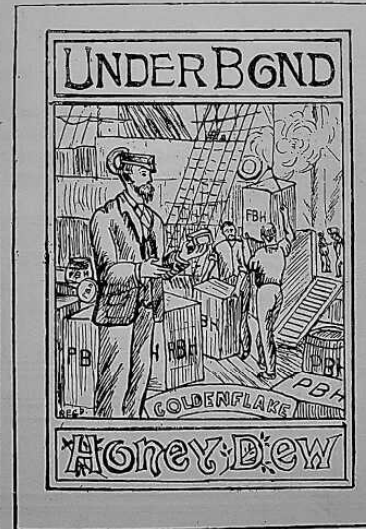
He commenced as a tobacconist and Importer of Cigars exactly thirty years ago, at 55, Gracechurch Street, his present address, and in order to supply the demands of an ever-increasing business re-built the shop and premises.

Mr. Harris is President of the London Tobacconists' Association, also Chairman of the London and District Tobacconists' Mutual Supply Association, Ltd. He also holds several Parish Offices, and has been a member of the City of London Board of Guardians since 1877.

He possesses a thoroughly practical knowledge of the Trade in all its branches, and as an expert has few equals, (by the bye he was selected as one of the Judges at the International Tobacco Exhibition of 1895) and the indefatigable "cutters" of whom there are plenty in the City, but little affect his custom.

As an earnest advocate of combination for tobacconists, and a consistently zealous worker in that good cause, Mr. Harris is both well known and appreciated in the Metropolitan district. He assisted to bring out the Keystone brands, for the benefit of the London tobacconists in their competition with the "cutters," and Keystone is now being largely sold.

Asked what advice Mr. Harris would give to his fellow retailer in connection with the cutting crisis—he replies "sell loose tobaccos—there are very many firms now who turn out very fine tobaccos—the retailer of course using his own judgement as to which of them are particularly suited to the trade." This is a policy he has himself adopted with conspicuous success. He also largely imports his



Cigarettes from Alexandria, and makes a big feature of his UNDER BOND brand of Golden Flake Honey Dew the Government label inspiring confidence in the most sceptical as to its purity.

NOTICE.

The "TEXT BOOK" is this month unavoidably crowded out. As announced under "BETWEEN OURSELVES" (p. 101) additional pages will be included in our January 1897 number and the guaranteed circulation of this will be 5,000 copies.

The Jubilee of the Smoking Carriage

We are indebted to the courtesy of the Editor of "The Railway News" for the following.

THE present is a year of "jubilees" of all kinds, so why should not the smokers on railways have their celebration? 'Tis fifty years since a great revolution was effected in the interests of railway travellers, and for the first time tobacco was recognised as an article of consumption on our railways. Smoking was previously stoutly prohibited in the carriages and stations of the companies, and notices of fines and penalties of all kinds were the familiar objects which met the gaze of the traveller at every turn of outward or homeward journey. Any "person found in a carriage or station in a state of intoxication"—as if vehicles or stations were ever found in that condition—appeared side by side with the extracts of the sundry other bye-laws which formed the staple of railway literature provided for the travelling public in past days. On one of the time tables of a leading railway was the curious notice that "passengers are allowed ten minutes for stoppage at Rugby Junction for refreshment, both up and down."

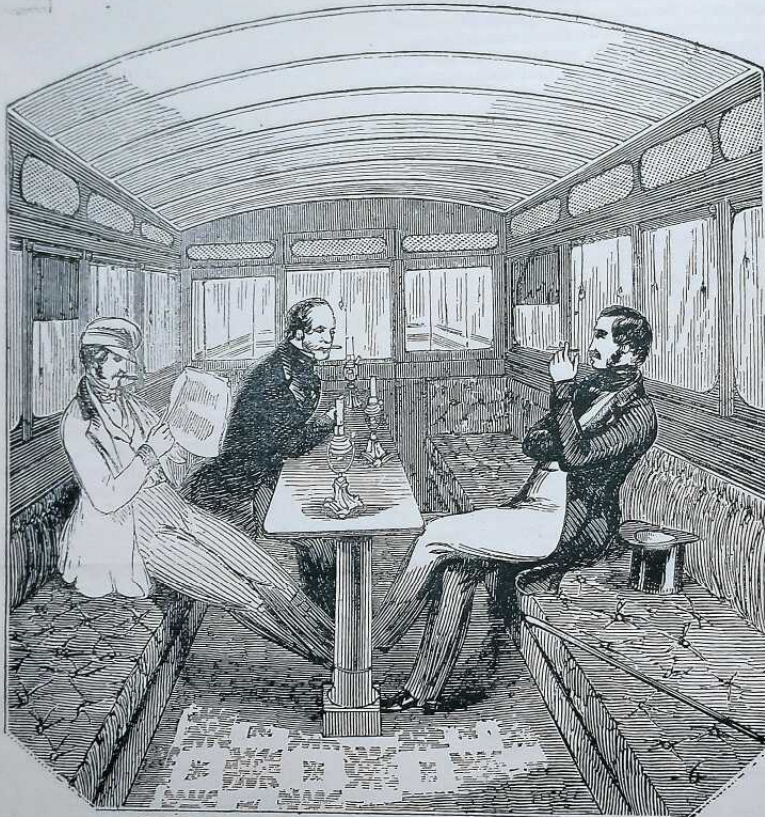
The great forward movement, however, was that which we celebrate this year. And it was due to the old "Eastern Counties" railways that travellers could first enjoy the privilege previously denied of whiling away a portion of the tedium of their railway journeys, and enjoying the fragrant weed while surveying the varying scenery of the country through which the railway passed

Counties railway at that date. The description of the "premier" saloon is an interesting record of the earliest efforts of railway enterprise among our English railways:—

"RAILWAY SMOKING SALOON."

"The directors of the Eastern Counties railway have just placed on their rails the first of a series of novel carriages, which will, we think, obtain the lasting preference of the public over the close box system that has hitherto prevailed for the conveyance of first-class passengers.

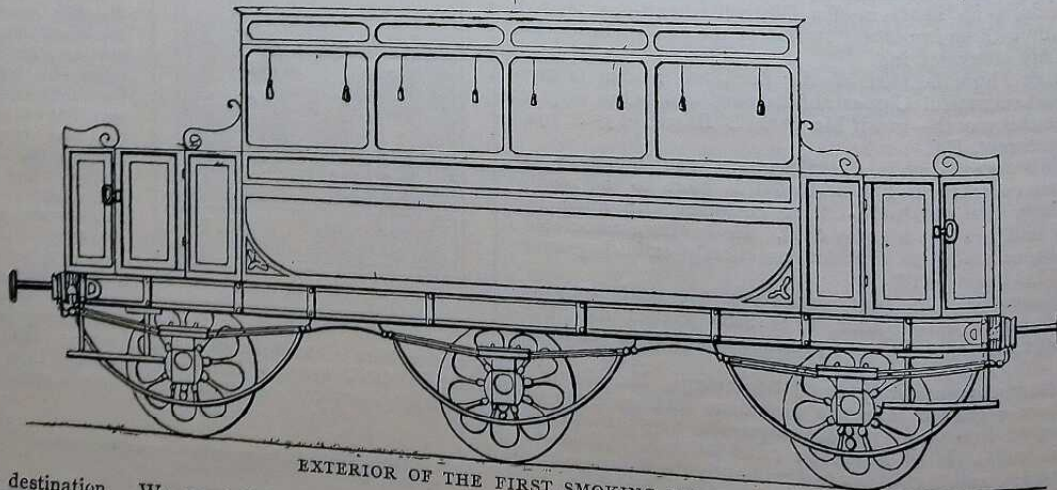
"The carriage in question consists of an apartment, if we may so phrase it, 15 ft. by 7 ft., applicable to those who prefer a close carriage; and the entrances are through two outer apartments or lobbies, open to the air, for the accommodation of those who may choose an open carriage; each of the outer apartments measuring 5 ft. by 7 ft. The fittings-up of the interior are similar in character to those of a gentleman's plain dining-room. There is a long couch of blue morocco on either side, with a table of polished mahogany down the centre; leaving space sufficient to pass between the table and the sitters. The side windows, provided with crimson silk blinds, are fixtures, consisting of eight sheets of plate glass, half an inch in thickness, (thanks to Sir Robert's repeal of the duty), each about 3 ft. 6 in. in length by 2 ft. in height, commanding a full view on either hand; and, at each end of the couches, are mirrors, so disposed, that the country passed through is as well seen as that in front. The doors at each end are provided with plate glass sashes, sliding vertically, so that any amount of air may be admitted or excluded at pleasure. For the purposes of ordinary ventilation, perforated plates of brass are inserted near the roof or ceiling, which is constructed on the plan of an ornamented steamer's cabin, panelled in compartments with dead-white, bordered by gold mouldings.



INTERIOR OF THE FIRST SMOKING SALOON.

"We have never beheld in carriage-work, a better combination of the plain and simple with the elegant. The table pleasantly garnished with flowers, as we saw it, added much to the effect.

"Externally, the carriage is painted a crimson-like colour with gold bandings; the centre being one large panel, with the



EXTERIOR OF THE FIRST SMOKING SALOON.

on to its destination. We are indebted to a correspondent for a sketch, as given in the *Illustrated London News* of September 12, 1846, of the interior and exterior of the first smoking saloon, which commenced to run upon the Eastern

company's crest in a garter, and their initials on the end doors in Arabesque letters. The mechanical parts of the construction are in plain black and vermillion. Altogether, it is such a style of carriage as a gentleman with a taste for art, and a taste for

driving, might choose for the rail, were railways adapted for private trains, as the sea is for private yachts.

"The mechanism of this carriage is peculiar for England, though well-known on the Northern German lines; and we are the more anxious to draw attention to it, because it confirms an opinion confidently expressed by us some time since, when accidents were rife on railways and disputes ran high as to the respective merits of four and six-wheeled engines—in commendation of a mode of suspension, at that time new, called the Bow Spring, as well adapted to prevent carriages from getting off the rails. A German line—the Hamburg and Bergedorf—opened at the same time as an English one, the Dover, and the carriages of both lines were mounted on bow springs. On the Dover they were condemned; on the Hamburg they were approved, and were adopted by almost all the new lines of North Germany. The apparent paradox was solved by the knowledge of the fact that the Hamburg carriages were on six wheels, with their extreme axles 18 ft. apart; while the Dover carriages were on four wheels, with the axles 8 ft. 6 in. apart. The question, in fact, revolves itself into that of narrow or broad base position of the centre of gravity. The real base of a railway carriage or engine is, not the road or rail, but the axle bearing; and therefore is it that an engine with outside bearings is more steady than one with inside bearings—the base being thereby extended. An ordinary first-class carriage on the narrow gauge, stands on a base 6 ft. 2 in. by 8 ft. 6 in. The improved carriages we now speak of stand on a base 6 ft. 8 in. by 18 ft. 6 in. The steadiness is thereby so much increased, that additional height may be gained without disadvantage, and a tall man may stand upright in it with his hat on.

"We have no doubt that carriages such as we have described will become very general, and we see no reason why the principle should not be carried out to a still greater extent. There is no mechanical reason to prevent the running of carriages 9 ft. wide and 40 ft. long over all the narrow gauge lines in Great Britain, save the paring some 3 in. here and there from the face of a badly boarded platform. Want of length in the carriage is the sole obstacle to increased speed, and we understand that it is very practicable to convert the existing short stock into long stock at a trifling expense. What is Colonel Pasley about that he does not look to this? If he would bring it to pass, the public would immortalise him for rescuing them from dog-boxes and unaired holes—Blackholes of Calcutta in the hot weather—and giving them spacious saloons wherein to move about, and ascertain if any of their kith or kin, friends or connections, be embarked in the same train.

"It is said these carriages are for the use of smokers. We do not object to this; smokers or non-smokers should be apart; but why should smokers exclusively be indulged with the use of the best carriages on the line. We should venture a guess, that ladies would especially prefer this to the coops endorsed in gilt letters 'for ladies only.'

"We were glad to find on inquiry that these new carriages are not proportionately more costly than the old ones. The carriage described, carries twenty-two to twenty-four passengers inside, and fourteen outside."

The position of the smoking question in the early days of railways was very happily illustrated by an amusing sketch in *Punch*, which is described as "a fact":—Guard (putting in his head): "There are two things not allowed on this line, gentlemen—'Smoking and the servants receiving money.' The result: A metallic pass from gentlemen to guard."

Australian Cultivation of Tobacco.

In this colony (Mr. Bondurant writes), with by no means the same climatic conditions throughout, a definite time for transplanting for the different parts cannot yet from experience be given. A safe time for transplanting, which will be applicable to all parts of Victoria, is about the time of transplanting tomatoes, cabbage and other garden vegetables that are easily injured by frost; when it is safe to transplant these it can be relied on that the tobacco plants can be transplanted. Showery or cloudy weather is the best time for transplanting. When the plants have attained the proper size for transplanting, say 4 to 6 inches high, the plant bed should be well moistened the night before the plants are drawn, if not already sufficiently moist from rain. Draw the plants, lay them in straight rows, and protect the leaves from mud and dirt. In setting out the plants a dibble is used for making the holes. Put in the plants and press the earth firmly about them, this operation should be performed with care if you want an even stand. A good active quick stepping man should transplant from one and a half to two acres a day; and this is under the estimate required in the States. The preparation of the soil for setting out the plants depends on a variety of conditions—whether the soil has been long cultivated, or new, clean, or covered with vegetation. The two important essentials in preparation are to have good rich soil (and I may state that some of the very rich black alluvial soils of Victoria impress me as being too strong to produce the best quality of tobacco of

pleasant mild flavour), plough and harrow until it is well pulverised. There are two methods of setting the plants, both of which will be alluded to, and will be distinguished as the American and Australian. The former is—lay off the rows $3\frac{1}{2}$ feet wide, follow with a one-horse turning plough, throwing three or four furrows together, then in the opposite direction cross furrow, running one furrow with a light shovel plough three feet apart, thus making a small hill or mound upon which the plant is set. When the planting is after this method the cultivation can be done in both directions, thus dispensing largely with the use of the hoe, the plants usually grow better on a furrow bed thus prepared, and are less liable to fungus attacks, as the open furrow affords good drainage during the ripening period, when a small amount of moisture is required. More tobacco in weight and of finer quality can be grown at the distance indicated on rich soil than at any other. For the cigar varieties, where it is desired that a small thin leaf of delicate flavour should be produced, the distance on the furrow row should be less. The method practised in Australia in preparing the ground for planting is the "level system of cultivation." This may have some merit in a locality frequently wanting in sufficient rainfall, as the moisture will likely be better preserved; while, on the other hand, should there be a copious rainfall when the plant is maturing, there is much danger that the plant will absorb too much moisture, causing "root rot," and again, will be attacked with the fungus commonly called "blister" or "fire," which will generally occur when there is excessive moisture in the plant approaching the ripening period. As a safeguard to all growers it is deemed advisable that both methods be tried, and the results carefully noted. The first working of the soil should be commenced as soon as the plants have taken root sufficiently to bear cultivation; at this working cultivate shallow, simply to lighten the ground, to remove all grass or weeds from the plants, and give them a good chance to start off early with their growth. Should the soil prove to be hard or baked, a condition which may exist on stiff soils, it should be well stirred with good sharp scarifiers or cultivators, care being taken if the hoe is used not to take soil from the plant. If the ridge system is adopted, the second ploughing may be done with the turning plough, one horse, or a light shovel plough or cultivator. The last ploughing is most effectually done with three furrows, with the turning one-horse plough, or with the single plough a furrow on each side, and then splitting the middle, the third and last furrow. Short single swingle trees must be used after the plants are half grown to prevent tearing and breaking the leaves. The roots of the tobacco plant in rich well prepared soil grow rapidly, for this reason the crop should be well cultivated early in the season, but if cultivated late it should be shallow, so as not to disturb the roots of the plants. The following is a picture of what a well cultivated field looks like.



Jumble Puzzle. No. 1.

THE SOLUTION.

Is the figure of the DUKE OF WELLINGTON (the well-known Trade Mark of THE CABANA CIGAR COMPANY, of 230 and 231, Tottenham Court Road, W.,) as shown in our advertising columns, p. 99. The Prize was awarded to Mr. Synner, of Nottingham, and the following is his acknowledgment:

[COPY] 38, Union Road,
Nottingham,
November 27, 1896.

The Publishers,
CIGARETTE WORLD,
158, Strand.
GENTN.

I have to acknowledge with thanks the receipt of the 100 Duke of Wellingtons you have so promptly sent me. I can assure you it will give me great pleasure to smoke them, and I am surprised I was so fortunate as I was somewhat late in sending. I trust that the CIGARETTE WORLD and the DUKE OF WELLINGTON CIGARS will meet with continued success, and attain great popularity throughout the universe.

Yours very truly,
(Signed) M. A. SYNNER.

A. BOGUSLAVSKY & CO

8, Park Lane,

Piccadilly, W.

Sole Manufacturers of the Celebrated

CIGARETTES

VELOUTE

CERISE.

WHITE EAGLE AND

GLOIRE BRANDS.

And Sole Proprietors of

THE EMPRESS

CIGARETTE

Made specially for the Trade.

SPECIAL QUOTATIONS TO

SHIPPERS AND PURCHASERS IN BOND.

Orders for Special Brands are executed

on the lowest possible prices.

The
Anderton Hotel
Meeting.

LONDON AND DISTRICT TOBACCONISTS

ASSOCIATION, LIMITED.

THE Sixth Annual General Meeting of the above association was held at Anderton's Hotel, Fleet Street, on Thursday, December 3rd, when the chair was taken by Mr. P. B. Harris. Others were also present: Messrs. Harraway, Dekoninck, Lawrence, Harland, Coulthut, Kevis, Ransford, Miles, Quinton, Slater, Stevens, Fraser, Fraser (jun.), Bentley, Newman, Aldred, Cripps, Mabile, Crocker, Cochrane, Dix, Hooker, Gavard, Welch, Shaw, G. T. Bodey (hon. sec.), etc.

The balance sheet submitted showed the receipts had been as follows: To balance in hand, £46 14s.; subscriptions, £12 17s. 6d.; royalties, £12 10s. 1d.; total, £72 1s. 7d. On the other side the payments had been: Rent account, £1 0s. 6d.; printing account, £10 3s. 10d.; delegate to Federation Meeting, Liverpool, £5; Tobacco Exhibition, £5 5s.; concert, Cannon Street Hotel, £14 9s. 6d.; canvasser, £6; federation subscription, £2; gratuity to hon. sec., £15 15s.; solicitor's charges, £2 19s. 6d.; postage account, £5 4s. 7d.; advertising account, 3s. 6d.; sundries, 8s. 2d.; bank charges, 4d.; balance at bank, £3 11s. 8d.; total, £72 1s. 7d.

The CHAIRMAN, in seconding the adoption of the balance sheet, said the year had not been so successful as, perhaps, they could have wished. They had had two smoking concerts, and he regretted to say both were attended with loss. They also had a stand at the Tobacco Exhibition, and gave away samples of Keystone Tobacco; which was a good advertisement, and only cost the association £5 5s., for the principal part of the expense was borne by the London Mutual Tobacco Association of Turnmill Street. Mr. Dix, Mr. Homborg, and Mr. Bodey had visited the north of England to attend the Federation Meetings. In July they assisted in a meeting at the Cannon Street Hotel, in which were the "stars" of the tobacco trade. Nothing was done, and nothing at the following meeting. The reason they had done nothing was because of the apathy of the retail trade in trying to stop cutting, and not taking the trouble to stock and push the sale of the Keystone Tobacco. The association was not in a flourishing state; there had been a difficulty in obtaining subscriptions, and there had been but a small amount of royalty. Canvassers had gone round to the retail trade of London, but out of 4,000 no less than 3,900 refused to give any subscription. And yet they were asked to subscribe only the small sum of 2s. 6d. a year. Under the circumstances, the committee had decided to recommend the attention of Rule 18. He saw from the trade papers that the country associations were well supported, and that it was urged that they should do without support by the manufacturers, and yet they in London had a miserable balance of £3 11s. 8d. He earnestly hoped they would get their friends to support the association.

MR. HARRAWAY seconded the motion for the adoption of the report.

MR. HINTON observed that he stocked Keystone, and had sold a great deal of it, and then found his sales fell off. On enquiry he found that the Conservative Club in the neighbourhood also sold it. It was the Walthamstow Conservative Club.

The CHAIRMAN said the secretary of the club had been a member for three years.

MR. HINTON said he thought they were an association to protect tobacconists.

The SECRETARY mentioned that it was the only club they supplied in London.

The matter was left to the committee to consider.

MR. BENTLEY asked when the smoking concert at the Cannon Street Hotel took place.

The SECRETARY said in November.

MR. BENTLEY said he received no notice of the concert.

The CHAIRMAN said it was a crowded concert, and a complimentary ticket was sent to all the members.

The report was then agreed to.

The CHAIRMAN seconded the following resolution: "(A) Cancel Rule 1 and substitute the following: 'In the place of the annual subscription formerly chargeable there shall be an entrance fee of 2s. 6d., which shall be payable by present subscribers, and also by tobacconists in future joining the Association, and no annual subscription shall be payable'; (B) Cancel the whole of Rule 9; (C) In Rule 10 insert 'entrance fees' before 'payable'; (D) In Rule 17 for 'subscription' substitute 'entrance fee.'"

MR. HARRAWAY seconded the motion.

MR. QUINTON seconded as an amendment that the association be merged with that of the Mutual Company, which course, he said, would be much more convenient to all concerned. Instead of being called up to pay 2s. 6d. entrance fee, the members would take up a share or a number of shares in the company.

MR. COOMBS seconded the amendment.

MR. NEWTON thought it would be better, if the Keystone brand was put on the market, the same as other brands. And the association would reap the result of the royalty.

Replying to a question, the CHAIRMAN said that Keystone was the property of the London and District Tobacconists' Association, Limited.

MR. LAWRENCE pointed out that if the association was merged with the company, the new members would have to take up a share of £1.

MR. HINTON said the shareholders of the company would have to be called upon to decide whether they would accept, but he did not think there would be any difficulty about it.

The CHAIRMAN suggested that the matter had better be referred to the committee to take action.

MR. KEVIS said that if the two bodies were merged, it would mean giving the Keystone brand to Turnmill Street, and he would like to know how those who were under a liability of 40s. stood.

Some discussions took place as to who were to decide what should be done, as it was pointed out that it was the members of the association who signed a form incurring liability of 40s. who were the owners of the brand.

MR. DIX explained that when the brand was first brought out, it was taken out in the name of a limited number of persons for trade mark purposes, and there were about thirty who entered into a contract to be liable to the extent of £2, if the thing was not successful. It was for those gentlemen to hand the thing back to the association.

Ultimately it was agreed to leave the matter in the hands of the committee to decide how far they could go and call another meeting.

THE CUTTING QUESTION.

The CHAIRMAN said no doubt they had seen the new list of prices arranged by the manufacturers. With respect to the resolutions they passed at the last meeting they had been sent to the manufacturers, but no notice had been taken of them.

The SECRETARY said that Mr. Cochrane at the last meeting proposed, "That in the opinion of this meeting the best remedy against cutting is for the manufacturers of packet tobaccos, to sell all goods to their customers at one uniform rate of discount, whether by means of discount, premium or bonus, and unless they agree to it, we hereby pledge ourselves, and the members of

the association pledge themselves, to cease to deal with the manufacturers for their proprietary goods."

MR. HINTON said he hoped those present would act.

MR. GEORGE said he understood that the wholesale firms had come to an agreement to raise the price to come into effect on January 1st.

The SECRETARY said the amended act was worse than the first.

The CHAIRMAN said the new schedule was as follows:

SCHEDULE.			
Tobaccos sold wholesale at 4s. 10d. to 5s. 1d. to be sold retail		at no less than 4d. per oz	
"	5s. 2d. to 5s. 4d.	"	4½d. "
"	5s. 5d. to 5s. 8d.	"	4½d. "
"	5s. 9d. to 6s. 0d.	"	4½d. "
"	6s. 1d. to 6s. 4d.	"	5d. "
"	6s. 5d. to 6s. 8d.	"	5½d. "
"	6s. 9d. to 7s. 0d.	"	5½d. "
"	7s. 1d. to 7s. 4d.	"	5½d. "

It did not show 6½ per cent. profit.

MR. GEORGE remarked that he hoped every member would stick to the determination arrived at at the last meeting.

The CHAIRMAN said the wholesale trade cut amongst themselves, and he advised the retailers to withdraw the advertisements of the wholesale firms.

MR. COCHRANE pointed out that the wholesale firms would do nothing. He had a circular from Copes which offered the following discounts for cigarettes: 2½ per cent. for 5,000 and under; 5 per cent. for 5,000 to 10,000; 10 per cent. for 10,000 to 25,000; and 12½ per cent. for 25,000 and upwards. A man with a large number of shops could buy 25,000 cigarettes, but a man with one shop could not. It showed the manufacturers did not intend to do anything, and they must look after themselves.

The CHAIRMAN observed that the circular would add to the cutting business.

MR. BENTLEY moved that the association refuse to entertain the circular.

MR. HINTON seconded.

MR. NEWTON asked what prices they should charge for proprietary goods.

The CHAIRMAN said they asked for 10 per cent., which, with the 2½ per cent. bonus, would make 12½ per cent. In their own proprietary article they got 17 to 19 per cent.

MR. GEORGE expressed the hope that something would be done to let all the retailers know.

After further discussion it was agreed that the committee should circularise the trade.

Votes of thanks to the Chairman closed the proceedings.

NOTICE! NOTICE! NOTICE!

WITH A
VIEW OF
MAKING



KNOWN
TO EVERY
TOBACCONIST
IN THE KINGDOM.

Arrangements have been made for the FREE DISTRIBUTION, in both London and the Provinces, of
SPECIMEN COPIES, through the Influential Agency of the following firms—

- FRAENKEL BROS., 58, 59, 60 and 60a, Houndsditch, E.C.
- LONDON & DISTRICT TOBACCO SUPPLY Co., Ltd., 8, Turnmill St., E.C.
- SINGLETON & COLE Ltd., 11 to 16, Cannon Street, Birmingham.
- TOBACCONISTS' SUPPLY SYNDICATE, 55, Farringdon St., London, E.C.
- WHOLESALE TOBACCO SUPPLY Co., 74, London Road, S E.

LEON MARCUS

AND CO.'S

"SUPERB"

CIGARETTES.

TELEGRAMS:

"Cigarettes, Manchester."

MANCHESTER: West End Cigarette Factory.

LONDON: Office & Sale Room, 2, Aldermanbury, E.C.

NORWICH: Office & Sale Room, 6, Davey Place.

National Telephone—2767.

The Cigarette World.

ADVERTISEMENTS.

Advertisements should be pictorial if possible, and embody original ideas. The managers will gladly submit both ideas and rough sketches FREE of cost to advertisers.

You see this?

Aim to infuse individuality in your advertisements. Whether an advertisement be large or small, it ought to possess some distinctive characteristic. ILLUSTRATE your advertisements whenever possible. A PICTURE ATTRACTS THE EYE. While the attention is attracted the story is told and the impression made.—ANGUS MACDONALD.

NOTICE.—Advertisements and Alterations of same must reach the Offices—158, Strand, by the 8th of the month.

For Tariff See Adjoining Column.

Advertisement Tariff.

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ALL ADVERTISEMENTS ARE PREPAYABLE QUARTERLY.

Offices: 158, STRAND, LONDON, W.C.



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(ESTABLISHED 1852)

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LONDON
E.C

MOUNTERS
IN
GOLD SILVER IVORY
POLISHED STONES &c

MAKERS
OF
RIDING WHIPS AND
HUNTING CROPS

HENRY HOWELL & CO.

MANUFACTURERS

WALKING STICKS.

CIGARETTE STICKS.

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HUNTING CROPS . . . RIDING WHIPS.

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PRICE LISTS FREE ON APPLICATION.

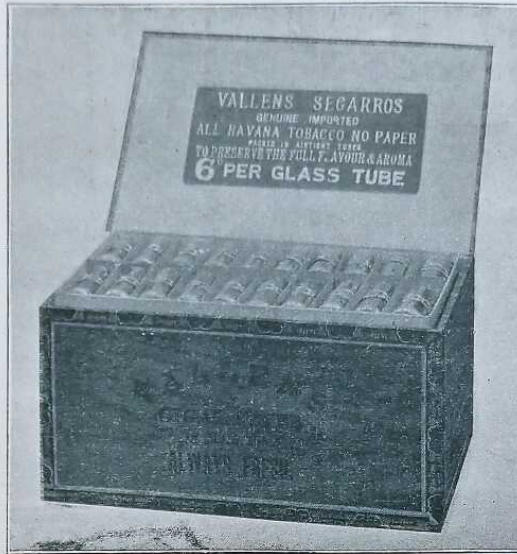
THE MOST SUCCESSFUL HIT OF THE SEASON. VALLENS' IMPORTED SEGARROS, 5 in Bottle, to sell for 6d.

500 Segarros packed
in Cabinet,
for Counter, as per
illustration.
No Shop complete
without them.

**Special Terms to
Wholesale Buyers.**

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Apply for Prices to Sole
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First Shipment sold
in 3 weeks.

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Made from Finest
Havannah Tobacco.

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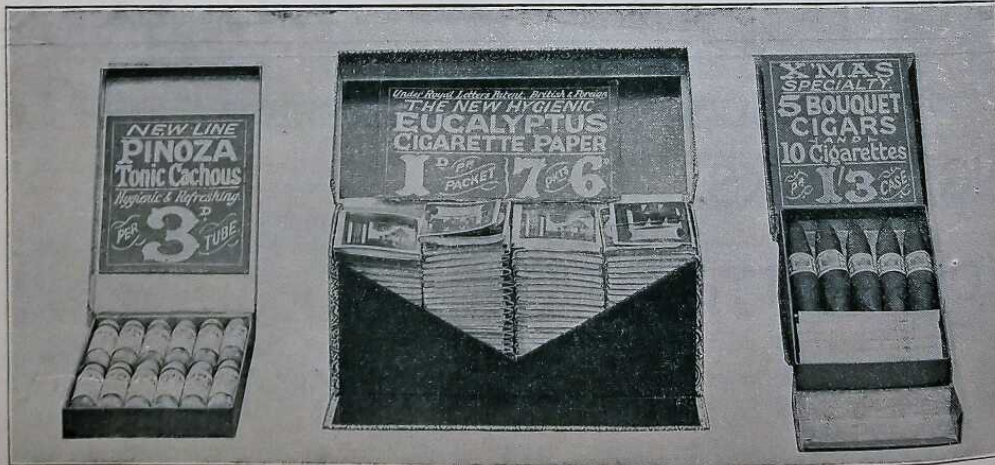
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coming in rapidly
from all parts.

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J. P. & R. GOODBODY, 10, MINORIES, LONDON.

For Christmas Novelties and Cigars of all kinds send to GOODBODY'S.

NEW LINES in PINOZA SPECIALITIES, showing large Retail Profits.
Over 30 New Xmas Lines now ready, in Unique & Handsome Boxes of 5's to 50's, Cigars & Cigarettes



These are the best Silver Cachous
in the market, and sell readily for
3d per bottle of 90 Cachous.

Large size gummed Eucalyptus Cigarette
Books, in Handsome Stiff Cover, Retail
1d. per Book.

Handsome Leatherette Case, containing
5 3d. Cigars & 10 Cigarettes, Retail 1/3,
Shows Retailer large profit.

NO "CUTTING" ALLOWED WITH PINOZA ARTICLES. SEND FOR A 50-XMAS ORDER

PINOZA "FRAGRANT CUT" BRAND. Blended to suit all Smokers.

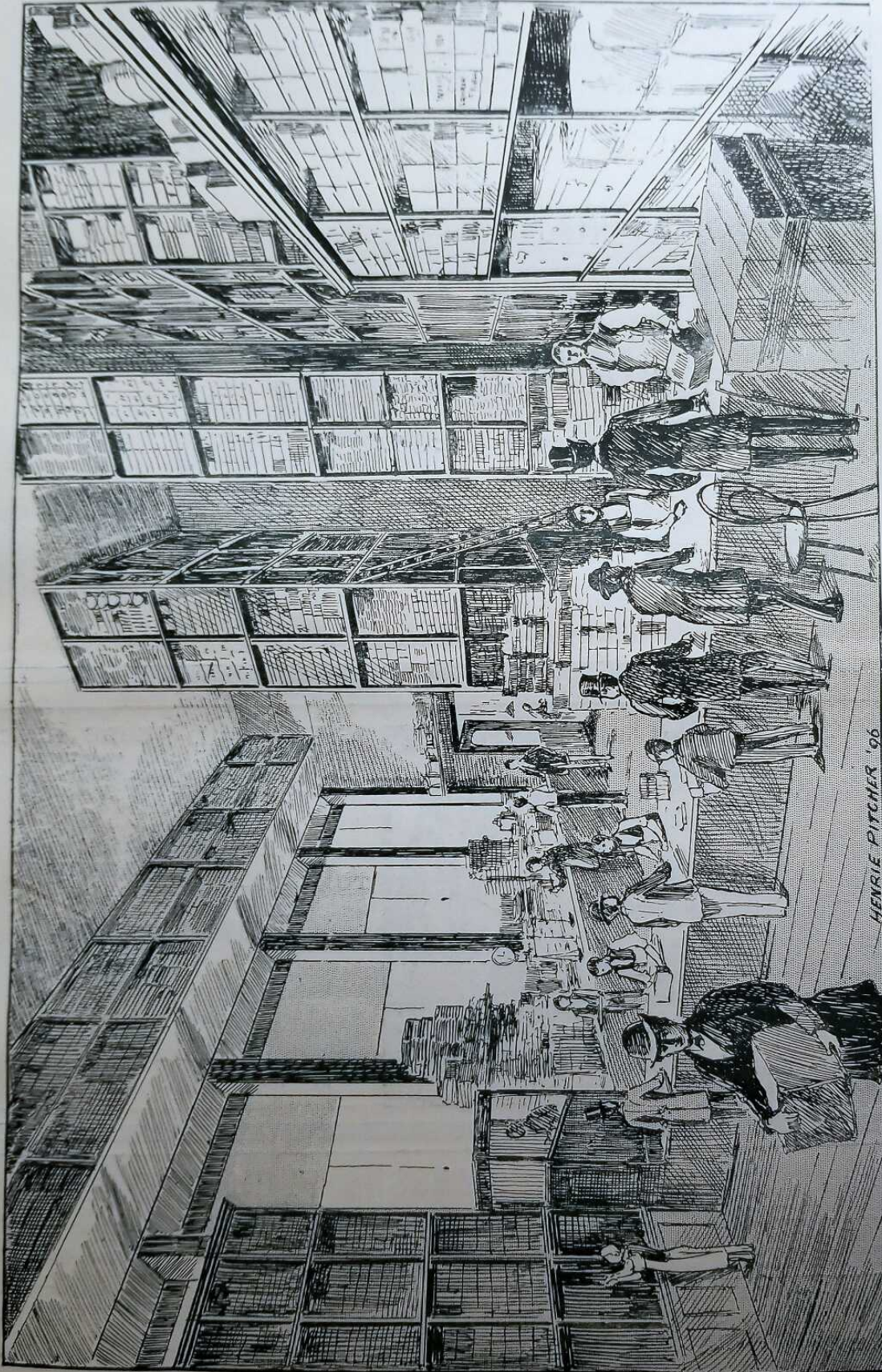
PINOZA "FACULTY" BRAND. Especially treated for Throat and Chest complaints.

Cold and Foggy Weather is the time to Stock and push Pinoza, especially "PINOZA" SNUFF.

APPLY FOR XMAS PRICE LIST to- LUSBY'S HYGIENIC PATENTS CO., 10, Minories, LONDON.

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HENRIE PITCHER '96

TOBACCONISTS' SUPPLY SYNDICATE,

55, FARRINGTON STREET, LUDGATE CIRCUS, E.C.

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W. H. LOWRY & CO.,
Cigar & Cigarette Merchants & Importers,
3, BURY COURT, ST. MARY AXE, LONDON, E.C.

SOLE AGENTS FOR

Tr. A. Thalassino's
EGYPTIAN CIGARETTES.

6d. PACKETS OF 10

High Class Goods at Moderate Prices, showing Good Profit.

J. FRANKAL & Co.,
30, COTTAGE GROVE, MILE END, E.
Madras. Majestic.
Elite. (Navy Cut).
(Straight Cut Virginia.
Sal Ka. Kassala.
Aide de Camp. (Egyptian Blend).
ALL PACKED IN TINS AND FANCY BOXES.

10's, 25's, 50's, and 100's.

Gold and Silver Tipped
TURKISH AND VIRGINIA.



EXTRA SPECIAL "ROSE PINK"
GOLD TIPPED.

Particularly adapted to the New Woman.

WEIGHT GOODS—
VIRGINIA,
MONOGRAM,
STRAIGHT CUT.
TURKISH—
BIJOU,
CROWN,
UNIVERSITY,
ANGEL BRAND.
RUSSIAN BLEND—
PETITS,
GOLD TIPPED.

ALL OUR GOODS ARE HAND-MADE.

WANTED.

WANTED, Tobacconists' Assistant used to general routine of Wholesale and Retail; good prospects.—Apply, Badman Brothers, Birmingham.

CIGAR TRAVELLER Wanted for the North of England; must have good sound connection. Guarantee required.—Particulars, in strict confidence, to Gilbert and Gilbert, cigar manufacturers, Leicester.

We are about increasing our staff. Only experienced Salesman, with full knowledge of Fancy Goods and long-standing good references may apply.—Fraenkel Brothers, 58, 59, 60, and 60A, Houndsditch, E.C.

MR. T. A. VINCENT, who introduced Turkish Regie Cigarettes throughout Great Britain, is now open for engagement with first class house, good sound connection. 14 years' experience in introducing specialities.—Apply, 227, Crookesmoore Road, Sheffield.

BUSINESS WANTED.

TOBACCONISTS (Only) wanted in North of London. Capital £200. Address in first instance in confidence to ALPHA care "Cigarette World," 158, Strand.

TOBACCONISTS (No Sweets, News, &c.) Purchase money about £150. S.W. district preferred. Address, Business, care "Cigarette World," 158, Strand, W.C.

MESSRS. F. CHARATAN & CO.,

Manufacturers of Meerschaum and Briarwood Pipes.

HAVE REMOVED to more extensive premises, 146 Minories, E.C. Well-known manufacturers of genuine London-made pipes. Send for samples of their remarkable lines of well-finished silver-mounted briars at 8/6 and 12/6 (assorted or otherwise). Sample dozens sent to any part carriage paid. Remittance with order. Shapes or sizes not approved of exchanged.

Repairs of all kinds promptly executed. Mounting in gold and silver at lowest prices by large staff of skilled workmen.

Note:— Charatan, 146, Minories, E.C.

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SMALL CIGAR MANUFACTURERS AND TOBACCONISTS BUSINESS to be disposed of in the North of London; good position; making thoroughfare. Reason for selling, ill-health. In present owner's hands over 25 years. Good opportunity for energetic young man with small capital. £1000 Stock at valuation.—Apply, Write to, 146, High Street, Stoke Newington.

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SWEET

GUINEA GOLD

CIGARETTES

Sweet, Cool, &
Fragrant.

Guaranteed Pure
Virginia.

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1^d



Are you there?
Are you there?
ARE YOU THERE?

!!!!!!!!!!!!!!

Why don't you put me on the right firm?
I want Ogden's
Whose?

Ogden's
What name?
Ogden's !

Spell it please

O.G.D.E.N.'S

Oh! **OGDEN'S** the *Guinea-Gold*
Cigarette makers! all right—
Now you're on the right firm.



ON a clear night, count every star in the heavens.
Do this for 37 clear nights and you have counted the number
of **Challenge Flat Brilliantes** that have been sold.

THE COOLEST SMOKE ON EARTH.

R. P. GLOAG & Co., 40 & 42, Boyson Rd., Walworth. S.E.

Manufactory : 40 & 42, Boundary Lane, Camberwell, S.E. Wholesale only. Established 1851.