

# "THREE NUNS" TOBACCO.

Write to J. & F. BELL, Ltd., GLASGOW, for Illustrated Price List with fixed retail prices.

Published on the 5th of every Month.

Published on the 15th of every Month.



## The Cigarette World



The Retailer's Journal:

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

### WILLS'S

## "GOLD FLAKE"

Tobacco  
AND Cigarettes

IN TWO DEGREES OF STRENGTH.

MILD (the original) with Yellow and Red Label.  
In 1/2-oz., 1-oz., and 2-oz. Square Foil Packets; 1/4-lb. and 1-lb. Decorated Tins; and 2-oz., 1/4-lb., 1/2-lb., and 1-lb. Patent Tins.

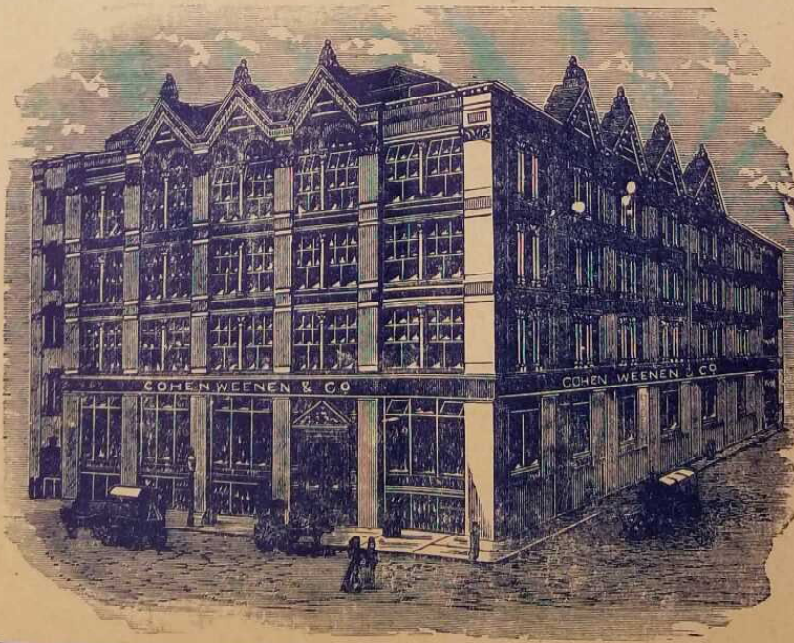
MEDIUM (fuller flavour) with Blue and White Label.  
In 1-oz. and 2-oz. Square Foil Packets; and 1/4-lb. Patent Tins.

IN PACKETS AND PATENT AIR-TIGHT TINS.

W. D. & H. O. WILLS, Branch of the IMPERIAL TOBACCO CO. (of Great Britain and Ireland), Limited, Bristol & London.

## Cohen, Weenen & Co.'s

New Premises,



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COMMERCIAL "RICHMOND BOUQUET," 12 CIGARETTES and Mouthpieces, 3d. Prices on application.

ISHERWOOD'S CHOICEST CAIRO CIGARETTES.

Write for Price List to Sole Importers—

BARTLETT & BICKLEY, 17, BROOK ST., BOND ST., LONDON, W.

BIGGS'S

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

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

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

Proprietors—  
**ADKIN AND SONS,**  
LONDON.

Branch of the Imperial Tobacco Co. (of Great Britain & Ireland) Ltd.

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

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# ASTHORE CIGARETTES

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

TRY THE NEW BRAND OF

## INDIAN CIGARS

# "ZEMINDAR"

**CHOICE. MILD. FRAGRANT.**

MANUFACTURED BY

### SPENCER & CO. Ltd., DINDIGUL.

POPULAR PRICES. NO CUTTING.

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## JARRETT BROTHERS

70/71, Bishopsgate Street Within, LONDON, E.C.

**THE  
TOBACCONISTS'  
SUPPLY SYNDICATE.**

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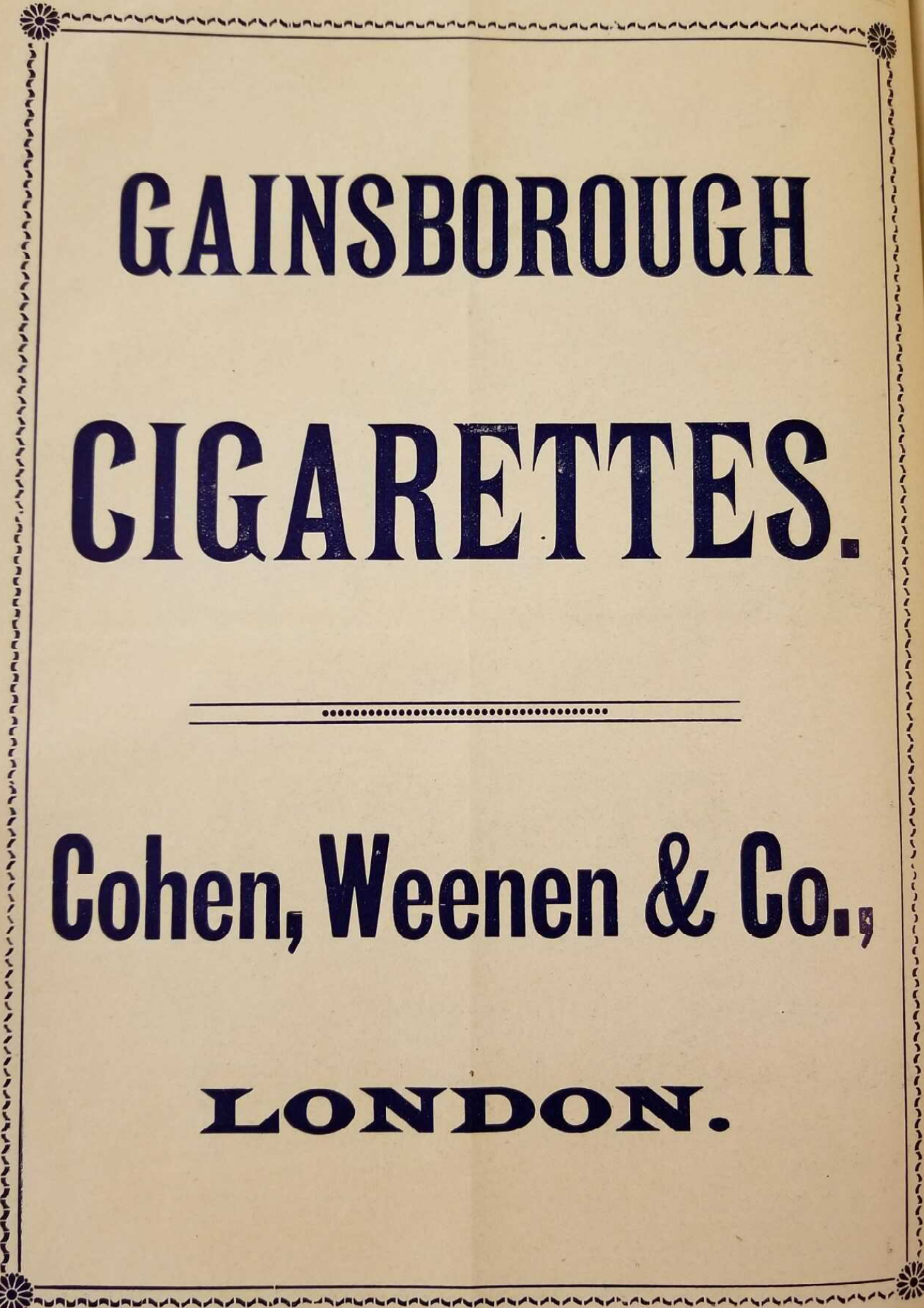
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**GAINSBOROUGH**  
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To Retail at **4<sup>D.</sup>** 26/-  
Per 1,000.



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Per 1,000.  
WRITE FOR PRICE LIST.

**SWEET CHERRY TIPPED CIGARETTES.**

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

*Price List on application.*

**The Cigarette World**  
**AND TOBACCO NEWS.**

FEBRUARY 15th, 1903.

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.

UN-CIVIL WAR.



THE largest meeting of tobacconists ever held in London assembled at the Memorial Hall, on January 28th, and not only was there a full attendance of retailers, but a considerable number of manufacturers were on the platform. An extended report will be found on another page. The oratory was neither long nor vigorous, if we except Messrs. Taylor and Barnett. Mr. Taylor, who is a fluent and emphatic speaker, attacked the big "combine" in very strong terms, and advised those who had received their bonus agreement to tear it up. This led to a dramatic incident, a gentleman at the back of the hall shouting, "Here goes one, sir," rose, and amidst cheers tore a printed document to pieces. Mr. Barnett, speaking in solemn tones, told his hearers that in all

# **BRANKSTON'S**

# **BRITISH BRANDS**



SHOW GOOD PROFIT TO RETAILERS.

### **First Flight Mixture.**

*In 2-oz., 4-oz. & 8-oz. Tins.*

PRICE, 6d. PER OZ.

### **Sweet as the Rose.**

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

PRICE, 4d. PER OZ.

### **Red Virginia.**

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

PRICE, 4½d. PER OZ.

### **Golf Club Mixture.**

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

PRICE, 4½d. PER OZ.

SOLE MANUFACTURERS:

# **THOS. BRANKSTON & CO. Ltd.,**

MIDDLESEX STREET, LONDON, E.

Salmon & Gluckstein's shops and other shops owned by the Imperial, the public, if they bought half a pound of tobacco, could get it at the exact price at which it was invoiced to the trade, and he produced a list which he said contained proof of his statement. He did not, however, say that only tobacco manufactured by the Imperial could be so purchased, and we understand that the tobaccos of outside manufacturers can be obtained also at invoice prices. If this be so, then it seems unjust to attack the Imperial for allowing to be done what outside manufacturers also allow. There has been a good deal of strong language used of late, stronger, we consider, than was either necessary or justifiable, and we think that since the Imperial have long ago declared that they had no intention of opening new shops, if there is clear evidence that they have done so, as has been stated by several speakers at this and other meetings, the proper course would be to represent the case to the directors and urge them to stop the practice; surely, having publicly pledged themselves, they could not and would not go back on their promise. We are rather inclined to think that there is not sufficient evidence available to justify the statement referred to, and it is hardly fair that such attacks should be made in a matter directly involving the honour of gentlemen who have been connected with the trade all their lives, unless those making them are prepared to try to get their grievance inquired into, and, if it exists, removed. In this we speak quite impartially, with the sole desire to get fair play all round. We have always thought that the Imperial have delayed dealing with the proposals of the retailers far too long, but that is a very different thing from publicly professing one policy and secretly adopting another, and we must confess that we cannot believe that they have done anything of the kind. It is very easy to put such a rumour in circulation, but to prove it is quite a different matter. It seems clear that a sharp contest may be expected between the Imperial and the outside manufacturers, but though it is dangerous to prophesy, we will hazard the opinion that the same tactics which proved so successful in the war against the American Tobacco Company will be again adopted, and, after a good deal of strong language on both sides, it will speedily be found that some of those who are now most emphatic in their denunciation of the big "combine" will be gathered to its capacious bosom. What could be more bitter than the contest between the two "combines" which has only just terminated, yet, now absorption has taken place, they are quite demonstrative in their affection for one another, and are engaged in a project to control the world's trade. It is quite true that there are some among the firms which are in the Imperial who make no secret of their dislike for this policy, but they are in the minority and are helpless. The weak point in the position of the present fusion of forces between the independent manufacturers and the trade is this possibility of many of the former preferring to be absorbed by the Imperial rather than run the risk of a costly conflict in which they might go under altogether. We do not say this out of any desire to discourage the necessary work of securing a strong and

vigorous body determined to protect trade interests, but it is useless to be blind to the chances of war. As far as we are concerned, our greatest anxiety is to see peace restored if that be feasible, but if not, to see as little injury as possible done to the retailer, who has in times past suffered not a little, through the low rates of profit he has been able to secure.

With regard to Ireland, as we have already pointed out, the case is somewhat different, and it is only fair to state that the Imperial, while admitting a reduction in prices which renders it obviously impossible for Irish manufacturers to compete, assert that they have been forced into this policy by the action of rival manufacturers. Nevertheless, the case is very serious; one of the few Irish industries is in grave peril, and, as will be seen from an article we reprint from the *Freeman's Journal*, already some of the manufacturers have stopped their works; others, it is true, are keeping up the unequal contest with vigour, and are determined not to yield. In the case of the smaller among these it is a veritable struggle for existence. There is no chance of their getting bought out, and if the present fight ends by the absorption of some of the biggest of them, the smaller will be left stranded, and eventually squeezed out of existence altogether. It is very difficult to treat of this matter without running the risk of fanning the flame, and so doing injury instead of good to those for whom we are anxious; we therefore simply state the facts and trust that some means may be found quickly which will put an end to a state of things which is really intolerable. We cannot conclude our remarks on the present struggle without reminding retailers of a fact which appears to have been forgotten, and that is that the public are, after all, the masters. It is all very well to talk glibly about boycotting the proprietary articles of the Imperial, but it must be remembered that there is an enormous demand—continually increased by advertising—for their specialities, and smokers will insist on having them, and if they are put off, will simply take their custom elsewhere, which is an easy matter when there is such competition as to-day exists. No doubt there are plenty of excellent brands on the market produced by independent manufacturers, but the public are very conservative in their tastes, and stick to their old favourites through thick and thin. This is really the crux of the whole question, and it should be very carefully considered.

The tobacco war has evidently had a serious effect upon the profits of R. & J. Hill, Ltd., as will be seen from the directors' report to be found elsewhere. The dividends have steadily dwindled from 8 per cent. to 6 per cent., but the drop from 6 per cent. to 2 per cent. is so serious that it cannot be altogether accounted for by the tobacco war. The directors have had great difficulties to face, and in order to increase the business they expended unusually large sums in advertising. The extra sums so spent have been taken from the reserve fund. Had they come out of revenue, probably the dividend would have been passed altogether, but it is hoped that this year, now that conditions are more favourable, the

**ESTABLISHED 150 YEARS.**

**TADDY & CO.,**  
**Tobacco, Cigarette, and**  
**Snuff Manufacturers,**  
**and Cigar Importers.**

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

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

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results of this expenditure will have a good effect. This may or may not be so, and we think it would have been a sounder financial policy to have passed the dividend and kept the money in hand to develop the business. No doubt the shareholders, being human, would have been disappointed, but they would have benefitted in the end.

The Anti-Tobacco "addicts" have been holding their annual meeting in Manchester, and it argues a little more moderation in their ideas that the chairman was the Lord Mayor of Manchester, a *cigar smoker*. Naturally, however, this moderation was by no means universal, and we find a Mr. Charles Wardlow, of Sheffield, making the usual speech of the typical fanatic. This is the speech, as summarised by the *Manchester Daily Despatch*:—"He would never employ a boy in his works who smoked, and he had before now refused employment to people who in other respects were altogether suitable when he found that they indulged in tobacco. One man who went to him for employment promised never to smoke again as long as he lived if only he could be taken on, but said Mr. Wardlow, 'I told him I would not have him; I preferred people who were non-smokers from principle rather than from compulsion.' It was Mr. Wardlow who said that if a lad began to smoke it was ten thousand chances to one also that he would take to drink, and then, reducing his odds, he said it was a thousand to one he would go down to ruin." It is simply amazing that a man who is accustomed to business should talk such bigotted nonsense, and it is still more amazing that any meeting should have listened to such a speech without protest. If the Anti-Tobacco Society would confine their efforts to arousing public opinion as to the dangers of juvenile smoking they would have the sympathy of every reasonable man, but the intolerant attitude towards smoking by adults entirely alienates public sympathy. The objections raised by the Society are chiefly due to their ignorance of the effects upon the system of the habit of smoking. The following remarks from the *Therapeutic Gazette* puts the matter admirably:—"As a matter of fact, the ordinary uses of tobacco result in nothing more than functional disturbances of the heart, nervous system, and digestion in the vast majority of cases, and while the drug is capable of producing very marked symptoms in those who are unaccustomed to its use, it is nevertheless a fact that it practically never causes organic changes in the body. Our attention has once more been called to this subject by an article by Professor Stranch, of Vienna, in which he calls attention to the influence which is exerted by nicotine taken into the body in smoking upon the vagus nerve, and the consequent disorder of the heart which is produced.

"Professor Stranch points out that during the preparation of the tobacco, after the green leaf is plucked, the quantity of nicotine which it contains is reduced by about one-half, and that the quantity of nicotine which is taken by a patient who uses tobacco is exceedingly

small; for it must be remembered that the finest grades of tobacco contain from 0.5 to 2 per cent. of nicotine, and the inferior grades from 2 to 8 per cent. A Manila cigar marked 'very strong' showed only a little more than 1 per cent. of nicotine, but curiously enough a 'mild' imported cigar showed over 2 per cent.

"As a matter of fact, as is pointed out in the *Medical Press and Circular*, what really constitutes the strength of a cigar is so far entirely unknown as a chemical factor, but will in all probability have to be looked for in the products that come into existence during the fermentation of the tobacco leaves, which as such, or in an altered form, mixed during the combustion of the cigar with the inhaled air, produce the poisoning. Not only is the quantity of nicotine in ordinary tobacco very small, but the quantity which is inhaled is smaller still; and Habermann found in the smoke only about one-sixth of the quantity of the nicotine which the tobacco really contained. To express it in another way, a cigar weighing 60 grains contains about one grain of nicotine, of which not half a grain is taken in with the smoke, and, of course a very small proportion of this remains in the body. Considering that a very large amount of the nicotine is left in the stump, the total quantity of nicotine is really less than that named, and Habermann thinks that not more than one milligramme (or about 1.60 grain) enters the system of the smoker. Of course, on the other hand, it is to be remembered that nicotine is a very powerful poison. The heretofore well-known fact that the stump of a cigar is much stronger than other portions of it is also confirmed, since it contains a large amount of material which has come from the combustion of the first part of the tobacco.

"In conclusion, Stranch remarks that it is extremely improbable that any single substance is accountable for the 'strength of a cigar,' that most probably a great many substances contribute toward its strength, and that these substances vary in their amount according to the strength of the original tobacco, the method of its preparation, the amount of moisture, and the rate of smoking. Stranch is, however, firmly convinced that nicotine which enters the body in smoke has not by any means the dangerous influence which is commonly attributed to it."

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LEARN'T TO SMOKE AT EIGHTY.—Mrs. Margaret Simpson, who has died at Berwick-upon-Tweed, in her 104th year, was accustomed not long ago to read with spectacles, thread needles, and do white sewing. At 80 she began smoking, and regularly enjoyed a pipe. She had eight children, 50 grandchildren, 30 great, and several great-great-grandchildren.

CLERICAL SMOKING.—Smoking is apparently still regarded as unclerical in some parts of our empire. From British Columbia comes the case of a Methodist minister brought before his conference on this heinous charge. He pleaded guilty to smoking a pipe and three cigars daily on the advice of his doctor. The charge was eventually dismissed.

"LA CINGARA," finest imported Mexicans.

SOLE IMPORTERS:

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

# P. J. CARROLL & CO., DUNDALK.

PURCHASERS OF THE FIRST CROP OF TOBACCO RAISED IN CO. DUBLIN.

SPECIALITIES:

"PREMIER" Brown Coil.

"BOG OAK" Plug.

"MICK McQUAID" Plug.

"TRAVELLERS' JOY" Mixture.

Roll Coil "PRIDE OF THE WEST."

RICH FLAKE, &c., &c.

N.B. To Protect the Public, CARROLL'S "PREMIER" COIL is stamped so that the Purchaser will see the name in every part. Be sure to ask for Stamped Coil.

LARGEST MANUFACTURERS OF BROWN ROLL AND COIL IN IRELAND.

## New Line.

LLOYDS'

# 'Golden Melon' Mixture



An entirely new blend of **rich** full-flavoured tobaccos, highly concentrated, and of delightful aroma.

**Packed in 2 oz. foils and 4 oz. tins, and showing a profit of 33% to Retailer.**

SOLE MANUFACTURERS:

# RICHARD LLOYD & SONS, LONDON.

# ADOLPH ELKIN & CO.,

WHOLESALE TOBACCONISTS,

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

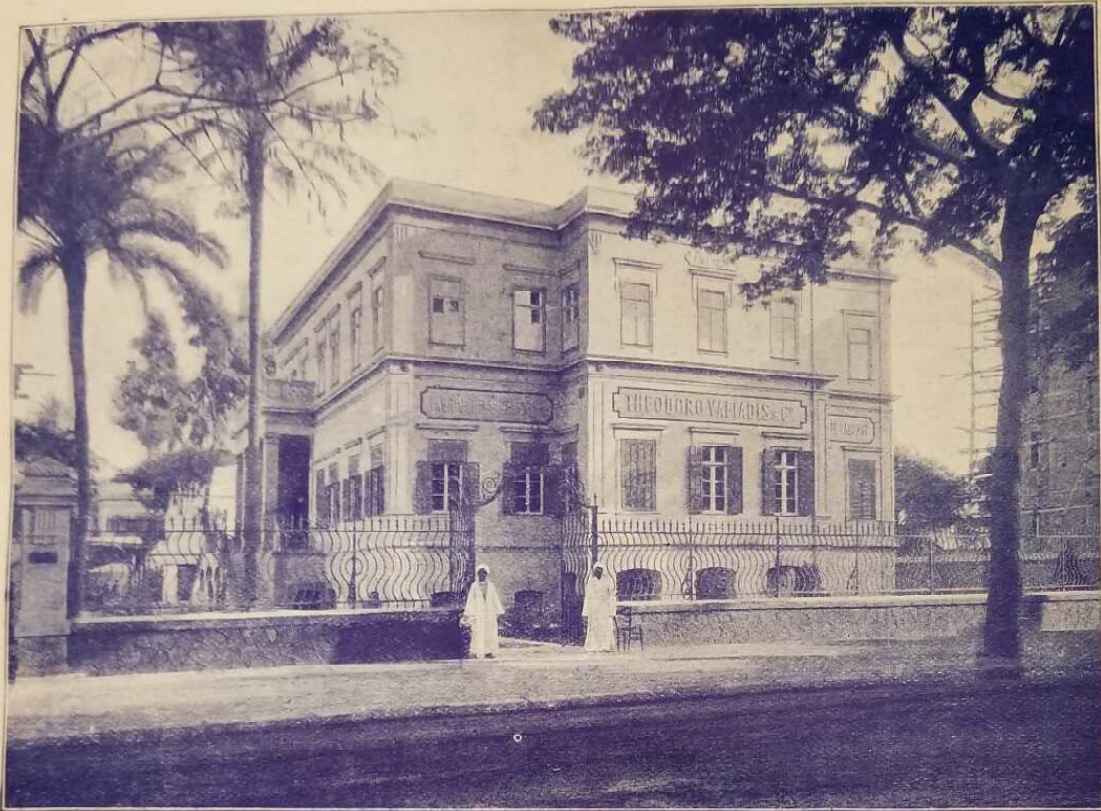
SPECIALITIES:

"La Nikle," 1d., Rothschild Banded Cigars. "Zealandia," 2d., Imperial Cigars.

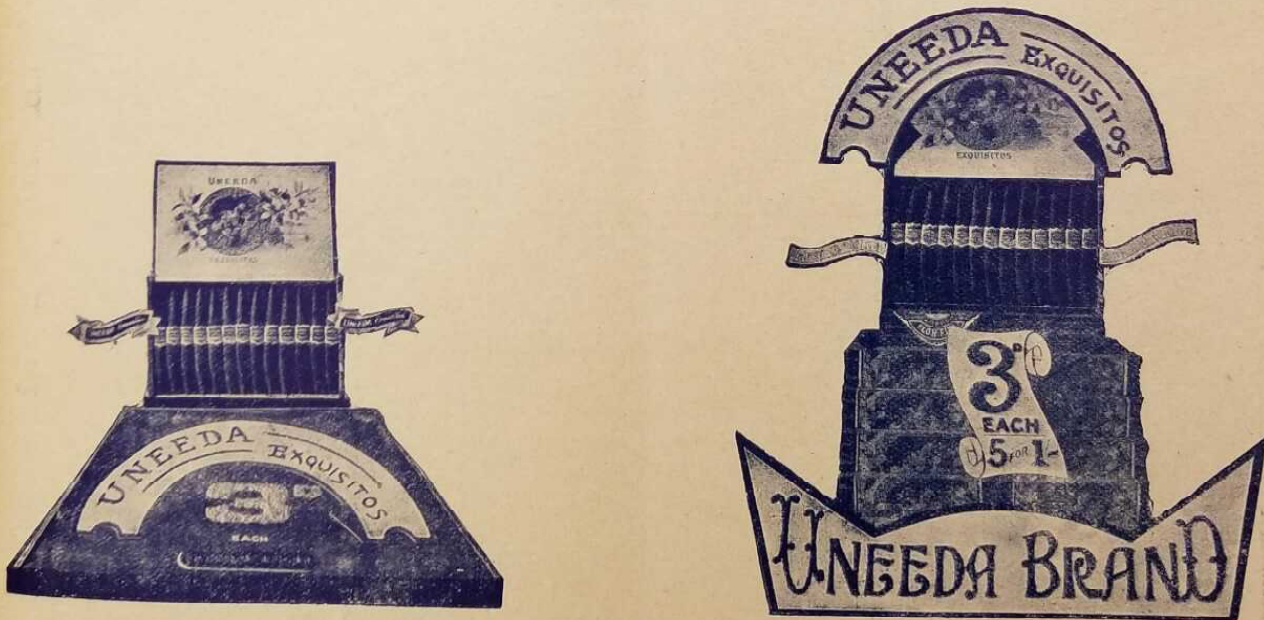
CHRISTMAS SUPPLEMENTARY PRICE LIST, POST FREE.

All Manufacturers' Proprietary Articles at absolutely the lowest prices.

Telephone No. 6098, AVENUE.



VAFIADIS' NEW FACTORY.



"UNEEDA" WINDOW DISPLAYS.

T. VAFIADIS & CO.'S EGYPTIANS leave a good margin of profit to the Retailer, and are not cut. (MELBOURNE, HART & Co., 19, Basinghall St., E.C.)

**CLARKE'S**

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**CARLTON**

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**TOBACCO**



**In Three Strengths, . . .**

**Mild, Medium, and Full.**

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



**SOLE MANUFACTURERS—**

**WM. CLARKE & SON,**

BRANCH OF THE IMPERIAL TOBACCO COMPANY (OF GREAT BRITAIN AND IRELAND), LIMITED,

**LIVERPOOL AND LONDON.**

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# Trade News and Notes.

MR. W. B. BOWRING has been appointed Managing Director of Kinnear Ltd.

MR. STUART CASSY has purchased the business lately carried on by Messrs. Simpson & Co. at 41, High Street, Highgate, N.

MESSRS. R. LOCKYER & CO., of 13, Bunhill Row, E.C., in consequence of the great increase in their business, have removed to much larger premises at 12 and 14, Bath Street, City Road, E.C.

MESSRS. JOHN HUNTER WILTSHIRE & CO. LTD. have taken over the cigar branch of Messrs. A. T. Hirsch and Co.'s business. Mr. H. T. Gratton, who for many years represented the latter, now acts for the St. Mary Axe firm.

THE CAVALLA TOBACCO COMPANY have opened a tobacco and cigarette business at 41, Miles Street, Aldgate, E.C., with the object of supplying the trade with genuine Turkish tobaccos and cigarettes of all qualities and prices.

MESSRS. KAPP & PETERSON, LTD., of Dublin, are about to open stock-rooms and offices at 7, Hills Place, Oxford Circus, W. Mr. L. Alexander has ceased to represent the Irish firm, and Mr. F. Fehrer will be in command on the new London premises.

NO RING IN HAVANAS.—In the agreement made between the American Tobacco Trust and the Imperial Tobacco Company, for the regulation and control of the tobacco trade of the whole world, it was distinctly stated that the United States and several other places were to be retained as preserves of the American company. Among these preserves was the island of Cuba. This the trust thought they could soon capture, with a view to establishing a monopoly in Havana cigars. Several important firms were bought out, and at one time it seemed likely that the monopoly would be successfully worked. Several of the most prominent Cuban firms, however, manufacturers of well-known Havana brands, and owning between them a great number of factories and plantations, are refusing to come into line with the trust monopolists. They are the following:—Rabell, Costa, Vales & Co., proprietors of the brands "Ramon Allones," "La Eminencia," "Marques de Rabell," "La Cruz Roja," "Amor en Sueno"; Behrens & Co., proprietors of the brands "Sol" and "Luis Marx"; Cifuentes Fernandez & Co., proprietors of the brand "Flor de Tabacos (Partagas & Co.)"; Rabell, Costa & Co., proprietors of the brand "Romeo y Julietta." These firms have signed before a notary a public agreement not to sell or lease their independent factories. On this agreement hangs the hope of the smoker of some favourite Havana brands.

TOBACCO WAR IN GERMANY.—An evidently well-informed correspondent of the *Leicester Daily Post* writes as follows in that journal:—I hear, from a friend well qualified to judge, that the tobacco panic in Germany is serious. The trust which is causing all the excitement disclaims connection with the Anglo-American trust; but of its origin there is no doubt. The fear is that the occasion will be seized to establish a Government monopoly in tobacco. Germany imports to the value of about £5,500,000 sterling, against our importations to the value of £16,000,000; but these figures only indicate how vast is the home crop. For every son of the Fatherland smokes, and he smokes in every chamber. The drawing-room is as free for that purpose as—shall I say?—the scaffolding on which the bricklayer is working. Perhaps this last liberty is the most astonishing. The number of people engaged in the German tobacco industry will be realised when it is remembered how many hands the article passes before it reaches the consumer. In some cases there are as many as 12 middlemen. First, there is the farmer, who raises the crop; secondly, the broker, who speculates before the crop is actually grown; then

there is the sub-broker, who sells to the factory controller; the manufacturer, who confines his attention to merely shredding the leaf or some other branch; the leaf importer and manipulator; the big dealer; the "wholesale retailer"; and lastly, in Germany alone, there are some 70,000 small retailers from whom the cigars or tobaccos are purchased. All these people would go to the wall.

A GOOD MOVE.—We are pleased to be able to publish the following circular just issued to the trade, and commend the Imperial on their wise decision. We

would note, however, that Messrs. Gallaher's goods are still sold in  $\frac{1}{2}$  lb. and 1 lb. parcels at wholesale prices. What is sauce for the Imperial is sauce for the Irish firm, and as Mr. Gallaher himself presided at the meeting of retailers, at which much use was made of the selling of tobacco at wholesale prices, we cannot understand how it happens that he is one of the offenders. We hope he will put a stop to the practice at once.—THE IMPERIAL TOBACCO COMPANY (OF GREAT BRITAIN AND IRELAND), LIMITED, BRISTOL, *February 9th, 1903.*—Dear Sir,—The Imperial Tobacco Company have for some time past been seeking means to remedy a growing evil, viz., the retailing of  $\frac{1}{2}$  lb. and 1 lb. packages of tobacco to the public at wholesale prices, and in the interests of the trade generally have decided that, on and after the 1st March next, packages of their tobaccos of  $\frac{1}{2}$  lb. and 1 lb. may not be retailed at a lower price than 4d. per lb. under the prices ruling for the 1 oz. packages of the same tobacco, for example: a tobacco retailed at 4 $\frac{1}{2}$ d. per oz. may not be retailed in the  $\frac{1}{2}$  lb. package at less than 2s. 10d., and in the 1 lb. package at less than 5s. 8d., and so forth. It must be distinctly understood that this applies to bulk packages of tobacco of  $\frac{1}{2}$  lb. and 1 lb.,

## TEOFANI'S

HIGH-CLASS

CIGARETTES

AWARDED THE

## GOLD MEDAL

AT

### PARIS EXHIBITION, 1900

(HIGHEST AWARD).

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

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

**X** THE Wholesale and Retail Trade can now be quite independent of the Tobacco Trust or other combinations, as they can push their own brands, which will be advertised largely. **X**  
 A special Box Factory has been started to make Unique Packages, Padded and Leather Boxes, exclusively for the . .

FREE TOBACCONIST FACTORY ARTICLES.



**“LERNA” BRAND**

MADE ONLY FOR . .

Free Tobacconist Factory, London. —

.....  
 All “Lerna” Goods are invoiced at Retail Prices. In case of any cutting of Prices supplies will be stopped. The following discounts are allowed off Invoice as follows :

- 20 per cent. off all “LERNA” PACKET TOBACCOS.
- 25 per cent. off all “LERNA” PACKET CIGARETTES.
- 30 per cent. off all “LERNA” WEIGHT CIGARETTES.
- 30 per cent. off all “LERNA” IMPORTED EGYPTIAN CIGARETTES.
- 40 per cent. off all “LERNA” CIGARS.

To the purely Wholesale Trade a further 5 per cent. discount is allowed for distribution expenses.

Millions of leaflets issued to the Public and for counter distribution. A novel Bonus Scheme which will greatly benefit the Trade, whether wholesale or retail, will be on a co-operative basis, and issued after the expiration of first six months to the Trade by circulars.

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 Send for NEW PRICE LIST and FULL PARTICULARS

TO THE

Sole Manufacturers of the Free Tobacconist Factory  
 and “Lerna” Brands, . . .

**LUSBY & CO. LTD.,**

**22, MINORIES, LONDON, E.C.**

Telegraphic Address: LUSBY, LONDON.

Telephone Avenue, 1599.

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## TRADE NEWS AND NOTES—continued.

and that retailers may not sell to the public 1 oz., 2 oz., or 4 oz. packages, whether singly or in larger numbers, at a rate below the schedule prices for such smaller packages. Dealers must not sell below the retail price unless they have satisfied themselves that the purchaser is entitled to buy at the wholesale price by being a retailer and holding a tobacco license. The Imperial Tobacco Company will insist on dealers of all classes conforming to this regulation with their goods. The Company are adopting this policy entirely in the interest of their customers generally, relying upon their support and co-operation, without which the desired end cannot be secured.—Yours faithfully, THE IMPERIAL TOBACCO COMPANY (OF GREAT BRITAIN AND IRELAND), LIMITED. H. W. GUNN, *Secretary*.

## BIRMINGHAM TOBACCONISTS' ASSOCIATION.—

The annual meeting of the members of the Birmingham and District Tobacconists' Trade and Benevolent Association took place on February 3rd, at the Colonnade Hotel, Mr. J. E. Margoschis (president) occupying the chair. The annual report stated that the income was £44 13s. 8d., and the expenditure £44 19s. 2d. The total funds of the association was £385. The year had been one of unusual activity. In the early part, owing to the invasion of the American Tobacco Company, the Imperial Tobacco Company deemed it desirable to issue an agreement, only to be quickly followed by one issued by Messrs. Ogden's (Limited). Both these documents were discussed at several meetings of the association, and dealt with in a manner which at the time was believed to be in the best interest of the members of the trade. Later in the year, however, the war ended, and both forces had joined hands. A further agreement was issued by the Imperial Tobacco Company which was discussed and dealt with accordingly. In moving the adoption of the report, the Chairman said he did not think during the whole period of their existence they had passed through more troublesome times than during the past year. The invasion of the Americans and the issue of the different agreements had finished up before the end of the year with the lion lying down with the lamb. Through this invasion their expenses had been considerably increased, and they had not been able to add anything to the benevolent fund. The financial statement as a whole was, however, very satisfactory. The amount carried forward on the general account was again £150, and £235 was carried forward on the benevolent fund. The membership had increased from 59 to 114, and he contended that these figures might be further improved. The report was unanimously adopted on the motion of the Chairman, seconded by Mr. L. P. Ashcroft. Mr. L. P. Ashcroft was elected president. In acknowledging the compliment he expressed the opinion that the sooner the Imperial Tobacco Company thought fit to withdraw the bonus the better it would be for the trade. What they wanted was profit in the substance, not in the shadow. In an important trade like theirs, which returned the second largest revenue in the country, in which there were necessarily many changes, either from a Parliamentary or manufacturer's point of view, it was

essential that they should make the association thoroughly representative of the trade so as to give force to their opinions. Mr. James Booker was re-appointed treasurer, and in the place of Mr. Joseph Silvester, who resigned after having held the position of secretary for the past 15 years, Mr. H. J. Shepherd was appointed.

IRISH TOBACCO TRADE. INTERVIEW WITH MR. T. GALLAHER.—The Belfast representative of the *Irish Daily Independent* has had an interview with the Irish Tobacco King, Mr. Thomas Gallaher, J.P., with reference to the meeting of independent tobacco manufacturers and retailers, held in London on January 28th, at which Mr. Gallaher presided. Mr. Gallaher expressed himself thoroughly satisfied with the resolutions adopted at the meeting, and at the courage and determination displayed by the delegates who attended. He was also delighted with the unbounded enthusiasm and earnestness manifested by all in the effort that is being made to thwart the attempt by the Imperial Tobacco Company to wipe out the independent traders.

Up to the present the English syndicate had to a certain degree confined their operations to centres outside Ireland, and it is believed they have opened nearly 500 retail shops throughout England alone. It is certain, however, that in the near future similar methods will be put in force in this country, and, according to Mr. Gallaher, the smaller class of manufacturers in Ireland will be placed in an extremely critical position, especially those who cannot afford to lose money in the struggle for existence. If the public can only be brought to consider the matter from a personal point of view alone, they will understand that once the Imperial Company create a monopoly by the extinction of the Irish manufacturers, they (the public) will be compelled to accept any article, let it be good, bad, or indifferent, that the syndicate may put on the market. As an example, Mr. Gallaher points out that in America it is impossible to obtain good smoking or chewing tobacco owing to the Tobacco Trust, whose ramifications extend all over the

United States. The tobacco there is made up of sugar and liquorice to an extraordinary degree, and the highest prices are charged for it. The same conditions will assuredly prevail in these countries if the Imperial Tobacco Company succeed in wiping out the independent firms. Mr. Gallaher, however, is confident that the independent retailers and the public, for their own protection, will use every endeavour to frustrate the tactics of the Imperial Company.

## Festive.

EDINBURGH TOBACCO MANUFACTURERS' SOCIAL.—The annual social evening was held in the Free Gardeners' Hall, Picardy Place, Edinburgh, on January 10th, of the employes of Mr. William M'Kinnell, tobacco manufacturer, Edinburgh, and their friends. The chair was occupied by the Rev. J. R. Sabiston, Abbey Parish Church, and the company numbered about 200. The

# ISHERWOOD'S Choicest Cairo Cigarettes.

As supplied by Royal Appointment to  
H.I.M. THE CZAR.

Price List from the Sole Importers—  
**BARTLETT & BICKLEY,**  
17, BROOK STREET,  
BOND STREET, LONDON, W.

"B.B. SPECIAL" MIXTURE. Sole Manufacturers: BARTLETT & BICKLEY, 17, Brook St., LONDON, W.



# 50% PROFIT

is the return obtainable upon the well-known standard article of that King of 3d. cigars,

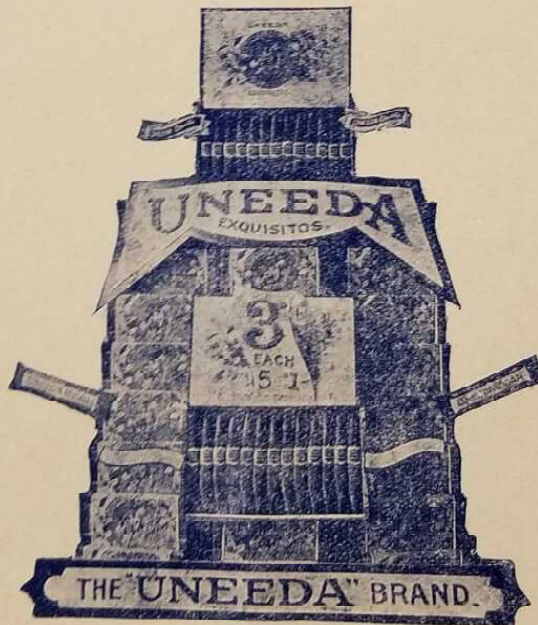
Reduced Photo of a Free Window Display.  
Dimensions: 27 inches high by 15 1/2 inches wide.

# UNEEDA

EXQUISITOS.

The public demand for this brand, already so well established, will be greatly increased by the heavy advertising that is being put in hand; and should retailers desire to accelerate still further their own particular returns, the manufacturers will supply on application to all bona-fide Tobacconists

**WINDOW  
DISPLAYS  
FREE OF  
CHARGE.**



**WINDOW  
TICKETS  
FREE OF  
CHARGE.**

Reduced Photo of one of the many Free Window Displays.  
Dimensions: 22 inches wide by 30 inches high.

Further particulars, about this line with the 50 per cent. profit, to be obtained from the sole manufacturers:—

**SALMON & GLUCKSTEIN, Ltd.,** Clarence Works, City Road, **LONDON.**

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## TRADE NEWS AND NOTES—continued.

proceedings commenced with a service of tea, this being followed by an assembly. The Chairman, in the course of a few remarks, expressed regret at the unavoidable absence of Mr. McKinnell. He was glad to see such a feeling of interest between employer and employed. The more it was cultivated, the better it would be for both. One of the weaknesses of limited liability companies was that there was not that personal bond between employers and employed as in private firms. A capital musical programme was provided, contributions being given by Miss E. Craig and Miss Watt, Mr. A. Hastie, Mr. J. C. Craig, Mr. C. Gray, and Mr. A. S. Hynd. A vote of thanks, proposed by Mr. A. J. Archibald, Leith, was accorded to the chairman.

## Foreign.

**TURKEY AND THE TOBACCO TRUST.**—It is stated that an agreement has been arrived at between the American Tobacco Trust and the Porte, by which the Trust will secure nearly the whole output of Turkish tobacco.

## Freemasonry.

**MASONIC INSTALLATION.**—The third annual installation ceremony in connection with the Sir Walter Raleigh (Tobacco) Lodge, No. 2,837, Liverpool, was held last Saturday at the Alexandra Hotel. The W.M., Bro. F. W. Knight (Cope Bros. & Co. Ltd.), presided, and there was a considerable gathering of brethren and friends, including past and present provincial grand officers. The lodge having been opened and formal business transacted, the W.M.-elect, Bro. Joel Coxhill, Wholesale Tobacco Factor, was installed in the chair of K.S., the ceremony being admirably performed by Bro. F. W. Knight. The newly-installed W.M. appointed and invested the following officers for the ensuing year:—W. Bro. Fred Wm. Knight, I.P.M.; Bro. John T. Wilcox, S.W.; Bro. J. Chesterman, J.W.; W. Bro. Rev. T. J. Preece, P.P.G.Chap., Chaplain; Bro. H. Lewis Williams, Treasurer; W. Bro. Wm. J. Guilbert, P.M., D.C.; Bro. Wm. Railton, Organist; Wm. P. Meredith, Secretary; A. H. Stevenson, S.D.; A. Wellesley Bremner, J.D.; H. M. Jenkins Powell, I.G.; J. D. Bethell, S.S.; A. Gore J.S.; W. J. Thompson, A.S.; S. Knubley, A.S.; A. R. Barclay, A.S.; W. Bro. W. J. Doran, P.G.Ty., Tyler; W. Bro. F. W. Knight, Charity Representative.

The Lodge having been eventually closed in due form, the brethren and visitors dined together in usual course. At the close of the dinner, the loyal and masonic toasts were proposed and duly honoured.

Bro. F. W. Knight, I.P.M., in proposing the toast of the Worshipful Master, complimented the Lodge on their selection, and said he felt sure that the great interest Bro. Coxhill had evinced in the formation and expansion of the Sir Walter Raleigh Lodge was an earnest and precursor that under his wise and benign rule the glories of the past would be exceeded by the successes of the future. The Worshipful Master, in reply, thanked Bro. Knight for the very kind words by which he had embellished the toast and the brethren for their cordial reception of it. He was not exactly a veteran in Masonry, and a year or two ago he little thought of filling the Master's chair so quickly, but his high estimate of Freemasonry and his devotion to the noble science would not be exceeded by any of his brethren, according to the measure of his ability and opportunity.

The Worshipful Master next proposed the health of the Immediate Past Master, saying that Bro. Knight would be a credit to any Lodge. He had evinced the greatest

possible interest in the Sir Walter Raleigh, and well deserved any honours he had received. He had not only been a worker, but had helped the Lodge at every function in every possible way. He (Bro. Coxhill) had very much pleasure in asking the Immediate Past Master's acceptance of a handsome and costly Past Master's Jewel, which he trusted their good friend, Bro. Knight, might be spared to wear for many years to come in his various associations with Masonry. He also asked Bro. Knight's acceptance of a handsome timepiece, with corresponding side ornaments. The timepiece was by Russell, and the three pieces were exceedingly handsome and represented bronze statuary on pedestals of onyx. The jewel, manufactured by Messrs. Kenning, was the gift of the Lodge, and the other articles were presented as a token of respect by the members of the Lodge. The inscription was as follows:—"Presented to W. Bro. Knight by the brethren of the Sir Walter Raleigh Lodge, in appreciation of his valued services as founder and second W.M. of the Sir Walter Raleigh Lodge, No. 2,837."

Bro. Knight feelingly responded to all the good things the Worshipful Master had been pleased to say about him. The manifestation of respect which had characterised that occasion had only added to the numerous kindnesses he had received from his brethren of the Sir Walter Raleigh. He would value the handsome jewel very highly, and hoped he might be spared to wear it for some time to come. He would also highly estimate the other costly gifts. He needed no demonstration of a substantial nature to assure him of their loyalty. Nevertheless, he valued their presents—intrinsically for their considerable excellence, and extrinsically for the grateful and fraternal associations which would ever cluster around them. When he should have been translated to the Grand Lodge above these mementoes would remind his family of the esteem in which their father was held by his Masonic confreres, with whom he had been able to co-operate, as he trusted, to the satisfaction of all concerned.

A splendid musical programme was rendered by the Cambrian Quartette, Master W. Guilbert, W. Bro. George Platt, P.M., Bros. Canavan, Large, Saltmarsh, J. T. Wilcox, S.W., &c., Bros. Railton and Cowell accompanying the various items most admirably.—From *Liverpool Daily Courier*, January 14th, 1903.

**SIR WALTER RALEIGH LODGE, No. 2,432.**—Great pressure on our space prevents us from doing more than briefly recording the fact that the above Lodge met on January 22nd, 1903, when W. Bro. Oscar C. Moore presided over a good attendance. Mr. Henry Charles Perkins, The Haven, Riffel Road, Willesden Green, N.W., and Mr. Henry Batty Jackson, 15, Waldegrave Road, Hornsey, N., were elected and duly initiated by the W.M. in a most impressive manner. The following officers were present and a goodly number of the brethren and visitors:—Bro. E. G. Grahnert, S.W.; Bro. W. C. Lightfoot, J.W.; W. Bro. Geo. Ransford, P.M.P.P.G. Swd.B., Middlesex, Treasurer; W. Bro. W. H. Bullock, P.M., Secretary; Bro. S. Maier, S.D.; Bro. H. O. Winter, J.D.; Bro. I. L. Van Gelder, I.G.; W. Bro. G. Emblin, P.M., D.C.; Bro. Jas. Parkins, Organist; Bro. E. Asser, W.S.; Bro. Harry Alberge, Steward; Bro. S. Cohen, Steward; Bro. G. H. Lawes, Steward; W. Bro. S. T. Hill, P.M., Tyler.

## Obituary.

**MRS. ANNIE ROMARY.**—We regret to record the death of Mrs. Annie Romary, wife of Mr. Albert Romary, of 18, East Street, Bromley, which occurred on the 21st January, at the age of 60. For the past 15 or 16 years

"LUMLEY" MIXTURE. Sole Manufacturers: BARTLETT & BICKLEY, 17, Brook Street, LONDON, W.

## TRADE NEWS AND NOTES—continued.

she had been engaged with her husband in Bromley in carrying on the business of a tobacconist, and during that period she had secured the ready respect and esteem of all with whom she came in contact.

## Public Companies.

**SALMON & GLUCKSTEIN.**—ISSUE OF THE BALANCE OF PREFERENCE CAPITAL.—A circular has been sent out to the preference shareholders of Salmon & Gluckstein, Ltd., reminding them that when the arrangement was made with the Imperial Tobacco Co. (of Great Britain and Ireland), Ltd., whereby that company guaranteed a fixed cumulative preferential dividend at the rate of £10 per cent. per annum upon Salmon & Gluckstein's then existing shares, the capital was £500,000 in 500,000 shares of £1 each, 450,000 of which shares had been issued, leaving 50,000 shares unissued. At the time when the negotiations with the Imperial Company were opened Salmon & Gluckstein had contracted loans to a large amount, and the directors had determined to issue the remaining 50,000 shares for the purpose of discharging those loans, but in view of those negotiations it was deemed advisable to postpone the issue of further shares, lest the successful carrying through of the negotiations with the Imperial Company might be imperilled. Salmon & Gluckstein still has loans to a considerable extent outstanding, and the directors, being of opinion that the time has arrived when these loans should be discharged or reduced, have, to effect that object, determined to issue the remaining 50,000 shares at £2 5s. per share, being a premium of £1 5s. per share. These shares are included in the guarantee given by the Imperial Company, and will, accordingly, like the existing 450,000 issued shares, carry a fixed cumulative preferential dividend at the rate of £10 per cent. per annum, and will rank equally for dividend with the 450,000 issued preference shares as from 1st January last, the commencement of the company's financial year. The directors have decided to offer a sufficient number of these 50,000 new shares to the preference shareholders holding nine shares and upwards on the register on 24th January in the proportion of one new share for every complete set of nine existing shares held by them, and the directors further propose to give to the members who take up their pro rata proportions an opportunity also of applying for the surplus shares. We are informed that the new capital is not to be used for any extension of the retail shops. The permission of the Imperial Tobacco Company (the guaranteeing company) being necessary before the issue could be made, that company took the opportunity of requesting that none of the additional capital should be so used. The terms of the invitation to subscribing shareholders will make it clear that the money is to be used exclusively for the one specific purpose for which it is earmarked—namely, for the payment off of existing loans.—*Financial Times.*

**SUMATRA TOBACCO PLANTATIONS.**—The Sumatra Tobacco Plantations, Ltd., announces a net profit for the year ending 31st October of £2,015, which, with £3,710 brought forward, makes a total of £5,725. The directors declare a dividend of 5 per cent. and carry £4,753 forward.

**UNITED LANKAT PLANTATIONS.**—The fourteenth ordinary general meeting of the United Lankat Plantations, Ltd. (Sumatra), was held last month at Winchester House, Old Broad Street, E.C., under the presidency of Mr. J. A. H. Drought (the chairman of the company). The Secretary (Mr. W. M. Reeves) having read the notice convening the meeting and the report of the auditors, the Chairman said: I do not propose to detain you by going through the accounts, as they are

rendered in the usual manner, but will leave it for the shareholders to ask for information on any point, when I shall be happy to reply. The total 1901 crop from Sumatra amounted to 227,512 bales, and was sold at an average price of 94 cents per demi-kilo. This company sold its 9,033 bales at an average of just over 114 cents per demi-kilo., and you will see by the accounts that we have earned a net profit of £38,587 12s. 6d., which, together with the carry-forward from last year, £4,516 18s. 1d., enables us to distribute the amount of £43,104 10s. 7d. If you will glance at the report you will see in what manner we recommend you to deal with that sum. For the 1902 crop the estimates vary very much; but we think it will amount to about 240,000 bales, which is some 12,000 bales more than last year. Of this we shall contribute 8,500 bales, and, judging from written advices, we hope to find the quality of our shipments satisfactory. Seeing that the crop will reach a market bare of decent stock, and that it is not larger than can probably be readily absorbed, I think we may look forward to a favourable result in regard to this company's operations for the season 1901-1902. Of the 8,500 bales mentioned, we have already 1,160 bales on the water; so that we shall be able to advise you of progress in respect of our sales earlier than usual. I will now propose the following resolution: "That the directors' report, balance sheet, and profit and loss account to October 31st, 1902, be adopted, that a dividend of 5 per cent. and a bonus of 5 per cent. (both free of income tax) be paid on and after Wednesday, February 4th, 1903, to all shareholders on the register of ordinary shares at this date, this dividend and bonus, together with the 5 per cent. interim dividend (also free of income tax) paid on June 25th last, making a total distribution of 15 per cent. for the year 1901-1902 to the ordinary shareholders, that the sum of £5,000 be placed to the general reserve, and £5,244 9s. 7d. be carried forward." If this resolution be passed, our general reserve will stand at £90,000, and that for depreciation of leases at £13,882 17s. 10d. I will ask my friend Mr. Wilson to second the motion; but before putting it to the meeting I would ask shareholders who wish to make any inquiries to kindly say so.—Mr. John Wilson seconded the motion, and, in the absence of questions, it was put to the meeting and unanimously agreed to.—The Chairman moved the re-election of the retiring director (Mr. L. R. Glass), who, he remarked, had been a member of the board from the inception of the company.—Mr. Rait seconded the motion, which was agreed to.—Mr. S. H. Turner proposed the re-election of the auditors (Messrs. Gane, Jackson, Jefferys and Wells), and the motion was seconded by Mr. L. J. Mullens and carried. A vote of thanks to the chairman, directors, and staff at Sumatra and at home was proposed by Mr. Rait, who remarked that the company seemed to be in a very prosperous condition, although, at the same time, he considered the board were wise to increase the reserve.—Mr. Turner seconded the motion, and the vote having been unanimously accorded, the proceedings terminated.

**R. & J. HILL, LTD.**—The sixth ordinary general meeting of R. & J. Hill, Ltd., was held on February 5th at Winchester House, Old Broad Street, E.C., Mr. H. B. Praed presiding. The directors' report for the year 1902 states that the amount to credit of the profit and loss account is £14,297, and, after deducting therefrom directors' fees, salaries, trustees and auditors' fees, and other items, as shown, there remains a profit of £10,910, which, with the amount brought forward from the last balance sheet (£465), leaves a total profit of £11,375 to be dealt with. Interest on debenture stock, dividend on the preference shares, and the amount written off plant, machinery, and fittings account have been charged against this sum. From the balance remaining the

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TRADE NEWS AND NOTES—*continued.*

directors recommend that a dividend on the ordinary shares be paid at the rate of 2 per cent. per annum for the year ended December 31st, 1902, and that the balance be carried forward to next account. The directors have during the year carried out the policy of advertising more extensively—a course contemplated in their last report, and necessitated by the abnormal circumstances of the trade. By this departure, it is hoped, the foundations of an increased future business have been laid which will recoup the extra outlay incurred. Trading profits have been curtailed by the various inducements held out by competitors to capture business, the large cash bonuses paid by the American Tobacco Company, amounting to £100,000 for six months, and the distribution of £50,000 in a similar manner by the Imperial Tobacco Company having produced effects which, for the time being, unsettled the trade. The absorption of the American Company's English business by the Imperial Company relieved, to some extent, the strain imposed by the cutting prices and other tactics of the former. Prices, however, are still in some cases only fractionally remunerative; but the outlook for independent manufacturers is considered less discouraging at present than that existing a few months since, subject, of course, to what extent the policy of the Imperial Company may affect prices in the future. Several new brands of tobacco, cigars, and cigarettes have been introduced, the retailers' requirements for a schedule of minimum selling prices, with a fixed rate of profit, have been provided for, a large number of new accounts have been opened by the company, and the directors are giving their attention to export trade. The Chairman, in moving the adoption of the report and accounts, referred to the past year as having been an eventful one for the tobacco trade. Shortly after their last meeting the Imperial Company issued their bonus scheme, and immediately following this came the counter offer of the American Tobacco Company. The feelings expressed by the trade at the tempting offers of money by these companies were of a mixed character; but there was no doubt that a large proportion very naturally took advantage of the position, and handled bonus-bearing goods, to the detriment of those manufacturers who were unable to offer equal inducements—inducements of a character unique in the annals of British trade, and which had been described as bribery, carried out under the guise of a cash bonus. In the last quarter of the year the American Company was absorbed by the Imperial Company, leaving the Imperial Company's amended bonus scheme of participation in profits in sole possession. Under these circumstances their trading profits had been curtailed, resulting in the declaration of a smaller dividend. The board did not expect them to regard a reduced dividend with the highest degree of satisfaction; but they recommended it as the best that could be offered, and felt sure they would recognise that profit-making had been difficult under the peculiar conditions of the trade. With regard to the Imperial Tobacco Company, he had communicated with them soon after its formation, and intimated the willingness of the board to take into consideration proposals for the merging of their business into the combination; but the Imperial Company stated that there was difficulty about the admission owing to the constitution of their company. They thereupon consulted their legal advisers on the point, and, in reply, he could only say that they were prepared to meet any difficulty in a reasonable manner. There had been communications; but he had no further statement to make on this subject at present. With regard to their prospects, the future of the tobacco trade was to some extent in the hands of the Imperial Company, but that was not to say it was altogether in their hands, for there remained outside the combination a number of independent manufacturers whose union for working purposes,

if not for any closer alliance, would, by concerted action, introduce a counterpoise that could not be disregarded.—The report was adopted.

## BARON CIGARETTE MACHINE CO. LIMITED.—

At the annual meeting of the above company, held at the office of the company, on February 2nd, Sir Alfred Newton, Bart., in the chair, the following report was presented and adopted:—The directors have pleasure in submitting the balance sheet and profit and loss account for the year ending December 31st, 1902. No dividend has yet been received in respect of 1902 on the 365 shares of the Prudencio Rabell Cigarette Machine Company, held by this company, but the directors are advised that the position of that company is satisfactory, and that good dividends are likely to be secured for several years to come. The amount standing to the credit of profit and loss, including the balance brought forward from the previous year, and after writing off the usual depreciations on machinery, tools, &c., is £31,361 8s. 5d., which the directors propose to deal with as follows: To write off the patents, reducing their book value to £50,000, £5,322; interim dividend of 5 per cent. paid in July, 1902 (tax free), £6,000; to place to reserve for equalising dividends or contingencies, &c., £10,000; to pay a further dividend of 1s. per share, free of income tax, £6,000; and to carry forward to next year the balance of £4,039 8s. 5d. In accordance with the Articles of Association, Mr. Bernhard Baron retires by rotation, and is eligible for re-election as a director. Mr. Louis B. Baron having recently joined the Board, his election requires confirmation by the shareholders. The auditors, Messrs. Pannell & Co., also retire, but offer themselves for re-election.

## Law.

THE TOBACCO WAR.—On January 23rd Mr. Justice Buckley was asked, in *Nevill and Melinsky v. the J. L. S. Tobacco Company, Ltd.*, to appoint a receiver and manager of the defendant company. Mr. Astbury, K.C., for the applicants, said his clients were debenture holders in the company, which was registered in December. Mr. J. L. Slobodinsky had carried on business in Whitechapel and elsewhere at the time when the Imperial Tobacco Company and Messrs. Ogden's, Ltd., were at war, and he sided with the American company. The Imperial Company refused to give the defendant company as favourable terms as they did other customers. The second plaintiff, Melinsky, agreed to sell his business to Slobodinsky, who formed the defendant company carrying the business on. There were £10,000 in debentures, and plaintiff held £6,000 of these. Messrs. Klingenstein, who were creditors of Slobodinsky at the time the company was registered, had issued a writ to set aside certain dealings with property belonging to Slobodinsky, on the ground that it was a fraud on the creditors.—Mr. Kenyon Parker, on behalf of the company, did not object to the application for a receiver.—After some discussion, it was arranged that Mr. Palmer (an accountant) should be appointed receiver and manager of the company, the plaintiffs being responsible for his receipts until security was given, and Messrs. Klingenstein were given liberty to attend the proceedings in the action.

MANAGING DIRECTOR COMMITTED.—The liquidator of Spiller & Co. Ltd. applied on January 20th to Mr. Justice Buckley for the committal of Mr. Frederick William Harris for contempt in not paying £405 into Court, as ordered by Mr. Justice Wright. The company carried on business in Pall Mall as tobacconists, and Mr. Harris acted as managing director. In April, 1898, the company was wound up, and on a misfeasance summons an order was made that Harris was liable

## TRADE NEWS AND NOTES—continued.

to contribute £405 to the assets of the company, as compensation for money and property that he, as managing director, had applied to his own use. Mr. Harris, by his counsel, pleaded that he had not been guilty of fraud or dishonesty, and asked his Lordship, in the exercise of his discretion, to make no order. The money had not been paid because of the respondent's want of means. —His Lordship said if a man took money belonging to someone else, and put it in his own pocket, that was a dishonest act. He was not satisfied that the respondent could not pay; but it was proved that he had acted dishonestly while in a fiduciary capacity. The order for committal must go; but it would not be delivered out of the office for a fortnight.

## INFRINGEMENT OF A TOBACCO TRADE MARK.

—Cope Bros. Ltd. v. Freeman.—In the Chancery Division of the High Court, before Mr. Justice Farwell, on January 16th, Mr. Upjohn, K.C., appeared for the plaintiffs, Messrs. Cope Bros., of Liverpool, the well-known tobacco manufacturers, to move for an injunction to restrain the defendants, Freeman, carrying on business at Leicester as tobacco manufacturers, from infringing the plaintiffs' trade mark, registered No. 95,233 in 1890, and from selling, offering for sale, or otherwise disposing of any cigars or cheroots not manufactured by the plaintiffs, in wrapper with labels, or in packets, infringing the said mark of the plaintiffs, being an imitation thereof, or only colourably differing therefrom. The label was used upon bundles of 20 of those cigars, and also upon packages of five bundles. Defendants had been selling cheroots in just the same way as the plaintiffs. The learned counsel produced the plaintiffs' and defendants' bundles for his Lordship's inspection. Mr. Justice Farwell said that the defendants might have taken a little more pains to distinguish their goods. Mr. Upjohn went on to say that the plaintiffs' trade in these cigars had reached 13,000,000 a year. The cheroots were called "Courts." He asked for an interim order in terms of the notice of motion. The defendants did not appear either personally or by counsel, and his Lordship granted an interim injunction as asked.

A GIFT OF CIGARETTES.—At the Clerkenwell County Court, on January 15th, Maud Maclean, cigarette importer, 13, Featherstone Buildings, W.C., sued Frederick Smythe, 35, Doughty Street, Mecklenburgh Square, W.C., for 12s. 6d. in respect of Dubec and Egyptian cigarettes supplied. Defendant counter-claimed for £4 9s. for rent, damage, and improper removal. Mr. J. Popham, solicitor, appeared for defendant. Plaintiff stated that she formerly carried on the business of a tobacconist at defendant's premises, but owing to some disagreement she relinquished it in November last. During the time she was there defendant bought several lots of cigarettes. They were Turkish cigarettes, and of the best quality, but defendant being her landlord she let him have them at a special price; but in all she estimated the value of those sold to him at 12s. 6d. She had applied for the money, but defendant said it was "only a few" and declined to pay.—Defendant said the only occasions when he might have had a cigarette was when he went for the rent. On one occasion she was very pressing about his trying a particular brand, and in order to quiet her he accepted a packet of six, which she gave him.—The Judge—Did you pay for them?—No; they were purely a gift.—As to the counter-claim, defendant said he found that his ceiling had been damaged, also the walls; whilst a lamp in the hall had been improperly removed. There were several windows broken and two windows removed. Plaintiff also owed three weeks' rent.—Plaintiff admitted the rent, but said that the mirrors and lamp were her property. As to the damaged ceiling, that was caused by defendant's lodgers upstairs dancing and carrying on. In fact, on one occasion when she had the brokers

in, they had to go upstairs and remonstrate with the lodgers about their conduct. As to the windows, they were smashed by defendant's housekeeper with a poker when she was drunk. After hearing several witnesses called by Mr. Popham on plaintiff's behalf, the Judge said he had concluded that the cigarettes were given by plaintiff in a friendly way, and his verdict would be in defendant's favour on the claim; also on the counter-claim to the extent of £3 9s. 6d., with costs.

A ONE-SIDED AGREEMENT.—At the Clerkenwell County Court on January 29th, Sidney Allberry, 496, Holloway Road, v. Albert Baker & Co., tobacconists, 65, Holloway Road. Claim for £2 5s. 10d. as wages due and wages in lieu of notice. Mr. Cannon, solicitor, was for plaintiff. Defendants were represented by Mr. Shakespere, counsel.—Plaintiff said he was engaged by defendants as a tobacconist's assistant, his wages being 27s. 6d. per week. He was in defendant's employ for nearly two years, when he was dismissed on a Monday night without any notice. He was paid 9s. 2d., this being the amount due to him up to the time of his dismissal. He now claimed the balance of that week's wages, together with one week's wages in lieu of notice.—Mr. Shakespere read the following document, which plaintiff admitted he signed on entering defendant's employ:—"Should you take me into your service, I hereby agree that it shall be a condition of the engagement that you shall have a right to dismiss me without any notice whatever, and should such dismissal take place on any day other than Saturday, you shall only be liable to pay me the portion of the week's wages for the time I have served from the previous Saturday. Should I wish to leave your service I must give you a week's notice."—Mr. Shakespere: You admit signing that agreement?—Plaintiff: Yes.—Mr. Shakespere: Then I don't think I need go any further, your Honour.—The Judge found a verdict for defendants, who did not ask for costs.

THE SALE OF A BUSINESS.—An action for £50 damages for alleged misrepresentation of a sweet and tobacco business, purchased for £100 by a widow named Mary Ann Barker, living in Arthington Street, Leeds, was heard at the Leeds County Court, on February 4th, against Emma Burnley, of Gipton Street, Tong Road, Leeds. Mr. Shepherd appeared for the plaintiff, and Mr. A. Willey for the defendant. The allegation was that the takings, represented by the defendant to be about £10 per week, amounted to only about £6. Her receipt book, however, showed that they averaged £8 5s. per week for 12 months. Judgment was given for the defendant.

## Police.

SWEETENED TOBACCO UNLABELLED.—At the Birkenhead Police Court, on January 16th, before Messrs. George Atkin and J. Pennock, Joseph M'Donough, licensee of the Dock Hotel, Freeman Street, Birkenhead, and a dealer in tobacco, was summoned, at the instance of the Inland Revenue authorities, for having in his possession 4 ozs. of Cavendish tobacco which contained liquorice, and was not enclosed in a Customs' wrapper as required by law. Defendant said he bought one piece of tobacco from a sailor, and another piece was given to him. He intended to present it to a friend, being a non-smoker himself. He was unaware that he was guilty of an illegality in having it in his possession. The magistrates thought the case would be met by defendant paying treble the value of the tobacco, namely, 6s., and costs, including analyst's fee, the total penalty being 23s.

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# From the "London Gazette."

## Receiving Orders.

HOLDEN, THOMAS, tobacconist, 9, Princess Street, Bury. Date of order, January 9th, 1903.

PONSONBY, ARTHUR HENRY, tobacconist, &c., 37, Commercial Road, Newport, Mon. Date of order, January 22nd, 1903.

ROGERS, WILLIAM, tobacconist, &c., Frog Street, Tenby, Pembroke. Date of order, January 9th, 1903.

WRIGHT, AMOS, tobacconist, &c., late 3, Brunswick Street, South Shore, Blackpool. Date of order, January 8th, 1903.

ELWELL, JAMES HENRY, tobacconist, 52, High Street, Bilston, Stafford. Date of order, January 27th, 1903.

WILDE, FREDERICK, tobacconist (lately carrying on business at 105, Newgate Street, E.C.), The Cottage, Putney, S.W. Date of order, February 2nd, 1903.

## First Meetings and Public Examinations.

HOLDEN, THOMAS, tobacconist, 9, Princess Street, Bury. First meeting at 19, Exchange Street, Bolton, January 23rd, at 3. Public examination, Court-house, Mawdsley Street, Bolton, February 4th, at 3.30.

ROGERS, WILLIAM, tobacconist, &c., Frog Street, Tenby, Pembroke. First meeting at the Official Receiver's, 4, Queen Street, Carmarthen, January 24th, at 12.45. Public examination, Temperance Hall, Pembroke Dock, February 13th, at 12.

WRIGHT, AMOS, tobacconist, &c., late 3, Brunswick Street, South Shore, Blackpool. First meeting at the Official Receiver's, 14, Chapel Street, Preston, February 6th, at 3.30. Public examination, Sessions Hall, Preston, February 6th, at 11.

PONSONBY, ARTHUR HENRY, tobacconist, 37, Commercial Road, Newport, Mon. Public examination, March 5th, 1903, at 11 a.m., at Town Hall, Newport, Mon.

WILDE, FREDERICK, tobacconist (lately carrying on business at 105, Newgate Street, E.C.), The Cottage, Putney, S.W. First meeting on February 16th, 1903, at 11 a.m., at Bankruptcy Buildings, Carey Street, W.C. Public examination, March 10th, 1903, at 11.30 a.m., at Bankruptcy Buildings, Carey Street, W.C.

ELWELL, JAMES HENRY, tobacconist, 52, High Street, Bilston, Stafford. First meeting, February 16th, 1903, at 12 noon, at Official Receiver's Office, Wolverhampton. Public examination, County Court, Wolverhampton, on February 18th, 1903, at 11 a.m.

## Adjudications.

BOLTON, RUSHTON, late tobacconist, &c., 10, Albert Road, Colne, Lancashire. Date of order, January 12th, 1903.

HOLDEN, THOMAS, tobacconist, 9, Princess Street, Bury. Date of order, January 9th, 1903.

PONSONBY, ARTHUR HENRY, tobacconist, &c., 37, Commercial Road, Newport, Mon. Date of order, January 22nd, 1903.

ROGERS, WILLIAM, tobacconist, &c., Frog Street, Tenby, Pembroke. Date of order, January 9th, 1903.

WRIGHT, AMOS, tobacconist, &c., late 3, Brunswick Street, South Shore, Blackpool. Date of order, January 8th, 1903.

ELWELL, JAMES HENRY, tobacconist, 52, High Street, Bilston, Stafford. Date of order, January 27th, 1903.

## Notices of Intended Dividends.

PACE, JOHN (trading as S. Pace), tobacconist, 52, Surrey Street, Brighton. Last day for proofs, February 4th, 1903. Trustee, E. W. J. Savill, Official Receiver, 4, Pavilion Buildings, Brighton.

HOOLEY, CHARLES, and HOOLEY, ARTHUR, tobacconists (trading as Hooley Bros.), at 37, Deansgate, Manchester. Last day for proofs, February 18th, 1903. Trustee, Christopher Jenkins Dibb, Official Receiver, Byrom Street, Manchester.

HOOLEY, CHARLES (separate estate), as also HOOLEY, ARTHUR (separate estate). Last day for proofs, February 18th, 1903. Trustee, Christopher Jenkins Dibb, Official Receiver, Byrom Street, Manchester.

## Notices of Dividends.

PILCHER, FORD WILFRID, tobacconist, 53, Beaver Road, Ashford, Kent. First and final, of 10s. 6d., at the Official Receiver's, 68, Castle Street, Canterbury, on January 30th, 1903.

VANSTONE, DOUGLAS HENRY, tobacconist, &c., 16 and 17, Glebe Street, Penarth, Glam. First and final, of 2s. 6d., at 117, St. Mary Street, Cardiff, on January 22nd, 1903.

BROWN, GEORGE CONRAD WILL, cigar importer, 42, Cambridge Road, Seaforth, Liverpool. Composition of 10s. in the pound payable on February 5th, 1903, at Office of Official Receiver, 35, Victoria Street, Liverpool.

## Application for Debtor's Discharge.

COHEN, SAMUEL, tobacconist, 446, Strand, Hampstead. At Bankruptcy Buildings, Carey Street, W.C., February 18th, 1903, at 11.

## Notices of Release of Trustees.

WEBBER, WILLIAM HENRY, tobacconist, &c., St. Columb, Cornwall. Trustee, G. A. Jenkins, Official Receiver, Boscawen Street, Truro. January 12th, 1903.

BAKER, OSBORN, hairdresser and tobacconist, 3, Stuart Street, Cardiff. Trustee, George Durd, Official Receiver, 117, St. Mary Street, Cardiff. Date of release, January 19th, 1903.

*Have you found  
the Mis-spelt Word?*



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



Be careful to mark your envelope—

"SPELLING BEE,"

**CIGARETTE WORLD,**

**2, ELLISON ROAD,**

**BARNES,**

**LONDON, S.W.**

**Partnerships Dissolved.**

PHILIPPSON & NORTON, tobacco leaf importers, 65, Fenchurch Street, E.C.

C. HAWKINS & CO., tobacconists, 247, Sherlock Street, Birmingham.

WEBB & JOHNSON, wholesale and retail cigar manufacturers, 26 to 30, Upper Charles Street, Leicester, and at Norwich. Frank Johnson will carry on the business under the name of Frank Johnson.

**UNEEDA CIGARS.**

In referring to Uneeda cigars in a previous issue, we stated that "800 girls were employed in Messrs. Salmon and Gluckstein's factory." This is obviously an error, and should have read as follows:—"That 800 girls are employed alone in the manufacturing of Uneeda cigars." This will give retailers an idea of the already enormous demand existing for Uneeda cigars. We understand that since Messrs. Salmon & Gluckstein's 50 per cent. scheme, together with free window displays, has been placed before the trade, they have received upwards of 3,000 applications from retailers, who have not been slow to realise the fact that in these price-cutting times an article which guarantees a return of 50 per cent. profit is not to be lightly passed over. On another page we reproduce some photographs of various "window displays" which Messrs. Salmon & Gluckstein are giving free to retailers.

**Vafiadis' New Factory in Cairo.**

MESSRS. VAFIADIS & Co. have for some time been looking for a site in the Ismailia quarter on which to build a suitable factory for their ever-increasing business. They have been fortunate enough to secure a plot of land on the left of Soliman Pasha Street, on the way to the Kasr-el-Nil Bridge. The handsome building, a photograph of which will be found on another page, has all the appearance of a fine residential structure, but the interior is entirely devoted to the manufacture of their well-known cigarettes which are exported to all parts of the world, and for which Messrs. Melbourne, Hart & Co. are the sole agents in this country. A visit to this factory, which occupies nearly 2,000 square metres, and which is lighted throughout by electricity from their own installation, offers a most interesting sight, showing the manufacture of their cigarettes from the time of the unpacking of the bales of raw tobacco, the sorting of the leaves, blending, cutting, and, finally, the rolling of the tobacco into cigarettes and packing for export. Hundreds of hands are engaged in turning out these cigarettes with marvellous dexterity—a fact which in itself demonstrates the importance of this industry to Egypt. When we add that orders are coming in from England, the most distant parts of the Indian Empire, Australia, Canada, the United States, South, East, and West Africa, China, Japan, and even Korea, besides from their own houses and agencies in London, Calcutta, Bombay, Rangoon, Hamburg, Berlin, Stuttgart, Brussels, Amsterdam,

Copenhagen, Genoa, and Austro-Hungary, our readers will realise the magnitude of this famous firm's distributions. We may add that we have recently been favoured with samples of Messrs. Vafiadis' Gold Tipped and Narcissus cigarettes, both of which are as good as ever, and are sure to sell where there is a demand for a really high-class article. Retailers should write for price lists to Messrs. Melbourne, Hart & Co., 19, Basinghall Street, London, E.C.

**An Irish Tobacco Factory.**

THE *Dublin Leader*, a journal devoted mainly to the fostering of Irish industries, has lately published a very flattering reference to the old established firm run by Messrs. P. J. Carroll & Co., Dundalk.

The name of Dundalk tobacco will be very familiar to all British smokers, and even to many who are not devotees to My Lady Nicotine. Established in 1824 by the late Mr. Patrick James Carroll, the history of the Dundalk firm has been one of uninterrupted progress. This is rather pleasant reading when one is reminded of so many failing Irish industries. Dundalk tobacco, like Jameson's whisky or Guinness's stout, is a standing evidence that excellence is a factor the public is ever prone to recognise.

"Rappahannoc" has long been a favourite with connoisseurs of high-class tobaccos. "Travellers' Joy" has its votaries amongst those who prefer a delightful cool smoke, which is warranted to leave no disagreeable after-taste, while for the pipe smoker who prefers a full flavoured article, what is there to beat the far-famed "Premier Coil?" which is so popular, not only in Ireland, but has captured the fancy of the smokers in the border counties, than whom there exists no better judges of the "Weed Divine." If the sagacious monarch who once launched the historical "Counterblast" could have only enjoyed for a moment the delightful aroma of Carroll's "Premier Coil," that "Counterblast" would never have been written. The chances are that the royal nose had been to leeward of some abomination corresponding to the modern American cigarette, which explains His Majesty's condemnation of the "Great Soother." During the late South African war, large quantities of "Mick M'Quaid," another of Messrs. Carroll's famous products, were consumed by the Irish soldiers. It is a comfort to think that the brave Fusiliers, Rangers, and Rifles who fought so well had a decent smoke to remind them of the old country, and happy days at home. Messrs. Carroll employ a very large number of hands, and their business is one which relies on keeping up quality rather than on the adventitious aids of bonus schemes or cutting tactics.

**LEICESTER TOBACCONISTS' ASSOCIATION.—**

The annual meeting of the local branch of the United Kingdom Tobacconists' Alliance was held on January 12th, at the Bull's Head Hotel. Mr. G. F. Moody presided over a small attendance. Mr. Walter Johnson submitted the annual report and balance sheet, which showed that during the year good work had been done, and after paying all expenses and contributing to the Alliance, there remained a balance in hand of 6s. 5½d. Mr. Moody was unanimously re-elected president for the ensuing year, and Messrs. S. Mills, G. H. Kempion, D. Wagstaff, and T. H. Plummer were re-elected vice-presidents. Mr. Webster was elected treasurer, and Mr. W. W. Johnson hon. secretary.

THE LEADING SHAG IS

# Franklyn's Superfine.

FRANKLYN, DAVEY & CO.,

BRANCH OF THE IMPERIAL TOBACCO COMPANY (OF GREAT BRITAIN AND IRELAND), LIMITED,

**BRISTOL.**

## Muratti's High-Class Cigarettes.

### LEADING BRANDS

|                        |     |       |      |      |      |
|------------------------|-----|-------|------|------|------|
| "ARISTON," Gold Tipped | -   | 100's | 50's | 20's |      |
| "ARISTON," No. 10      | - - | 100's | 50's | 25's |      |
| "ARISTON," No. 6       | - - | 100's | 50's | 20's |      |
| "NEBKA," No. 2         | - - | 100's | 50's | 20's | 10's |
| "NEBKA," No. 3         | - - | 100's | 50's | 25's |      |

All the above well-known and popular brands are guaranteed hand-made from the finest selected Turkish Tobaccos, and all packed in beautiful enamelled tins.

PRICES ON APPLICATION.

Head Office and Factory: 54, Whitworth St., Manchester.  
London Office and Sale Rooms: 5, Creed Lane, E.C.

## IMPERIAL TOBACCO CO.'S REPORT.

THE Directors' Report, having set forth in detail the various items referred to in the accompanying balance sheet, draws attention to the fact that £114,000, the surplus profit accrued between November 2nd, 1901, and the date of allotment of capital, had been placed to capital reserve, and £150,000 to general reserve. The report goes on to state that the profits, despite severe competition, have exceeded the average yearly profit certified in the prospectus. The net profits amounted to £1,104,005 13s. 2d. The capital had been increased during the year by the creation of 5,000,000 new shares of £1 each—one-third preference, one-third preferred ordinary, and one-third deferred ordinary shares. The directors had also taken steps to increase the debenture debt by £750,000, bringing it up to the total authorised amount of £2,250,000.

The report also refers to the fact that the company hold a large interest in the British-American Tobacco Co. Ltd., and had nominated six members of its Board.

The balance sheet which we append will fully explain the position of the company, and we must defer comment till next month.

### BALANCE SHEET, 31ST OCTOBER, 1902.

| Dr.                                                                                                                                        |               | Cr.         |       |
|--------------------------------------------------------------------------------------------------------------------------------------------|---------------|-------------|-------|
| £                                                                                                                                          | s. d.         | £           | s. d. |
| To Capital Authorised—                                                                                                                     |               |             |       |
| 5,000,000 5½ per cent. Cumulative Preference Shares ..                                                                                     | 5,000,000 0 0 |             |       |
| 5,000,000 Preferred Ordinary Shares ..                                                                                                     | 5,000,000 0 0 |             |       |
| 5,000,000 Deferred Ordinary Shares ..                                                                                                      | 5,000,000 0 0 |             |       |
|                                                                                                                                            |               | £15,000,000 | 0 0   |
| „ Capital Issued—                                                                                                                          |               |             |       |
| 4,431,539 5½ per cent. Cumulative Preference Shares ..                                                                                     |               | 4,431,539   | 0 0   |
| 4,169,377 Preferred Ordinary Shares ..                                                                                                     |               | 4,169,377   | 0 0   |
| 4,169,344 Deferred Ordinary Shares ..                                                                                                      |               | 4,169,344   | 0 0   |
|                                                                                                                                            |               | 12,770,260  | 0 0   |
| „ 4½ per cent. First Mortgage Debenture Stock ..                                                                                           |               | 1,480,371   | 0 0   |
| „ Accrued Interest on Debenture Stock ..                                                                                                   |               | 21,588      | 0 1   |
| „ Vendors, for Purchase Consideration and Interest, subject to final adjustment (of this sum £2,144,684 is payable [in Ordinary Shares] .. |               | 3,571,647   | 2 5   |
| „ Creditors ..                                                                                                                             |               | 540,432     | 7 3   |
| „ Calls on Investments (since paid) ..                                                                                                     |               | 285,000     | 0 0   |
| „ Bills payable and Drafts in transit ..                                                                                                   |               | 111,614     | 18 3  |
| „ Capital Reserve Account ..                                                                                                               | 114,000 0 0   |             |       |
| „ General Reserve Account ..                                                                                                               | 150,000 0 0   |             |       |
|                                                                                                                                            |               | 264,000     | 0 0   |
| „ Profit and Loss Account—Net Trading Profit and Transfer Fees ..                                                                          | 1,105,576 0 8 |             |       |
| Less Interest on Purchase Money, Debenture Interest, Management Remuneration, Income Tax, &c.—                                             |               |             |       |
| £529,873 4 4                                                                                                                               |               |             |       |
| Transfer to Reserve ..                                                                                                                     |               |             |       |
| Accounts ..                                                                                                                                | £264,000 0 0  |             |       |
|                                                                                                                                            |               | 793,873     | 4 4   |
| (Balance per Profit and Loss Account) ..                                                                                                   |               | 311,702     | 16 4  |
| Deduct Interim Dividend paid on 5½ per cent. Cumulative Preference Shares ..                                                               |               | 16,724      | 14 7  |
|                                                                                                                                            |               | 294,978     | 1 9   |
|                                                                                                                                            |               | £19,339,891 | 9 9   |

| Cr.                                                                         |  | £           |      | s. d. |  |
|-----------------------------------------------------------------------------|--|-------------|------|-------|--|
| By Land, Buildings, Plant, and Machinery, after deducting Depreciation ..   |  | 2,137,757   | 4 3  |       |  |
| „ Goodwill and Patent Rights (paid or to be paid for in Ordinary Shares) .. |  | 10,483,373  | 0 0  |       |  |
| „ Investments in, and Loans to associated Companies, at cost ..             |  | 767,636     | 11 2 |       |  |
| „ Stamp Duties, &c., after charging £20,000 to Profit and Loss Account ..   |  | 95,186      | 2 6  |       |  |
| „ Stocks at approximate cost ..                                             |  | 3,542,774   | 10 2 |       |  |
| „ Debtors (less Reserve for Discounts and Bad and Doubtful Debts) ..        |  | 1,123,420   | 14 7 |       |  |
| „ Payments on account of Leaf in transit, unexpired Insurances, &c. ..      |  | 214,254     | 5 11 |       |  |
| „ Bills Receivable ..                                                       |  | 7,864       | 16 2 |       |  |
| „ Cash at Bankers and in hand ..                                            |  | 967,624     | 11 0 |       |  |
|                                                                             |  | £19,339,891 | 9 9  |       |  |

### PROFIT AND LOSS ACCOUNT, from 2nd Nov., 1901, to 31st Oct., 1902.

| Dr.                                                                                                                                                                                                               |             | £ |  | s. d.      |      | £          |      | s. d. |  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---|--|------------|------|------------|------|-------|--|
| To Directors' and Trustees' Fees and Management Remuneration ..                                                                                                                                                   |             |   |  | 36,502     | 0 6  |            |      |       |  |
| „ Interest paid to Vendors on Purchase Consideration ..                                                                                                                                                           |             |   |  | 412,589    | 15 4 |            |      |       |  |
| „ Interest paid and accrued on Debenture Stock ..                                                                                                                                                                 |             |   |  | 35,781     | 8 6  |            |      |       |  |
| „ Reserve for Income Tax ..                                                                                                                                                                                       |             |   |  | 25,000     | 0 0  |            |      |       |  |
| „ Stamp Duties, &c.—proportion written off ..                                                                                                                                                                     |             |   |  | 20,000     | 0 0  |            |      |       |  |
|                                                                                                                                                                                                                   |             |   |  | £529,873   | 4 4  |            |      |       |  |
| „ Transfer to Capital Reserve Account—Profit accrued after charging proportion of Interest paid to Vendors between date of acquisition of businesses and date of allotment of Capital offered for subscription .. | 114,000 0 0 |   |  |            |      |            |      |       |  |
| „ Transfer to Gen. Reserve Account ..                                                                                                                                                                             | 150,000 0 0 |   |  |            |      | 264,000    | 0 0  |       |  |
|                                                                                                                                                                                                                   |             |   |  |            |      | 311,702    | 16 4 |       |  |
|                                                                                                                                                                                                                   |             |   |  |            |      | £1,105,576 | 0 8  |       |  |
|                                                                                                                                                                                                                   |             |   |  |            |      |            |      |       |  |
|                                                                                                                                                                                                                   |             |   |  | Cr.        |      | £          |      | s. d. |  |
| By Net Trading Profit and Interest on Investments, Loans and Bank Deposits, after providing for Depreciation, Working Expenses, Head Office and Registration Charges ..                                           |             |   |  | 1,104,005  | 13 2 |            |      |       |  |
| „ Transfer and other Fees ..                                                                                                                                                                                      |             |   |  | 1,570      | 7 6  |            |      |       |  |
|                                                                                                                                                                                                                   |             |   |  | £1,105,576 | 0 8  |            |      |       |  |

### APPROPRIATION ACCOUNT.

| Dr.                                                                                                                              |  | £ |  | s. d.   |       | £        |      | s. d. |  |
|----------------------------------------------------------------------------------------------------------------------------------|--|---|--|---------|-------|----------|------|-------|--|
| To Dividend upon 5½ per cent. Cumulative Preference Shares—                                                                      |  |   |  |         |       |          |      |       |  |
| Interim Dividend paid to 30th April, 1902 ..                                                                                     |  |   |  | 16,724  | 14 7  |          |      |       |  |
| Half-year's Dividend to 31st October, 1902, payable 1st February, 1903 ..                                                        |  |   |  | 120,919 | 10 11 |          |      |       |  |
|                                                                                                                                  |  |   |  |         |       | 137,644  | 5 6  |       |  |
| „ Proposed Dividend upon the Preferred Ordinary Shares at the rate of 6 per cent. per annum, from 16th May to 31st Oct., 1902 .. |  |   |  |         |       | 118,320  | 15 6 |       |  |
| „ Balance to be carried forward ..                                                                                               |  |   |  |         |       | 55,737   | 15 4 |       |  |
|                                                                                                                                  |  |   |  |         |       | £311,702 | 16 4 |       |  |
|                                                                                                                                  |  |   |  |         |       |          |      |       |  |
|                                                                                                                                  |  |   |  | Cr.     |       | £        |      | s. d. |  |
| By Balance from Profit and Loss Account ..                                                                                       |  |   |  |         |       | 311,702  | 16 4 |       |  |
|                                                                                                                                  |  |   |  |         |       | £311,702 | 16 4 |       |  |

MEMO.—(a) There are Contingent Liabilities of the nature of Guarantees of Dividends on Shares in two Associated Companies ;

(b) There is an uncalled Liability on Investments held of £117,000.

In accordance with the provisions of the Companies Act, 1900, we certify that all our requirements as Auditors have been complied with, and we report to the shareholders that we have audited the books of the company, and in our opinion the above balance sheet is properly drawn up so as to exhibit a true and correct view of the state of the company's affairs on 31st October, 1902, as shown by the books of the company.

WILLIAM HENRY WILLS } Directors.  
GEORGE ALFRED WILLS }

H. W. GUNN, Secretary.

DELOITTE, DEVER, GRIFFITHS & Co.,

4, Lothbury, London, E.C.

Chartered Accountants, Auditors.

3rd February, 1903.





The above is a fac-simile of Cope's Registered

## Trade Mark

the imitation of which is unlawful.

COPE BROS. & CO., LTD.

are large and well-known Manufacturers of

# Cigars and Cheroots.

Correspondence regarding CIGARS, CIGARETTES and TOBACCOS in Special Packets invited from large Dealers in every part of the Country. Letters addressed to

COPE BROS. & CO., LTD.,

LORD NELSON ST., LIVERPOOL,

will receive prompt attention. Samples supplied to the Trade only.

# A THREATENED IRISH INDUSTRY.

*Under the above heading the "Freeman's Journal" has the following article on the situation in Ireland:—*



It is but a short time since the daily Press was ringing with the fight between the American Tobacco Trust, who had bought up a considerable number of the English Tobacco manufacturers, and the English "Combine" of manufacturers who declined to join the American Trust. For a few months war was waged between the two Trusts, prices were cut, and competition was so keen that it would soon have beggared the contending companies. The tobacco retailer had a fine time of it as long as the competition lasted. Tobacco was sold to him at a price cheaper than the manufacturer could produce it. The consumers, however, got little or none of the profits from the undue competition, as the cigar shops and tobacco depots in most instances kept up their prices. Cigarettes, cigars, or any of the commoner kinds of tobacco were not cheapened. Of course the excessive competition could not last very long, and at the end of a few months the English "Combine" and the American "Trust" coalesced, the competition was at an end, and prices to the retailers of the "weed" or cigarette bounded back to the normal figure. A considerable number of the English manufacturers who stood outside the two organisations now found that the English and American Combined Trust, or, to call the joint organisations by their legal name, the "Imperial Company," began at different centres to undersell them in the common kinds of tobacco and the cheaper qualities of cigarettes. Except in cases where the retail shops were "tied" to the respective manufacturers, the former, of course, at once left the dearer wholesale houses who stood outside the Trust, and bought from the Imperial Company, as the terms offered were so remunerative. When, in a small number of cases, the retail shops stuck to the older manufacturers, and were proof even against the low prices and big profits offered by the Trust, the Imperial Company, with a big capital behind its back, began to open opposition shops itself, and selling at such a reduced price to the public as literally to leave no trade with old retailers. Such at present is the state of affairs in the tobacco retail trade in England and some of the bigger towns in Scotland.

For some time after the refusal of the leading Irish manufacturers to join either the English or American "Combines," when fighting each other, the retail trade in Ireland was not interfered with. The system of retail tobacco shops "tied" to any particular manufacturer does not to any extent obtain in Ireland, as it does in England and Scotland; and as the leading Irish firms did not join either of the "Combines," there was consequently no means of getting at the Irish retailers except by individual calls. Now that there is only the one huge tobacco Trust in England—the "Imperial Company"—with an enormous capital at its back, other tactics have been resorted to. As is well known, "Irish roll" and "Irish plug" tobaccos manufactured in Ireland—principally in Belfast, Dublin, and Cork—have always had a big sale in England and Scotland as apart from their home trade. Three of the Irish houses compete most successfully also with the best of the English or Scotch makers in the higher-class tobaccos and cigarettes. Of course the present keen competition in England—the reduced prices and the special terms offered by the "Imperial Trust"—has considerably dislocated the Irish trade. But now a new danger is threatened—and not threatened, but actually operative. The English Trust is not only underselling the specialities of the Irish manufacturers in England and Scotland, but is attacking, and

attacking in a very fierce way, the home trade. Irish roll, Irish plug tobaccos, and the cheaper kind of cigarettes are now being offered in Dublin at a figure the Irish manufacturers cannot with profit produce them at. The Dublin, Belfast, Cork, Limerick, Derry, and Waterford dealers are buying largely. They are reaping a considerable excess profit over their ordinary gains, and they do not look how the matter may affect them in the future. The consequences to the home manufacturers are already deplorable, and, if continued, must lead to the total extinction of the smaller makers and a much restricted trade to the bigger ones.

There are only some twenty-four or twenty-five manufacturers of tobacco in all Ireland. The principal factories are in Dublin, Cork, and Belfast, but there is a considerable industry in this business also carried on in Derry, Dungarvan, New Ross, Bagenalstown, Limerick, Sligo, &c., and in each of these centres the undue competition of the English Trust Companies is being felt. Some six or eight of the factories have practically ceased manufacturing, as they cannot compete with the prices which the English companies offer the tobacco or cigarettes at. The making of cigarettes is a speciality, and it is only where the newest and best machinery is employed that they can be produced at a profit. Cheap labour—and labour is cheap enough, heaven knows, in most Irish towns—as the bulk of this class of work is done by young girls—is of no avail in the competition for this trade. One of the new machines will do as much work in a day as fifty to a hundred girls with the best aids which the small manufacturers can command. It is the loss of the Irish roll and plug trade, however, that is crippling the Irish manufacturers. This class of tobacco is now being undersold by twopence to fourpence a pound cheaper than it can be produced at, with the consequence that the smaller makers, whose principal trade was in this class of goods, have gone to the wall.

A few months of this competition will wipe out three-fourths of the manufacturers in Ireland. Only men of great capital can stand against it as it is. Of course the present prices will not continue. But, when the Irish factories have been crushed out and closed, the workmen dispersed, and the trade grasped by the English Trust Company, the inevitable rise in price, which all these Trust Companies look to to recoup themselves, will follow. Then the retail shopkeepers, who are now, unthinkingly, and, for that matter, unpatriotically, buying from the Saxon, will find they have a hard taskmaster to deal with. These Trust Companies can easily set up several branch shops in any fairly-sized town, such as Lipton has done and is doing, if the retailers will not give the enhanced price by-and-by to the monopolist company. These are the tactics now being employed in London, Manchester, and some of the big cities in England. Those London retailers who for a time got their goods at a cheap rate, now find the price has gone up, that competition among the makers has ceased, and, where they will not give the enhanced wholesale price, the Trust Company is planting a Trust Company's shop alongside them, and underselling and running them out of the trade. We would caution the Dublin dealers in time. Let them think the matter over, and do as the London dealers are doing—form a Tobacco Retailers' Association to protect their interests. We are glad to see one of our leading tobacco manufacturers, who has declined to join the big English Trust—Mr. Gallaher—acting as their chairman and leader in the big fight to keep the retail trade an open one

## CIGARS! CIGARETTES! TOBACCOS!

Originators of the "MIXED PARCEL" System which is invaluable to the Trade.

Besides being Manufacturers and Importers of every class of Cigars, Tobaccos, Cigarettes, and Tobacconists' Fancy Goods of every description, we supply ALL THE POPULAR BRANDS of all well-known makers.

In times like the present our

## £5 MIXED PARCELS

are simply invaluable to Licensed Dealers in Tobaccos, &c.

See our latest Terms and Discounts.

We give our customers the benefit of all the recent changes in prices, &c. For convenience, our system of Mixed Parcels cannot be beaten. Send for Price List.

**SINGLETON & COLE, Ltd.,** 11-16, CANNON STREET,  
BIRMINGHAM.

Distributing Depots: Liverpool, Leeds, Walsall, Wolverhampton.

Factory: Shrewsbury.

## NOTICE OF REMOVAL.

Owing to the great increase in our business during the past two or three years we have been compelled to remove from 13, Bunhill Row, E.C., to much larger premises at

**12 & 14, BATH STREET, CITY ROAD,  
LONDON, E.C.**

The new Factory (just finished) has been specially built for us, comprising some 15,000 feet floor space, and is one of the most up to date in London. Kindly note new address for future correspondence.

*R. Lockyer & Co.*

Cigarette and Tobacco Manufacturers.

# THE TOBACCO WAR.

## STIRRING MEETING AT THE MEMORIAL HALL.



ON January 28th one of the largest meetings ever convened by members of the tobacco trade was held at the Memorial Hall for the purpose of forming a combination of retailers and outside manufacturers to check the grasping policy of the Imperial Tobacco Company. Mr. Thomas Gallaher presided, and was supported on the platform by a large number of gentlemen who represent those manufacturers outside the Imperial Tobacco Company.

Among the members of the trade present or represented were Messrs. Goodbody, F. Wright (Cheltenham), May (B. Morris & Sons, Limited), Abercrombie (R. & J. Hill, Limited), Bell (Glasgow), Harris (W. J. Harris & Sons), G. J. Freeman (J. R. Freeman & Son), S. Goldsmith (Duke Street, Aldgate), H. C. Archer, A. H. Kapp (Dublin), George J. Mizen (Goodman & Harris), J. Millhoff & Co. Limited (London), J. L. Barrington (W. & M. Taylor, Dublin), C. D. Jonas (Bartlett & Bickley, London), A. S. Wilks & Co., J. L. Van Gelder (London), D. Joseph (J. Joseph & Son, London), A. Bessil (Bewlay & Co. Limited), G. Raphael (Cabana Cigar Company, London), E. J. Lusby (London), F. R. Robinson (E. Robinson & Sons, Limited, Stockport), F. W. Robinson (London), F. E. Thomson (B. Muratti, Sons & Co. Limited, London and Manchester), G. Raphael (London), Jarrett (London), H. J. Nathan, H. Duncan Christie (H. Christie & Son, Edinburgh), F. A. Chilman (Turkish Monopoly Cigarette Company, London), B. Kriegsfeld (Central Tobacco Factory, Manchester), S. J. Gore & Co. (London), Teofani and Co. (London), D. McGregor & Sons (Leicester), M. Burstein & Co., H. Benedictus & Sons (London), H. Ramill (Secretary of the Alliance), H. Taylor, S. Mounter (Chairman, North London Committee), H. R. Evans, I. Aarons (Secretary of the East London Tobacconists' Association), Barnett (West London Association), G. T. Bodey (Central London Association), P. Henderson, F. Malam, and E. Stinton.

The platform was fronted by a huge motto, which sounded very much like an unknown brand of English-made cigar, "Se Defendendo." The meeting was most enthusiastic, and loud cheers greeted Mr. G. Duncan, who rose to introduce the chairman. Mr. Gallaher, he said, had taken up the position of the leading independent tobacco manufacturer in the United Kingdom. "We are fighting now," he continued, "to maintain what we have obtained by the sweat of our brows. The tobacco trade to-day is passing through a crisis which could not have been foreseen two years ago, and if you do not defend your interests you will be wiped out."

Mr. Gallaher, who was received with a storm of cheering, remarked that history was repeating itself. "When England," he said, "goes to war she wants an Irish general. You have an Irishman presiding to-day at the commencement of this fight. It is generally conceded that an Irishman is good in a fight. You are passing through a grave crisis. The octopus is very powerful, and it is only a question of time when he shall have you firmly in his embrace unless you look to your position. We do not object to a fair fight, but there are certain methods to which we strongly object. We must do our best to combat those methods, and remember this is a fight to a finish." The tobacconists signified their approval of this pronouncement by a vociferous cheer.

The stirring speech of the chairman was emphasised by Mr. H. Ramill, the Secretary of the United Kingdom Tobacconists' Alliance, who denounced the policy of grab

which characterised the Imperial Tobacco Company, who, in their endeavour to squeeze out the independent manufacturer, were opening shops all over London. "What we want," he continued, "is a fair profit—20 per cent. on tobaccos and 25 per cent. on cigarettes—and fair competition. It may be said that against the Imperial Tobacco Company, with its capital of £15,000,000, we have no remedy, but I maintain we have. By supporting Gallaher's, Taddy's, and other independent manufacturers, we can shake the Imperial Company to its foundations. Give prominence to the proprietary articles of independent manufacturers, and place your orders with them. We have a just cause, and if we go to work in the proper spirit, failure will not be ours."

The first resolution was moved by Mr. W. H. Abercrombie, who denounced the system of trading in which gifts of money were given to retailers as an inducement to push a particular article. He submitted, "That the manufacturers present at this meeting pledge themselves to adopt a system of prices that will insure the retailers of the United Kingdom a minimum profit of 20 per cent. on proprietary tobaccos, 25 per cent. on proprietary cigarettes, it being understood that the present rate of duty practically makes it impossible to extend this margin of profit to 3d. tobaccos."

Mr. Bell, of Glasgow, seconded the resolution.

Mr. Goodbody, in attacking the business methods of the Imperial Tobacco Company, called attention to the declaration made by the representatives of this combination when it was formed, that they had no desire to injure any other manufacturer, and that they intended, as far as possible, to give the retailer a living profit. As long as they had the Americans to contend with, sarcastically observed the speaker, they did not trouble about the manufacturer, because their hands were full, but when they conquered the Americans—the speaker paused, and then asked, amid the approving shouts of his hearers, "Did the Americans not conquer them? You know what happened, and immediately afterwards the Imperial Tobacco Company proceeded to attack the Irish roll manufacturers, knowing it was the easiest branch of business in which they could do harm. They promised the retailers enormous bonuses, but with the melting down of the American Company, the bonuses have dwindled too." A passing reference to the fact that the company was entering into competition with their customers by opening retail shops was greeted with cries of "Shame," and the audience received with a ringing shout of approval the exhortation to stand shoulder to shoulder and drive the tyrant into the sea.

Mr. Parry, of Bootle, urged retailers to beware of inducements which might come from the manufacturers of goods which were in the ring of the Imperial Tobacco. He remarked that all tobacconists asked for was a fair profit, and they did not wish to be tied down by any conditions as to sale.

After a few remarks by Mr. Harris, who urged the tobacconists to combine and strike a blow at a pernicious system, the resolution was carried unanimously.

The succeeding speaker was Mr. H. Taylor, the Hon. Secretary of the Lincoln Tobacconists' Organising Committee, who was accorded a flattering reception. He moved, "That the Imperial Tobacco Company, by its recent attempt to deprive the retail trade of its independence, their continued opening of shops in opposition to their old customers, their recent attack upon the Irish tobacco trade, their alliance with their old opponents, the

GODFREY PHILLIPS & CO. LTD. SWEET GUINEA GOLD CIGARETTES

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

The Real English Bulldog,

# NOT THE SHAM



J. WALKER

# 5 a 1d.

## The Real Godfrey Phillips' GUINEA GOLDS,

Not the Foreign Imitations.

American Tobacco Company, has convinced us that the real object of the Imperial Tobacco Company is to establish in Great Britain and Ireland a huge tobacco monopoly, working in partnership with the American Tobacco Company, and introducing into this country all the worst methods employed by the American Trust to obtain the control of the tobacco trade in the U.S.A. If successful, this will mean a dearer article to the public, and the extinction both of the independent retailer and manufacturers. Therefore, this meeting of London retailers and representatives of the provincial branches of the Tobacconists' Association, recognising that our very livelihood, as well as freedom, is at stake, pledges itself to support all outside firms by the prominent display of their goods, and as far as possible to place with them their orders for loose tobaccos, cigars, and cigarettes."

An encouraging letter received from MacGregor & Sons, from Leicester, who urged war against the tyrannical methods of the Imperial Tobacco Company, was read by Mr. Taylor, who supplemented this by a statement that Messrs. Bewlay, the manufacturers of the "Flor de Dindigul," had refused to supply their goods to Salmon & Gluckstein. This note of defiance was clearly to the taste of the meeting, and Mr. Taylor, with the voice of a Boanerges, hammered away at the Imperial Tobacco Company with gusto. He related the story of the attack on the English market by the American Tobacco Trust, the repulse by the Imperial Tobacco Company, and the final merging of the opposing forces. The opportunity was at once seized by the Imperial Tobacco Company to force on a bonus scheme which was distasteful to their customers, and the appearance subsequently of their second agreement was tantamount to a declaration of war against the independent tobacco manufacturers in this country. "The Association," he continued, "appealed to the retailers not to sign the agreement, and in doing so saved the trade from one of the greatest dangers that ever threatened it. I am surprised that a combine controlled by English gentlemen should have resorted to such tricks and artifices. It was the first introduction of the American system into English trade circles. What follows? To-day the Imperial Tobacco Company are selling Irish roll at 2d. per pound loss. Irish roll under cost price? Have the company suddenly become philanthropists? No; they want to capture the Irish trade. They are trying to compel Mr. Gallaher, Mr. Goodbody, and other Irish manufacturers to submit to their terms. So far as the London tobacconists are concerned, they will not purchase a single ounce of Irish roll manufactured by the Imperial Tobacco Company." Mr. Taylor then went on to allege that the Imperial Tobacco Company were opening shop after shop in London under assumed names. The shops had Salmon & Gluckstein fittings, and the windows were dressed by Salmon and Gluckstein dressers. "In these shops," he declared, "goods are being sold to the public at cost price. What does all this mean?" Mr. Taylor answered his own query by declaring that the Imperial Tobacco Company was nothing more nor less than a branch of the American Company controlled by Mr. Duke, who had set out to capture the tobacco trade of the world. "That is what we want ventilated," said the speaker. "The Imperial Company is another name for the American Company. You will find these gentlemen hobnobbing on the same board. They have gone to Germany and captured the largest cigarette firm there. They have cornered all the tobacco to be found in the Dresden market, and I am told that they have captured the Turkish crop of last year. I think they have made a mistake, for I hear that the Turkish crop of last year was the worst known in the history of the tobacco trade. Good luck to them for their bargain." The Imperial Tobacco Company denounced the practice of giving bicycles and suchlike in connection with the sale of tobacco in England, but Mr. Taylor declared that in Germany they were forcing their business by inducements to traders in the shape of motor cars. These methods were distasteful to German folk, and Mr. Taylor related

how a native of Berlin recently discussed the subject with him. "These people," he continued, "think they have captured the trade, but they have made a great mistake. They have miscalculated the reserve of strength possessed by the opposing forces. They commenced operations before they matured their plans. They control most of the crops of America and very largely the international trade of the world, but they do not control the English trade. There is twice as much capital outside the Imperial combine in this country as there is inside it. We are not going to take our orders from the Imperial Tobacco Company. We are going to raise the banner of 'No trust and no monopoly,' and we will have nothing to do with a legalised system of robbery. If you have one of those agreements from the Imperial Tobacco Company, tear it up." "Here's one," shouted a member of the audience, who temporarily checked the speaker by tearing the document to fragments as he stood up in the midst of a group of enthusiastic and admiring fellow-traders. This dramatic moment came with practically the conclusion of the most stirring speech of the afternoon, and Mr. Taylor resumed his seat after defiantly remarking, "We will show the American Trust that Yankee methods will not do in this country."

Mr. Barnett, who seconded the resolution, said that never before had the tobacco trade had to decide such a momentous question as that which they were assembled to discuss. An attempt was being made to create one authority for tobacco in this country on the same lines as those which existed in America, and only complete organisation amongst retailers would defeat that object. "I have in my pocket," said the speaker, "a list sent to all the shops owned by this combine, and it enumerates articles which are sold to customers in half-pounds at invoice prices—that is, cost price." Mr. Barnett informed the audience that the boasted bounty to customers, which was one of the inducements the Imperial Tobacco Company held out to retailers, would not amount to more than one-half per cent., and he urged the audience to have none of it. He denounced the practice of manufacturers establishing retail shops as immoral, and made an urgent appeal to fellow-traders to stiffen their backs against the policy of the Imperial Tobacco Company.

The resolution having been carried with acclamation, Mr. Freeman, who declared that perhaps the Imperial Tobacco Company would find out that they had bitten off a little more than they could chew, moved—"It is hereby resolved to institute a general defence fund by the alliance of the interests of all the tobacco and cigar manufacturers, tobacco merchants, importers, traders in fancy goods, and retailers, for the purpose of organisation and protecting individuals who may suffer from any prejudicial action of combines or trusts." In submitting this resolution, Mr. Freeman exclaimed, "The very men who promised you protection and appointed themselves the watchdogs of the English trade, have now joined the Yankee wolves in the attack upon the sheepfold."

Mr. Bromet, in seconding, urged the tobacconists to combine, and the chairman emphasised the necessity for organisation in provincial towns.

A vote of thanks having been accorded Mr. Gallaher, loud cheers were given at the raising of a banner bearing the words, "A free house: No trusts."—*Morning Advertiser*.

#### IMPERIAL COMPANY'S VIEWS.

The circular convening the meeting, of which the foregoing is a report, has naturally come before the directors of the Imperial Tobacco Company. Inquiries at Bristol showed that they are not much moved by the threats directed against them, more especially as they have in their memory the events which preceded their purchase of the Ogden business last year. But they nevertheless dislike the imputations cast upon their mode of treating the retailers who have been their customers for many years.

LA FLOR DE VARZES Y CA



FABRICANTES DE TABACOS

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

Lords of England

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

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

Regalia Britannica

Princessas

In 100's and  
50's.

WHOLESALE ONLY, FROM THE MANUFACTURERS:—

R. I. DEXTER & SONS, LTD.,

NOTTINGHAM.

It has been suggested that the Imperial Company wishes to open retail shops in direct opposition to its old customers, and refuses to allow a fair margin of profit for the retailer. As to the former suggestion, the directors of the Imperial point to their action since the formation of the company, and especially to the fact that by assuming a certain measure of control over the Salmon & Gluckstein Company's business, they have prevented the extension of the most effective competition ever set up against the ordinary retail tobacconist. If any retailers should be so foolish as to attempt a policy of boycotting the Imperial Company's goods, as has been threatened in one of the circulars recently issued, it is not to be expected that this could be done with impunity.

The question of profit-margin for the retailer is one which can scarcely be discussed in public, but the Imperial directors say that they provide full opportunity for their customers to make a good profit, and that if the Imperial Company with its long-established businesses and the most saleable goods, could not give satisfaction, it is not likely that a new and competing company could afford better terms. The experience of Ogden's competitive trading is sufficient to show that such a policy could only entail a heavy loss.

Mr. Edmund S. Boutall, chairman of the Alliance, writing to the Press in answer to the above, says:—"Will you kindly allow me to state that, instead of the retailer being assured of a good profit, he is, in order to compete with the shops owned by or controlled by the combine, compelled to sell the goods that are popular and in demand by the public at a profit of 1½d. on an outlay of 5s. 0½d. This is not an isolated case I am quoting, but applies to over a hundred items of proprietary goods sold at their branch establishments. Now, in common fairness, I ask, Is this right or just to the retailer? In my opinion, it looks very much like an attempt to squeeze that individual out of the trade altogether, so that the Imperial Company may have the control of the tobacco industry. Is it possible for any man to conduct a business on a 2½ per cent. profit? It is absurd to imagine that any business could be run on those lines, and it is certain that the consumer would decline to support such arbitrary principles. It is only by consolidation on the part of the retailer and the independent manufacturer that he will be able to resist so tyrannical a movement.

#### THE DINNER.

The dinner, which was held at Anderton's Hotel at 7.30 p.m. the same evening, was attended by over 200 representative members of the trade, and was graced by the presence of a small number of the fair sex. The bill of fare may probably interest our readers; it was as follows:—Clear Mock Turtle, Crème de Tomates; Filets of Sole, Chablis Sauce, Pommés Persillees; Roast Sirloin of Beef, Horseradish Sauce, Boiled Leg of Mutton, Caper Sauce; Brussel Sprouts, Dauphine Potatoes, Mashed Turnips; Chicken en Casserole, Chips, Salad; Wine and Liqueur Jellies, Crème Rubannee, Ice Pudding au Marrons; Cheese and Celery; Dessert. All the above items being served in the usual excellent fashion associated with the management of Anderton's Hotel, it naturally follows that by the time the speeches began everybody was contented and ready to applaud the orators. The toast list will be found below, and by a wise rule, which is worthy of imitation by other organisers of similar gatherings, speeches were limited to five minutes each. Subsequently an excellent musical programme was given under the management of the entertainment committee, Messrs. S. Stinton, S. Mounter, and C. H. Rogers. We think it would have been better to follow the usual plan of having the music and the speeches alternately, for then every guest would have heard some of the music; as it was,

many had to leave before the entertainment began. Toast List:—"The King," proposed by The Chairman; "The Tobacco Trade," H. Taylor, Esq., responded to by T. Gallaher, Esq., and J. R. Freeman, Esq.; "The London Combined Retail Tobacconists' Associations," M. Barnett, Esq., responded to by H. Ramill, Esq., and P. Henderson, Esq.; "The Executive," S. Mounter, Esq., responded to by W. Boutall, Esq., and J. Bodey, Esq.; "The Delegates," D. De Meza, Esq., responded to by F. Badiner, Esq., and H. Parry, Esq.; "The Press," H. Evans, Esq.; "The Ladies," S. Stinton, Esq.; "The Chairman," F. Malam, Esq.

AN OPIUM DEN IN LONDON.—Writing on the subject of an opium den in the Port of London, a *Pall Mall Gazette* correspondent says:—Here for their (Chinese sailors) exclusive benefit is an opium and gambling hotel; they call them dens in Canton and Frisco. If you enter this small house, stuffy with the sickly smell of stale opium, you find yourself surrounded by Chinamen, speaking with the rapidity to which their native language lends itself. They are smoking and playing some extraordinary game, which, unless you are conversant with Chinese customs, you do not understand. You sink into a chair and watch the players, and you are immediately struck by the intense concentration of mind which they apply to the game. You have never seen the like even in Monte Carlo. And then you recall to mind the notorious fact that the Chinese are the most inveterate gamblers in the world. You ask the attendant for a smoke of opium. You are taken down a narrow passage. The bright light that illumines the gamblers is exchanged for a little oil lamp in the portion set off for the opium-smokers. The attendant shows you an empty bunk, hands you a pipe which is filled with opium, and vanishes. Getting accustomed to the semi-darkness you discern other bunks on each side of the narrow passage. In these are recumbent figures, quiet and restful, almost as the dead. The smoke, however, uprising from their narghilies tells you they are busy inhaling the subtle poison. . . . You call the attendant, and tell him that you will not smoke that night. Nevertheless, you pay your fee, and, threading your way through the eager and determined batch of gamblers, you pass into the street. There, with much relish, you breathe air which, impure as it is, is, at all events, free from the noxious fumes of opium. As regards alcohol, the Chinaman is remarkably abstemious. He consumes little or no spirits, and still less beer. He invariably seeks his Lethe with the drug which his father and grandfather used before him. The reason why you should speak broken English when you visit one of these haunts is that you may be taken for a foreigner, just for the occasion. Chinatown in London believes that any Englishman who shows a curiosity as to its national customs is connected with some newspaper, and will be the means of causing its privacy to be disturbed by a rush of inquisitive visitors, who will possibly revile its strange customs, and fill the columns of the press with denunciation of the rude habits of the uncivilised Chinese. When you are knocking at the door of the opium hotel referred to, it would be advisable to keep your notebook and pencil out of sight. In any case, if our friend Lung Sing answers your knock you will not have the slightest chance of admission. He will cast a sharp glance at you, and, even though you be as well disguised as Sherlock Holmes, he will discern the journalist underneath. "Ah," he will say, a smile breaking across his yellow face, "you go sketchee somewhere else, you no sketchee here." If you should happen upon some less careful custodian, who might perchance admit you, you would emerge presently with much more celerity than you entered, and with anything but a pleased smile on your face.



# HIGHEST CLASS MIXTURE

(Medium Strength).

# “EXMOOR HUNT.”

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

## RESULT OF JANUARY COMPETITION.

The Winner of last month's competition, in which the word "supplies" was mis-spelt on page 12, was—

Mr. C. Wheeley, 1, Bankside Fort Steps, Margate.

to whom a parcel of Messrs. Lusby & Co.'s Goods to the value of 20/- has been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY MARCH 6th, 1903.

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 March, 1903.

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:**

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