

THE BEST 3^D. CIGAR. "LA DONCELLA."

Manufactured by JOHN PLAYER & SONS, LTD., NOTTINGHAM.

The Cigarette World



EDITED BY
JAMES MOORE and OCTAVIUS BEATTY, M.A., LL.B.

W. D. & H. O. WILLS, LTD.,
BRISTOL and LONDON,

Invite the Special Attention of the Trade to

Capstan" NAVY CUT Cigarettes

IN THREE GRADES OF STRENGTH

- "MILD" Yellow Label.
- "MEDIUM" Blue Label.
- "FULL" Chocolate Label.

PACKED IN CARTONS OF 10 CIGARETTES

(With and without mouthpieces)

AND IN (50's) PATENT AIR-TIGHT TINS.

PRICE LIST AND FULL PARTICULARS AND TERMS ON APPLICATION.

Cohen Weenen & Co.'s



New Premises,

52, Commercial Road, E.

EXTRA SIZE
1 TWO ROSES. 5
CIGARETTES, PRICE 1/6. PRICES ON APPLICATION.

PRICES ON APPLICATION.
34. CIGARETTES 3/4. 12 CIGARETTES 1/3. 100 CIGARETTES 1/10.

COMMERCIAL "RICHMOND BOUQUET," 12 CIGARETTES 1/3. 100 CIGARETTES 1/10.

BIGGS'S
ST., LONDON.

3d.
PACKETS OF
10

6d.
TINS OF
20

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

Proprietors—
ADKIN
AND
SONS,

LONDON.
Established 1795.

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

HENRY HOWELL & CO.,
Manufacturers, 180, OLD STREET, LONDON.

Price List Free on application, or Traveller will call.

THE BEST HOUSE FOR
WALKING STICKS.

SHIP

Cigarettes.

H.M.S. "Majestic" ...	To Ounce	18
Egyptian, Oval.		
H.M.S. "Magnificent" ...		20
Straight Cut.		
H.M.S. "Serapis" ...		36
Straight Cut.		

BRAND

Cigarettes.

H.M.S. "Monarch" ...	To Ounce	22
Virginia.		
H.M.S. "Triumph" ...		18
Turkish, Oval.		
H.M.S. "Renown" ...		20
Turkish, Oval.		

SOLE MANUFACTURERS—
R. LOCKYER & CO.
(Late LUPINSKY & LOCKYER),
LONDON, E.C.

PRICE LISTS ON APPLICATION.

PHILLIPS

— SWEET —

GUINEA

GOLD

5

CIGARETTES

10

Guaranteed Pure Virginia.
Sweet, Cool, and Fragrant.

"HARBOUR LIGHTS"

Is the name of Messrs.

COHEN WEENEN & CO.'S

STARTLING NEW

5 A 1^{D.} LINE

OF

CIGARETTES.

52, Commercial Road, E.



Professional Window Dressing.

NOTE THIS: IT WILL ADVANTAGE YOU.

3 Gold Medals
For Finest Exhibits
TOBACCO EXHIBITIONS, 1896 and 1897.

Windows dressed and Stocks taken Monthly or Yearly
by Contract.

Messrs. BOWDEN'S reputation as expert Window Dressers is
acknowledged throughout the Tobacco Trade.

H. BOWDEN & CO., 30^a, WARWICK ST.,
VICTORIA, S.W.

SWEET CHERRY TIPPED CIGARETTES.



JACOBI BROTHERS & Co., Ltd.,
9 & 11, WILSON STREET, LONDON.

Price List on application.

The Cigarette World

AND TOBACCO NEWS.

JANUARY, 1900.

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

"THE YEAR THAT'S AWAY."

Undoubtedly 1899 has ended gloomily, despite the fair promise of the earlier months. Still, it is satisfactory to reflect that this is due to temporary causes, and that 1899 has, on the whole, been, if not a "boom" year, yet one which has returned the trade a solid cash return for the enterprise and energy of its members. THE CIGARETTE WORLD heartily wishes the trade a "bumper" for 1900, and ever-increasing business for the new century, whenever that era may begin—a question which, fortunately, need not be here discussed.

It is best to begin with the gloomy side, and we regret that there has been an unusually heavy crop of failures to record, as the following table, which, however, is not exhaustive, will show:—

£		£	
H. B. Dobson	... 11,432	Oscar Hirsch	... 1,142
R. Hargreave	... 10,808	H. W. Dennis	... 3,786
F. W. Freshwater	... 2,610	Joseph Leech	... 1,225
R. Moore	... 2,779	B. Kaplar	... 1,161
S. J. Bedingfield	... 2,507	R. T. Wells	... 1,205
Eliza Warner	... 1,198	S. Child	... 3,457
W. F. Smith	... 3,892	Charles Loeffleur	... 1,567
Alfred Erb	... 2,098	J. Colbeck	... 1,220
W. J. King	... 1,445	D. L. Elkan	... 1,600
E. J. Stimson	... 1,659		

Messrs.

John Player & Sons,



Limited.

Beg to inform . . .
the Trade
that the
price of

"LIFEBUOY"

TOBACCO will . . .
in future be

PER **3/4** LB.

COLONIAL

HAND-MADE
HAVANA
FILLERS.

ATTRACTIVE.
ARTISTIC.
BEAUTIFULLY FINISHED.

EMPIRES

EQUAL TO ANY **4d.** CIGAR.

Special Offer for 2,000 in Patent Cases, 5 in a Case, Carriage
Paid, 13/9 per 100. **NETT CASH.**

SIDNEY PULLINGER, *Ld.*,

NOTTINGHAM
and
BIRMINGHAM.

THE TIP TOP 2d. PACKET.

Monastery Cigarettes



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



Adkin & Sons,

LONDON, E.

On the other hand, there have been a number of new Companies floated during the year, and it is becoming evident that manufacturers find a substantial advantage in these days of competition, in the large capitals which they obtain by converting their businesses into Limited Companies. The following list shows some of the most important issues:—

	£
United Cigarette Machine	750,000
Lambert & Butler	450,000
Wm. Clarke & Sons	500,000
Rimboen Cigar Co.	15,000
A. Frankau & Co.	200,000
Thos. Bear & Sons	60,000
Charlesworth & Austin	20,000
Awiss Brothers	50,000
"Simplex" Cigarette Machine	12,000
Sandorides & Co.	10,000
E. Gabaret & Co.	160,000

To this we should add Ogdens Ltd., a Company which has recently found it necessary to increase its capital considerably in consequence of expanding trade. Particulars were published of the issue in our last number. The dividends of some of the best known trading Companies are given in the list below, and the returns must be considered highly satisfactory:—

Baron Cigarette Machine Co.	12½ per cent.
R. & J. Hill	8 "
B. Morris & Sons	7 "
A. J. Baker & Co.	7 "
Salmon & Gluckstein	9 "
A. I. Jones & Co.	10 "
John Hunter, Wiltshire, & Co.	8 "
Sidney Pullinger... ..	7½ "
Singleton & Co.	6 "
Ogdens Ltd.	10 "
Cope Bros.	5 "

The Board of Trade returns for the eleven months ending November 30th last, show a consumption of 68,957,328 lbs., compared with 65,681,958 lbs. for the same eleven months of 1898, or an increase of 3,275,370 lbs. This shows a healthy state of things, and will be unpleasant reading for the anti-tobacco "cranks."

In our issue of January, 1899, we remarked upon the enormous development of the cigarette trade during 1898, and though the almost phenomenal progress then recorded has not continued at the same rate, yet the cigarette trade has shown a large and steady increase, which, we think, will be fully maintained in 1900.

The British-made cigar is coming more and more into favour, and there is every prospect of a greatly extended output this year. Old prejudices die hard, but our manufacturers, by the uniformly excellent quality of their goods, are rapidly overcoming them, and it only requires a determined effort in the direction of providing suitable training for cigar hands to render the British-made article as popular as it deserves.

We must end, as we began, in gloom, when we record the number of good men who have left us in 1899. The following is the melancholy list:—

Harry Anderson (London).
David Abercrombie (of R. & J. Hill).
Richard Brigham (Reading).
William Birch (of Players').
R. M. Easton (Yarmouth).
G. E. Stockman.
Louis Kuttner.
John Reeve (Leicester).
J. Redford (Clerkenwell).
E. W. Wycherley (of Copes').

Our contemporary, the *London Journal*, in discussing the ever-interesting question of great men who have consumed the weed, adds to the already long list—Milton, Congreve, Phillips, Prior, Steele, Moore, Byron, "Leviathan" Hobbes, Carlyle, Sir Walter Scott, and Isaac Newton. Our contemporary goes on to say: "It is a matter of common report that Tennyson smoked twelve cigars over the line 'Faultily faultless, icily regular, splendidly null.'" We should rather doubt this, as the great man preferred clay pipes, and liked them new. It was, in fact, his habit never to smoke a clay more than once. We know plenty of men who can smoke twelve cigars in a reasonable time limit, but up to going to press we have not heard of their producing a line of verse of any kind. Let them hurry up—there is a real opening for a good man in the poetry business, provided he possesses a little talent, a deal of impudence, and a lot of log-rolling friends.

THE fiend who provides the "bitty" journals with so much utterly useless information has been at it again. He estimates that the 807,000,000 million cigarettes which were smoked last year in France would, if placed end to end, go 514 times round the globe. We do not like the task of correcting these remarkable figures, but we may say that our tame statistician has just come out of the cellar, where we had kept him on low diet for three days whilst working out the sum, and tells us they would only go round the globe 513½ times.

THE frivolous cigarette has been in its time held responsible for nearly all the diseases which afflict suffering humanity, yet, despite the "croakers," it is getting more popular every year. It has been left to our American cousins to discover that cigarette smoking causes lunacy, and there is a crusade being vigorously prosecuted against the practice. We can well believe that this is true, judging from some of the brands which reach our shores, and we are of opinion that people are afflicted with imbecility, which, unlike madness, is incurable, who do not take advantage of the many opportunities afforded them by British manufacturers who can sell a real good article at a moderate price.

A NOVA SCOTIA paper records the death of Dr. William Ira Cass, the oldest physician in the province of Ontario, at the age of 95, and proceeds to state that he abstained from tobacco, alcohol, and meat all his life. Exactly so! had he enjoyed the "weed," he would have attained his century.

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.)

OUR Aberdonian friends are showing a kindly consideration for lovers of the "weed"—the City Hospital Committee having recently authorised the construction of a smoking room for the male patients at a cost of £30. It is true that the proposal did not pass without opposition, one sapient Councillor remarking that they might as well fit up a billiard room, but common sense prevailed in the end, and we venture to congratulate the authorities on their decision.

Who shall say that Press Cutting Agencies possess no sense of humour? We received, under the heading of "Tobacco," an article on "Matches made in Boarding Houses," from the *Siam Free Press*. A rapid glance showed us that it was Dan Cupid's work which was the subject, and not the safety match of commerce. By-the-bye, do Dan Cupid's matches always strike only on the box?

THE following is from the *Accrington Chronicle* :—

There are, of course, cigarettes and cigarettes. When the tobacco of which they consist is fresh and the best of its kind, and the paper in which it is enclosed of delicate manufacture, there is nothing positively offensive in their smell. But the majority of cigarettes consumed in England, and consequently of the cigarette smoke as it assails a majority of our nostrils, is insufferable. The tobacco is stale and of an inferior quality, the paper is coarse, and its aroma is clearly perceptible; while the general impression produced upon our olfactory organs is that of a mephitic fume such as might ascend if crushed straw, sprinkled over with cayenne pepper, and interspersed with small fragments of brown paper, were ignited on a dish.

And to think this is the twentieth—we mean, nearly the twentieth—century. We are afraid the Editor has not yet found the right brand; till he does we advise calmness, and recommend that his stock of writing materials be removed.

THE following is the latest version of a rather old story. Perhaps at this season, however, it will bear repetition :— A lady announced to one of her female cronies that she intended giving her "hubby" a hundred cigars for Christmas. "And I know they are the kind he likes," she added, "because he bought them himself. I've taken one or two out of his box every day for the last few months. He hasn't missed them—how extravagant and careless men are!—and of course they won't cost me anything at all. Yes, I've bought a new box for them."

THE winner of last month's competition, in which the word "telephone" was mis-spelt, in Messrs. Caridi's advertisement, is Mr. T. W. Harris, of 40, Petty Cury, Cambridge. Mr. Harris was fortunate enough last month to obtain a Consolation prize: this month his letter came out first, and although it may appear hard to many competitors who have been trying unsuccessfully for a long time to be the recipients of 20s. worth of goods as a present, we have no alternative but to give it to Mr. Harris again. Our rule is a hard-and-fast one—the sender of the first envelope opened containing the correct word is the winner, and any deviation from this, however slight, would be dishonest. Try again—it may be your turn next.

Uses of Tobacco Juice in France.

All tobacco shops in France are compelled to keep a stock of what is called "tobacco juice, rich in nicotine and guaranteed." This is manufactured by the tobacco monopoly in Paris. The article, it is claimed, possesses the following advantages :— (1) It is free from all matter susceptible of fermentation, and keeps for an indefinite period if in closed vessels. (2) It contains no resinous matter, and is almost transparent; therefore, it does not injure or clog the spraying machines, and does not stain plants or flowers, or the wool of sheep. (3) It has a Government guarantee as to the proportion of nicotine it contains, which never varies. This product, it is also claimed, contains from five to six times the quantity of nicotine that may be found in ordinary tobacco juice, and that, therefore, one-fifth to one-sixth of the quantity will accomplish the object to which it is applied. For spraying purposes the product is employed in the proportion of one part of juice to one-hundred parts of water. It is stated that the spraying of plants should be done after sunset, and that they should be sprinkled with clean water on the following day. For fumigating hot-houses the proportion is one part of juice to five of water. The mixture is sprayed upon bricks or iron sheets heated to a temperature sufficiently high to produce rapid evaporation. It is claimed that insects and parasites are absolutely destroyed by this process. It is said, furthermore, that the preparation is most efficacious for the destruction of all insects in cattle, as well as being a preventative of all manner of parasite attacks. For these purposes the juice is mixed in the proportion of one part to twenty of water. It is recommended that the lotion be not used as a general bath, but applied gradually on limited surfaces. It should not be brought in contact with sores or erosions of any kind. The benefits accruing from the use of these mixtures are said to be greatly enhanced by mixing 100 grammes (about 3½ ounces) of soda crystals with each litre (1·7 pints) of diluted juice. Regarding the use of this product in the Alpes Maritimes, the United States Consul at Nice says that it is rapidly coming into general favour for all the purposes mentioned above. He has seen it used with complete success in curing what is popularly called "le noir."—This parasitic affliction is not confined to orange, lemon, olive, and other trees, but has been most disastrous to such vegetables as potatoes, beans, peas, tomatoes, &c. He has also seen whole rows of orange trees so thickly coated with parasites that every leaf appeared coated with soot (hence the popular appellation, "le noir"), and he has been enabled to verify the fact that three or four applications of the lotion have prevented the disease attacking new leaves, and have caused the disappearance of the black deposit upon those attacked. A proprietor of an olive grove in Nice has recently stated that the use of the juice in combating "le noir," which has destroyed many thousands of olive trees in the department, is most costly, but at the same time very efficacious. The spraying machines used to spread the mixture are the same as those employed in applying sulphate of copper to vineyards. Efforts have been made to ascertain whether the use of tobacco juice would not be more desirable in treating vines for the cure of the oidium—a parasitic disease of the vine leaves—than sulphate of copper, but it appears impossible to discover anyone who has experimented with the two treatments. It would appear, at first sight, that tobacco juice would be preferable, as sulphate has always been considered a preventive of attacks upon the grapes themselves, especially after the bunches are completely developed, whereas the oidium attacks only the bases, and indirectly the vitality of the plant.

MR. O'HOOOLIGAN : "Divil a bit will Oi stop smokin' as long as Oi live."

MRS. O'HOOOLIGAN : "An' the chances are that ye'll not stop whin' ye're dead, neither."

AN EXPLANATION.

JONES : "How did you manage to get through the crowd so quickly? It took me nearly an hour."

BROWN : "You remember that cigar you gave me this morning?"

JONES : "Yes; but—"

BROWN : "Well, I was smoking it."

CUSTOMER (entering poultry shop) : "I should like to see a nice fat goose."

Small Boy : "Yes, sir; father will be down directly."

"LA CINGARA," finest imported Mexicans.

Sole Importers:

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

INCREASES TRADE.



ARE YOU GETTING YOUR SHARE?

Send your

Repairs

TO US.

We are making a special feature of them in connection with our

NEW PIPE FACTORY.

You can rely on promptness, high-class workmanship, and moderate charges.

Pipes and Holders of any design made to order on the shortest notice.

SINGLETON & COLE,

LTD.,

CANNON STREET,
BIRMINGHAM.

OUR LEADING LINES in Packet Cigarettes are:

"Real Joy" Cigarettes,

5 for 1d.; 13/6 per 1,000

(The Largest 1d. Packet in the Trade),

"Silk Cut," Cork Tipped,

In Packets of 10; 20/0 per 1,000

"Virginia Beauties,"

In Pkts. of 20 for 3d.; 10/0 per 1,000

"Golden Blossoms,"

Tins of 25's & 50's; 13/6 per 1,000

"Sincola," Leaf Tipped,

Tins of 25's & 50's; 17/6 per 1,000

SUBJECT TO OUR USUAL DISCOUNTS.

SEND FOR REVISED GENERAL PRICE LIST.

SINGLETON & COLE, LTD., BIRMINGHAM.

Our Smoking Mixture.

Canadian Consumption of Tobacco.—The total number of cigars consumed in Canada from June 30, 1898, to June 30, 1899, was 127,000,000; of this number over 6,000,000 have been used in Winnipeg, and there has been an increase of 1,013,000 over the preceding year, which gives an increase in revenue to the Dominion Government of £12,150. There has been 37,880 lbs. more of raw leaf used in Winnipeg than in 1898. The consumption of cigars in Montreal increased by 4,500,000; London by 2,000,000, and Toronto by 1,500,000. A large number of other cities have an increase of 1,000,000 each. During the fiscal year of 1898-99, Canadians smoked 100,000,000 cigarettes, an increase over the previous year of 21,000,000. The total amount of raw leaf used in Canada was 10,000,000 lbs., and the total revenue collected was about £808,350.

A Soldier at the front writes to the papers that he is unable to get any tobacco, and he says he would give half-a-crown for half-an-ounce. What's become of the tons of tobacco, thousands of pipes, boxes of cigars and cigarettes which philanthropists have sent out? Surely they should have arrived by this time, and got into the hands of those for whom they were intended. If not, why not?

To the Indian smoking is a sacred rite, as well as a social indulgence. It is associated practically with all their religious observances, and something of the sacred character of the practice has been transferred to the material itself, for tobacco is often used as an offering to the dead, or sprinkled on rocks, or in places considered sacred. It is also sent as a peace-offering, either to individuals or to other tribes. Sent with other offerings and some proposition or question, it is equivalent to a request for an answer—an Indian R.S.V.P. When a long journey, or some serious undertaking is in hand, there is always much deliberation and frequent recourse to the pipe or cigarette, accompanied sometimes by retirement and prolonged fasting.

The Tobacco Duty.—The revenue received by the Government up to a recent date from April 1st compares unfavourably with the corresponding eight months of 1898. The deficit, which amounts to about £533,000, is no doubt due to the abnormal clearances last March. In November, however, the amount paid in duty for home consumption exceeds by £14,500 that of the corresponding month in the previous year, which would seem to show that the total imports for the twelve months may not be so far behind.

A Good Crop.—A Kentucky farmer has sold the tobacco raised this year on his farm of eighty acres for £1,900. The land recently cost him £900.

According to the Levant Herald, the idea of a State monopoly of tobacco in Greece has not been entirely abandoned. Under a convention with an English Company, which was very nearly concluded, it was estimated that the receipts would amount to fifteen million drachmai, and in that case the Government would receive fourteen millions as its proportion. It is now pointed out that the increase in revenue sought by the Government could be secured without the intervention of a State monopoly, if the proper steps were taken. An improved preventive service has in the first ten months of the current year brought about an increase of one million drachmai in the revenue receipts, and this gain would be much more considerable if smuggling were wholly suppressed. Our contemporary is of opinion that merchants are prepared to pay higher duties, and that the additional drachma per oke which it is proposed to levy would bring up the tobacco revenues to the fourteen millions—the amount that the monopoly is estimated to produce.

French Tobacco Statistics.—A Paris correspondent writes:—"The year 1899 has been a very distinguished one so far as the tobacco consumption is concerned. During the past eleven months of the closing year the Régie has sold tobacco for the enormous amount of 376,000,000 £, i.e., 17,000,000 £ more than was foreseen in the estimates and 10,000,000 £ in excess of last year's corresponding returns. It makes an average of 34,000,000 £ per month. There is no doubt that the present month will show no falling off; up to the present there are even some reasons to believe that it will be still more favourable. But admitting the same proportions, the whole year 1899 will have yielded a total of 410,000,000 £.—the highest figure ever reached in France. To the above figure Paris alone has contributed during the eleven

months 65,000,000 £; so that every Parisian smokes to the extent of about 26 £ per year."

What there is fascinating to the bovine creature in a tobacconist's shop it is hard to say, but there is evidently something attractive, as it is now a common occurrence for these useful quadrupeds to invade the temples of the weed. Last month, in two very different parts of the country, viz., Exeter and Boston, two worthy members of our trade received a visitor. In the first instance a steer entered the shop of Mrs. Challice, tobacconist, of Fore Street, Exeter. The animal became wedged between the doorway and the interior of the premises. It had to be beaten backwards into the street, and in the course of its exit a portion of a window showcase was smashed and some periodicals and newspapers were knocked down and trampled upon. In the second case, a beast being driven down High Street, Boston, Lincs., the other day, took upon itself to visit the shop of Mr. Pick, tobacconist. Evidently the animal was not enamoured of the flavour of the fragrant weed, so turned round and made a precipitate flight. It is only a few days since Mr. Brittain, of 44, High Street, in the same town, had a visit from a bullock into his establishment. Can it be that they wish to chew something more satisfactory than the cud?

The Christchurch (Hampshire) Guardians seem always face to face with the tobacco question. An inmate recently applied that he might have the customary ounce as by law allowed, and pointed out that he was sixty years of age, although the register at the union showed he would not reach that age until March next. A majority of the Guardians, non-smokers we presume, were inexorable, and the request was refused. A request by Mr. C. W. Wyatt that he be allowed to give the pauper an ounce of tobacco weekly until March next was also declined with thanks, Mr. Druitt remarking that the Guardians "talked about self-indulgence if a man had a glass of beer, and yet they were encouraging self-indulgence in tobacco, which was a decided poison, and did more to demoralise —," the remainder of the sentence being lost in the laughter which prevailed. Looking at the healthy and robust condition of some of the ardent smokers among the Guardians, it must be a somewhat slow poison.

State Monopoly.—According to the *Farben Zeitung*, the entire amber production of East Prussia has passed into the hands of the Government. By virtue of the law of May 1, A.C.: "The Imperial Government is empowered to apply the sum of 9,750,000 marks (£487,500) to the purchase of the real estate situated in the districts of Fischhausen and Memel and in the city of Königsberg, i. p., belonging to the firm of Stantien and Becker or Privy Councillor Becker, of Königsberg, i. p., as well as the entire business and establishment carried on under the said firm in Germany for the production and working up of amber and trade in raw amber, ambroid, melted amber (colophony) and by-products."

There should be no room behind the counter for the grumpy man. It is just as easy to speak in a pleasant tone of voice as it is to growl; it is just as easy to smile across the counter as it is to frown. Even if you are one of those pompous individuals who pride themselves on being "a man of few words," you can speak those few words pleasantly and leisurely, with as little effort as it would require to spit them out or bite them off. It you can't, you had better get out of the cigar business.

Thackeray says: The pipe draws wisdom from the lips of the philosopher, and shuts up the mouth of the foolish.

Broseley Clays.—At the present time the peaceful hamlet of Broseley produces some ten millions of pipes every year. The largest are the Lord Crewe and the Alderman. The "Long Broseley Churchwarden" is twenty-five inches long, the farmer's pipe or small churchwarden is twenty-two inches long, and the minor sizes range from eighteen inches to the humble cutty of some four inches. There is no difference in the material of all these varieties; each one is made from the fine white clay brought up in balls from Newton Abbot, in the county of Devon. In the manufacture of the pipe from the clay there is a great deal of hand labour, and many women are employed. After the clay has been milled and cleansed, and softened and worked into a mass like putty, a woman takes a handful of it and deftly rolls it on a board in front of her until, with the palm of the hand, she has fashioned a rough pipe. The dexterity shown in this process is very remarkable. When the clay is rolled vigorously, that it may be firmly knit, the pipes pass to the moulders, women, who pierce the long narrow stems with a needle. So skilful are they that they seldom force the needle out of the clay. After the pipe has been pressed in a mould, a punch is used to hollow the bowl. A knife trims away the rough edges, and in a few moments the pipe has taken perfect shape from the heap of clay, and is ready to be burnt.

Freeman's
'DARVEL BAY'
(BORNEO)

Cigars
STILL HOLD THE LEAD,

AND SELL AS FREELY AS IMPORTED HAVANAS.

Made in six sizes.

Sole Agents : JOHN CARIDI & CO.,

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

Telegraphic Address :

"DRASTIC, LONDON."

LONDON, E.C.

Telephone: 477 Avenue.

At last there dawns upon the average local retail cigar dealer the fact that his name is of less importance than the wares he has to sell, says *Tobacco Leaf*. In other words, that while the flamboyant sign "Johnnie Jones" does not interest the average man, the simple word "Cigars" is what brings trade. Consequently, one begins to see signs of live, virile style, on which that magic word appears prominently, and, after that is seen, the name catches on. Windows are not covered with opaline letters as in the older style stores, but simply the word "Cigars," and it would appear that the advertisement along this line is undergoing a common-sense change. It is the old story which I told some years ago of the gradual elimination of words from the sign "Good fresh fish for sale here," dropping "here," "for sale," "good," and finally "fresh," the statement that the "Fish" was good, fresh, or for sale just there being superfluous, no one expecting it to be poor, to stink, or to be given away or sold elsewhere. This is a good story to remember.

Tobacco and the Heart.—The *New Orleans Times-Democrat* gives the following interesting interview on the above subject:—"I don't like to upset a cherished tradition," said a doctor who is himself a devotee of the weed, "but the talk one hears of nicotine saturating the systems of smokers is mostly rot. Nicotine is a deadly poison. One drop of it will make a good-sized mastiff turn up his toes if injected subcutaneously, and it would take precious little of it to kill a man. The truth is that very little is absorbed, even by the most confirmed smokers. Now and then you read of men who die from excessive tobacco using and are found on autopsy to be literally reeking with nicotine. All rubbish. Nothing of the kind ever happened. Again, it's a favourite experiment to blow smoke through a handkerchief, and the stain that is produced is popularly supposed to be made by nicotine. It is really oil of tobacco, which is a horse of quite a different colour. No, the chief harm done by smoking is the stimulus which it gives to the heart. This is particularly true of cigarette smoking, where 'inhaling' is nearly always practised. Each time the smoke is inhaled it acts as a slight spurt to the heart, and, needless to say, there is sure to be a reaction. If the smoker is in good general health, he will probably never feel it, but if he isn't there will be periods of profound depression, and, not knowing the cause, he is apt to try to brace up on a drink, which makes matters just that much worse. If he has organic heart trouble—valvular weakness, I mean—it's quite possible that he will tumble over some day and put his angel plumage on. Those are the cold facts about smoking—none other are genuine."

Cigar Manufacture.

The *Canadian Cigar and Tobacco Journal* has the following interesting and practical article on cigar manufacture:—"In dealing with the question of turning out good cigar makers by the establishment of apprentice schools, the feasibility of the plan cannot be doubted, nor can its advisability. Why should it not be possible for three or four cigar manufacturers together to take on boys and girls to teach them the trade without financial loss? These apprentices, after a few weeks, would turn out a certain quantity of cigars which could be disposed of as ordinary cheap goods; and the school would be self-supporting. The main object, of course, is to recruit the depleted stock of skilled mechanics. To do this care would have to be taken to give every boy and girl their proper place. Some for rolling, some for bunch-making, and some for hand-work. It is not the object of this article to go into details of such an undertaking, but it is a subject that is worthy of serious consideration in view of the ever-growing scarcity of skilled cigar makers. Everybody acquainted with the trade will admit that the "Spanish style" of making cigars represents the highest class of workmanship in our trade. Some of the methods introduced in the preparing and working of tobacco on clear Havanas could be well adopted by seed and Havana manufacturers to the benefit of their product. Take, for instance, the very preparation of the raw material. Havana fillers always, and all other kinds of filler very often, should be barrelled while in the drying process, and no advantage can be gained by spreading out the filler on screens to dry after taking it from the strippers. The very nature of tobacco tells you that such is directly against obtaining good results, both from the standpoint of economy as well as quality. Most of our Havana has a certain inherent chemical property which is necessary for preserving it and bringing out its full qualities, and when the filler is stripped and at once spread out for drying such qualities as the tobacco may have gained through this property are bound to deteriorate. To preserve the richness of flavour, and even increase its taste in some instances, is certainly the main object of skilled manipulation, and tobacco should be put

in barrels to dry, with an open space for air to circulate. In some instances it may be necessary to put holes on all sides of the barrel, thus preventing any kind of sweating, especially in warm weather. It is very often heard that tobacco in barrels will sweat, and one has to be guided by the nature of the tobacco. Nothing is more misleading than this. Between sweating and drying in barrels is a vast difference. To be sweated in such a way would require a compact packing, even some pressure, and the shutting out of all air, while the process of merely drying is obtained in just the opposite way. The economy in preparing tobacco in this way is apparent when we consider that tobacco dried in this manner will have to be booked and properly opened. Thus the manufacturer will get less scraps from his strippers, a point every manufacturer desires to attain, and have his tobacco properly opened, thereby insuring spongy workmanship, and not undue packing of bunches. The main advantage of a clear Havana cigar is undoubtedly in the fact that the filler is all straight in the bunch, that is, all the points of the filler are towards the ends of the cigar, producing thereby equality of burn and taste. It is but natural that where one leaf is burned with the grain and another against it in the same cigar, the quality of the goods suffers. No leaf, especially Havana, burned against the grain, will burn as free and produce as good aroma as one burned with it.

Dull-day Anecdotes.

(BY THE STROLLER IN *Tobacco Leaf*, U.S.A.)

"Do you know," began the gossipy broker, "that there are some firms in the leaf business who are so situated that they don't care whether they do any business or not; in fact, who are a little inclined toward the latter? I have one such, who do business in a certain city, in mind now. There are two partners in the firm, and each is independently rich. They have been in the leaf business for something like forty years, and during that time have made enough money to supply their descendants for generations to come. You see, these old fellows have been hanging around that establishment so long that they really couldn't live anywhere else. They have been threatening to retire for the past ten years, but they have a sentimental attachment for the business that is too strong to be overcome. Too stingy? Oh no. I know some old fellows who, though they amassed fortunes long ago, are plugging along in their old age, with 'More! More!' as their motto, trading, scheming and contriving to make another \$10,000. But the men I am speaking of aren't in that category. They don't care about making any more money. They have accumulated a sufficiency, and are perfectly satisfied to let the 'other fellow' have a chance. But the old time-worn office, the leather-covered chairs, the scent of the leaf tobacco, the rattle of the passing trucks, and the daily chats with brokers and business friends have come to be second nature to them, and without these environments they could not be content. The morning nip, the stories and repartee at the lunch table, the trying of a piece of tobacco—all these things have become essential to their very existence, and to close up the doors or sell out to some of their contemporaries would be like banishment to a strange land. One morning, while I was there, these two were sitting lazily in their comfortable office chairs, smoking and discussing the latest failure, when the postman came in and threw a letter, face down, on a table nearby. Each of the partners cast his eyes towards it with hardly a suspicion of curiosity in his glance. They went on smoking for a few moments, and finally one stopped puffing long enough to say, carelessly, 'Open the letter, Jake.'

"You're nearer to it," answered his partner, good-naturedly. 'Open it yourself, Julius.'

"Julius replied by settling more comfortably in his chair, and knocking the ashes from his cigar. He looked at the letter dreamily for a while, and then remarked speculatively:

"Probably it's from that Binghamton fellow that bought our Connecticut seconds."

"No, it isn't," put in Jake, for the sake of an argument.

"What'll you bet?" asked Julius.

"Drinks for the three of us," answered Jake, looking at the clock to see if it were about time for the regular eye-opener.

"It's a go," declared Julius, and turning to me—I sat beside the table—he said: 'Turn it over.'

"I did so, and read the name printed on the envelope. I've forgotten which won, but we had the drink, and it just goes to show how little they care about the money end of the business. And so it runs on from day to day. The old beggar woman calls for her nickel, and gets it as she has for years; the crippled panhandler always finds his package of table-cuttings ready for him; the porter and the book-keeper draw their pay just as they did when they really earned it, and everybody is satisfied."

B. Muratti, Sons & Co., LTD.

**Cigarette and Tobacco Manufacturers,
MANCHESTER, LONDON, AND CONSTANTINOPLE.**

Sole Proprietors and Manufacturers of the Celebrated Brands:—"ARISTON," "NEB-KA," "ZINNIA," &c.

NEW BRANDS.

FINEST SILK-CUT VIRGINIA CIGARETTES, in 100's, 50's and 25's. Packed in Handsome Watered-silk Padded-lid Boxes.

GOLD-TIPPED DUBEC CIGARETTES, in 100's only, in neat Straw-covered Boxes.

GOLD-TIPPED VIRGINIA CIGARETTES, in 100's only, in neat Straw-covered Boxes.

For Quotations apply to the Registered Offices:

54, WHITWORTH STREET, MANCHESTER.

London Offices and Sale Rooms:—5, CREED LANE, E.C.

THE

FLOR DE MUNSHEE

(CIGARS and WHIFFS),

The Perfection of Mild Indian Cigars.

SOLE AGENTS—

JOHN CARIDI & Co.,

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

Telegraphic Address: "DRASTIC," LONDON.

Telephone: 477 Avenue.

Sumatra and Borneo Tobacco : A Review of 1899.

THE season which concluded with the sale at Amsterdam on October 31 of 13,272 bales of Sumatra tobacco, and some parcels of Mexican and Paraguayan leaf, must be pronounced a disappointing one if the average prices obtained for the crops of both islands be alone considered; but, in view of the unusually large quantity and inferior quality of much of the crop, the result of the sales has been better than might have been anticipated, and the readiness with which an exceptionally large supply has been absorbed is strong evidence of the healthy state of the market. The best proof of this is that out of the total Sumatra crop of 235,652 bales, only 719 were reported as remaining in first hands at the end of the sales, or, roughly, $\frac{1}{3}$ per cent., an amount which has since been yet further reduced; while, of the Borneo crop, consisting of 21,946 bales, the quantity left in first hands and on the water was returned at 1,624 bales, or about $7\frac{1}{2}$ per cent. The total crop of both Sumatra and Borneo, it will be seen from the above figures, amounted to 257,598 bales. It may be mentioned that these figures include the imports at Bremen as well as those at Amsterdam and Rotterdam.

The sterling value of the Sumatra crops shows a marked difference in favour of last year, when about £3,116,666 was realised; whereas the much larger crop sold this year brought but £2,750,000. The same is not the case with Borneo, the figures here being £190,416 and £217,500 respectively, the difference of $1\frac{1}{2}$ cent. per pound in favour of last year being more than counterbalanced by the larger quantity coming forward this year. The total sales at these three different trade centres were as follow:—

	Sumatra. Bales.	Borneo. Bales.	Total. Bales.
Amsterdam	201,807	17,800	219,607
Rotterdam	30,883	2,941	33,824
Bremen	2,243	116	2,359
	234,933	20,857	255,790

The average price obtained for the Sumatra crop was 92 Dutch cents, or about 15.6 $\frac{1}{2}$ d. per pound, as against 122 cents, or about 2s. 0 $\frac{1}{2}$ d., obtained for the crop of 201,736 bales marketed last year. Only five times previously in thirty-five years since the establishment of the industry in 1864 has the average price been as low or lower, which will be seen from the following table:—

Year of sale.	Crop in bales.	Price per lb. in Dutch cents.	English equivalent.
1865	50	48	0 9 $\frac{1}{2}$
1868	210	73	1 2 $\frac{1}{2}$
1891	236,323	72 $\frac{1}{2}$	1 2 $\frac{1}{2}$
1892	225,629	92	1 6 $\frac{1}{2}$
1896	204,847	90	1 6
1899	235,652*	92	1 6 $\frac{1}{2}$

* 719 bales left in first hands.

The tables immediately below show the course of the market during the present decade for Sumatra and Borneo tobacco respectively. It should be borne in mind that the crop sold in Europe any given year is that grown the previous year:—

Sumatra crop sold.	Bales.	Price per lb. Dutch cents.	English equivalent.
1891	236,323	72 $\frac{1}{2}$	1 2 $\frac{1}{2}$
1892	225,629	92	1 6 $\frac{1}{2}$
1893	144,689	126	2 1
1894	169,520	144	2 9
1895	193,334	119	2 0
1896	204,647	90	1 6
1897	191,185	111	1 10
1898	201,736	122	2 0 $\frac{1}{2}$
1899	235,652	92	1 6 $\frac{1}{2}$

Borneo crop sold.	Bales.	Price per lb. Dutch cents.	English equivalent.
1891	9,392	69	1 2
1892	13,608	62	1 0 $\frac{1}{2}$
1893	10,255	121	2 0
1894	9,114	141	2 4
1895	10,152	97	1 7 $\frac{1}{2}$
1896	13,99	104	1 9
1897	19,420	85	1 5
1898	17,920	85	1 5
1899	20,857	83 $\frac{1}{2}$	1 4 $\frac{1}{2}$

The figures for the combined crop are as follow:—

Crop sold.	Sumatra. Bales.	Price. Dutch cents.	Borneo. Bales.	Price. Dutch cents.	Total bales.
1891	236,323	72 $\frac{1}{2}$	9,392	69	245,715
1892	226,629	92	13,608	62	239,237
1893	144,689	126	10,255	121	154,944
1894	169,520	144	9,114	141	178,634
1895	193,334	119	10,152	97	203,486
1896	204,647	90	13,994	104	218,641
1897	191,185	111	19,420	85	210,605
1898	201,736	122	19,920	85	219,656
1899	235,652	92	20,857	83 $\frac{1}{2}$	256,509

The close relationship between large production and low prices is shown in a marked manner from the foregoing tables; but the comparatively hard state of the market, in face of the unparalleled supply, is shown by a comparison between 1891 and the present year. The quantity of Sumatra leaf on each occasion is practically identical, but the price is this year about 27 per cent. higher; while in the case of Borneo, with a production more than doubled, the difference in price in favour of the present year is about 20 per cent. The future of the market is by no means unpromising, even supposing the present large supplies to continue.

The New York *Tobacco Leaf* reports, with regard to the Sumatra tobacco, that if the present condition of business continues as it is now, stocks will be lower when the inscriptions of 1900 open than they have been for years past. The prices which importers are receiving for their goods cannot be considered high, and so long as they continue to sell at ruling figures, the present favourable conditions in the market will continue.

Another factor in favour of the industry is the low price of silver, which renders production much cheaper than it was in the early nineties. While, therefore, fluctuations in this, as in every other branch of the planting industry, must be from time to time anticipated, there appears little danger of a recurrence of the crisis which convulsed the industry in 1891.

The results for the last two years of the English limited liability companies engaged in this culture are shown in the table below:—

Company.	Crop sold 1898.			Crop sold 1899.		
	Fields cultivated.	Total bales.	Realised cts. per lb.	Fields cultivated.	Total bales.	Realised cts. per lb.
British Delhi	1,200	4,730	107	900	5,092	82 $\frac{1}{2}$
Sumatra Plantations	180	*684	148	162	972	94 $\frac{1}{2}$
United Lankat	1,087	5,784	124	1,276	7,294	99 $\frac{1}{2}$
+Serdang Miji	500	3,070	108	550	4,532	92
N. London, Amsterdam, Borneo	247	1,483	64	200	1,691	87
N. London, Borneo	850	4,695	87	760	6,535	93
New Darvel Bay	460	2,310	131	550	3,577	110

* 797 more sold locally.

+ Formerly Netherlands India, &c., Company, Ltd.

The effect of the year's results on the shares of the above companies is shown by a comparison between the prices at which the shares stood a twelvemonth ago and those at which they stand to-day:—

Company.	Share.	Paid up.	Dec. 1, 1898.	Dec. 1, 1899.
British Deli Ord.	£ s. d.	all	2/6	5/-
Ditto Pref.	1 0 0	all	9/-	12/-
Ditto Deb.	100 0 0	all	95	100
Sumatra Plantations	0 6 8	all	5/-	6/-
United Lankat Ord.	1 0 0	all	36/-	39/-
Ditto Pref.	1 0 0	all	37/-	40/-
Serdang Mij. "A"	8 6 8	all	14 $\frac{1}{2}$	15 18
Ditto "B"	8 6 8	all	5 $\frac{1}{2}$	6 $\frac{1}{2}$
N. London, Amsterdam, Borneo	1 0 0	all	2/6	7/6
N. London, Borneo	1 0 0	16/-	16/3	18/9
New Darvel Bay	1 0 0	18/-	22/6	25/-

Financial News.

The Cutting Trade is not supplied with "PICK-ME-UP" Cigarettes.

“CARLTON.”

This is the name by which the new tobacco
is known everywhere

“CARLTON” has been long in preparation, and having been put to the test, has become first favourite with all smokers who appreciate a good tobacco.

“CARLTON” in 1-16ths. Traders are invited to send for a sample, which will be posted to them on receipt of trade card.

“CARLTON” is attractively packed and extensively advertised throughout the United Kingdom and Colonies.

“CARLTON” is listed at **4s. 10d.** per lb., subject to the usual trade discounts and terms.

WM. CLARKE & SON are convinced that in “CARLTON” they have discovered a tobacco of very exceptional smoking properties, and are clearly of the opinion that “CARLTON” will, before long, become the most extensively used pipe tobacco in this country. The manufacturers are alive to the fact that publicity is a necessity of the age; they are therefore resolved to utilize every suitable medium to draw smokers' attention to this new tobacco, and cordially invite the friendly co-operation of the retail trade.

WM. CLARKE & SON
LIVERPOOL & LONDON.



Notices for this Column should reach us by the 10th of the month.

MULTUM IN PARVO.

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

Trade Notes and Announcements.

The MESSRS. J. & H. ABLEWHITE have recently taken over the cigar and tobacconist's business formerly carried on by MR. R. C. BARLOW, at 14, High Street, Grantham.

MESSRS. JOHN AINSWORTH & Co., of 30, St. Mary Ave, have promised the Lord Mayor of London, on behalf of the City Volunteers going to South Africa, a gift of 25,000 cigarettes, to be supplemented by a further 25,000 or 30,000 in about a month hence.

MR. T. ALLCOCK, of Paradise Street, Tunstall, will shortly open a branch establishment in the High Street of the same town.

MESSRS. BRANDT & KUTTNER, cigar importers, of 115, Fleet Street, state that Mr. James Kuttner has succeeded his late father, Mr. Louis Kuttner, as a member of the firm, and that the business will be carried on as heretofore.

MR. H. W. DIGBY, of Short Wyre Street, Colchester, has succeeded to the business carried on by his father for many years at the same address.

MR. THOMAS H. FRANCOTT'S private address is now Badminton House, 136, Osborne Road, Forest Gate. Mr. Francott's customers please note.

MESSRS. J. R. FREEMAN & SON, of St. John's Road, Hoxton, have removed to temporary premises at 60, Worship Street, Finsbury, during rebuilding operations at their old address.

The stock-in-trade of MR. FRANCIS HALPIN, of Market Street, Killea, was recently sold in lots, by order of the Court of Bankruptcy in Ireland. Good prices were obtained for the goods.

The stock-in-trade of MR. RICHARD HARGREAVE, tobacco manufacturer, Hull, will be sold by order of the trustee of the bankrupt's estate, on Wednesday and Thursday, the 17th and 18th inst. About 90,000 British and foreign cigars and 40,000 Manillas are included in the general list. The machinery was down in the catalogue for sale on the 11th inst. Messrs. Lewendon & Son, of Hull, are the auctioneers.

MESSRS. R. & J. HILL, LTD., have appointed MR. W. H. ABERCROMBIE assistant manager of their Company. Mr. H. L. Peters still remains as managing director.

MESSRS. IND, COOPE & Co., LTD., of Burton-on-Trent, have been appointed sole agents in the provinces for the sale of the celebrated "Hoffman House" cigars.

MESSRS. CHARLES KAHN & Co., leaf importers, of 60, Fenchurch Street, E.C., have taken Mr. W. Herzfelder and Mr. George Henry Kahn into partnership. The style of the new firm will be Kahn & Herzfelder.

MESSRS. RICHARD LLOYD & SONS, of Holborn Bars, have forwarded 100,000 of their "British Brigade" cigarettes for the use of the soldiers at the front. As this brand is much appreciated by Tommy when at home, it will go to him abroad as an old friend.

The firm of MESSRS. J. MILLHOFF & Co. ("Pick-Me-Up" Millhoff), of 27, Commercial Street, E., has been registered as a limited company.

MESSRS. OGDENS LTD., of Liverpool and London, have allotted 300 lbs. of tobacco to the troops in South Africa, and this has been shipped from Woolwich.

MESSRS. SIDNEY PULLINGER, LTD., have now removed to their exceedingly handsome and extensive new premises at 41, Cannon Street, Birmingham. The premises extend from Cannon Street to Needless Alley.

THE RICHMOND CAVENDISH Co. announce that, being manufacturers in bond, they have special facilities for expeditious dispatch of all orders entrusted to them for tobaccos to be forwarded to the troops or individuals in South Africa.

MESSRS. W. D. & H. O. WILLS, LTD., have donated £50 to both the Licensed Victuallers' School and the Licensed Victuallers' Asylum.

The business of MESSRS. WOOD & HINDE, of Wolverhampton, has been purchased by MR. W. H. HINDE, who will continue it under the old style of the firm.

MR. HERBERT WOOD, late of the firm of MESSRS. WOOD & HINDE, has opened new premises in Lichfield Street, Wolverhampton, where he will trade as "John Wood & Son."

THE VENNERS CIGARETTE MACHINE Co., LTD., of 10, Austin Friars, report renewed activity in the manufacture of their machines. They have in hand a large number of orders which they are executing with as much despatch as possible, including machines for the French Government. The Company will be well represented at the forthcoming Paris Exhibition.

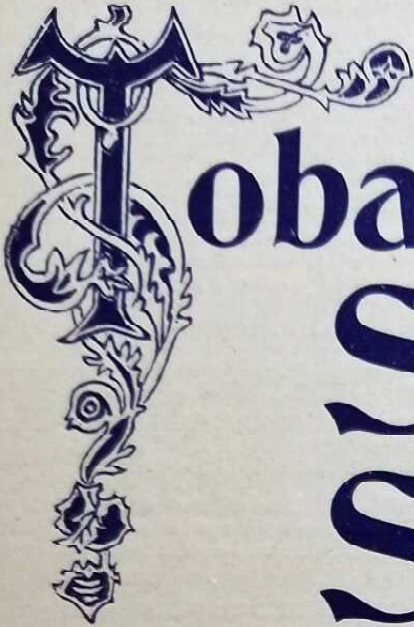
A provincial firm has recently put on the market a packet of cigarettes, to retail at 6d., under the title of "The Absent-Minded Beggar," *id.* being paid by the manufacturers, for each packet sold, to the *Daily Mail* fund. Rudyard Kipling's "pome" is included in every carton. Poor R. K. given away with a cigarette now!

Limited Companies.

THE AMERICAN TOBACCO Co. has declared quarterly dividends of 1½ per cent. on the common and 2 per cent. on the preferred stock.

BRITISH NORTH BORNEO Co.—Mr. Biddulph Martin, M.P., presided last month over the 34th half-yearly meeting of the British North Borneo Company, held at the Cannon Street Hotel. There was no formal business, but the Chairman made a statement, in the course of which he said that the accounts received up to the end of June showed the revenue had been 274,650 dols., as against 257,500 dols. in the corresponding period of last year, a considerable increase. Letters showed that there was considerable commercial activity in the country, and more coal had been found in Cowie Harbour. The timber business, which was mostly done with China and the East, was also flourishing, the railway was progressing, and the telegraph was in a thoroughly satisfactory condition. The staple crop in Borneo was, of course, tobacco, and last year 14,000 bales marketed produced about £166,000, or a tenfold increase in ten years. Reference had recently been made in the papers to certain disturbances on the West Coast. They were not certain whether Mat Salleh had instigated them, or whether it was only one of the usual disturbances that all Colonies were subject to. The directors had, however, every reason to hope that the trouble would be speedily dealt with, the more especially since they had now full authority and command over those people, who, before Mr. Cowie's visit to Borneo, were adherents of Mat Salleh and under the Sultan of Brunei's rule. Moreover, owing to Mat Salleh's action in the interior, they had got the Tambunans to voluntarily come under the Company's rule. He might mention that the moment the Board were made aware of the present disturbances they approached the Government for a gunboat, with the result that the Rattler was now on the spot; and they had telegraphed to their Commissioner that if Mat Salleh was in any way implicated in the disturbances he must be finally dealt with, because he would have proved himself not only incorrigible, but thoroughly ungrateful. For his (the Chairman's) own part,

There was a Tobacconist who wouldn't stock "PICK-ME-UP," and he is now in Carey Street.



THE
Tobacconists'
Supply
Syndicate

Telegraphic Address:
 "CRACKERS, LONDON."

Telephone No.
 1235, HOLBORN.

*Established for the purpose of supplying Mixed
 Parcels at the very lowest possible prices. All
 Tobacconists should become Subscribers to obtain
 the Bonus.*

Specialities.



Sarcko Cigars.

Sarcko Tobaccos.

Sarcko Cigarettes.

Havana Brands, Flor de Grack, IN 9 SIZES.

Las Flores de Denmark, IN 8 SIZES.

T.S.S. Cigars.

T.S.S. Tobaccos.

T.S.S. Cigarettes.

OUR NEW ILLUSTRATED BRITISH CIGAR LIST, with fac-simile reproductions of 29 Brands, and Weight Cigarette List, with 37 Illustrations, will be forwarded on receipt of Post Card.

Offices: 55, Farringdon Street, London, E.C.

Warehouse:

2, 3 & 4, PLUM TREE COURT, E.C.

Factory:

21, FARRINGDON STREET, E.C.

Branch Depots:

10, LONG LANE, E.C.

127, STRAND, W.C.

43, HIGH STREET, PUTNEY.

36^a, HILL ROAD, WIMBLEDON.



20, SUSSEX PLACE, SOUTH KENSINGTON.

167, EARL'S COURT ROAD, S.W.

263, PORTOBELLO ROAD, W.

238, GREAT PORTLAND STREET, W.

115, OLD KENT ROAD, S.E.

he was inclined to look upon the whole thing as a storm in a tea cup. In the course of reply to various questions, the Chairman expressed the utmost confidence in the capabilities of Mr. Hugh Clifford, their new Governor. A vote of thanks to the directors, moved by Baron D'Erlanger, concluded the proceedings.

Notice of intention to form a company under the Companies Act, 1896, has been given to acquire the business of MR. HUGH ROBERT DIXSON, of Melbourne, trading under the style of the DIXSON TOBACCO CO., LTD. The capital of the new Company is fixed at £40,000, in £1 shares, and the purchase price for the whole of the assets of such business, as from September 1 last, is to be the payment in money of a certain sum to be ascertained pursuant to the provisions of the agreement for sale, amounting to £20,710 19s. 5d. or thereabouts, and the allotment of 20,000 fully paid-up shares.

J. MILLHOFF & Co., LTD. Registered on December 22, by J. C. Rutter & Veitch, 16, Clifford's Inn, E.C., with a capital of £10,000, in £1 shares. Objects: To acquire and carry on the business of tobacco and cigar and snuff merchants carried on by J. Millhoff at 27, Commercial Street, E., as "J. Millhoff & Co." The first directors (to number not less than two nor more than five) are J. Millhoff (chairman) and D. Warhaft.

TURKISH REGIE EXPORT CO.—The seventh annual general meeting of the shareholders of the Turkish Regie Export Co., Ltd., was held on December 29 at the offices of the Tobacco Regie, Constantinople, Mr. Is. Fernandez in the chair. The Secretary read the report for the year ended July 31 last, which showed that it is only by the profits derived from the contract with the Tobacco Regie for the manufacture of high-class cigarettes that the Company has been enabled to sustain its heavy load of charges and to reduce the fund to cover early losses. At the same time the progressively increasing royalty paid to the Regie rendered the working of the contract so unprofitable that the Board has surrendered the right of the Company to manufacture cigarettes for local consumption a year before the expiration of the contract, and has obtained certain advantages in return. The gross profits of the year amounted to £T28,179.85, against £T34,301.59 in 1898, but the decrease of £T6,121.73 is reduced to £T2,897.92 by the curtailment of the expenditure by £T3,223.80, the net profits being £T11,259.56, against £T14,157.49 in the preceding year. The Board recommends that the profits should not be distributed, but should be applied to extinction of the loss account, which was originally £T88,455, and has gradually been reduced to £T53,147. The meeting approved the report and accounts and balance sheet to July 31 last, confirmed the contract concluded with the Tobacco Regie, and adopted the proposal of the Board that the profits shall be applied to the sinking fund.

Festive.

The members of MESSRS. KAPP & PETERSON'S Beaneast Club held their first annual concert and dance at the Antient Concert Rooms, Great Brunswick Street, on Monday evening, January 1. Dancing commenced at 9.30, and continued till 4 o'clock in the following morning, with intervals of songs by various artists. The venture proved a great success, upwards of 200 members and their friends taking part in the evening's amusement, and all expressing their great satisfaction at the manner in which the arrangements were carried out. The whole of the proceedings were planned by the employés of the above firm. Their president (Mr. Charles Peterson), Mr. Alfred Kapp, and several other distinguished members of the Dublin tobacco trade were present during the entire evening.

The concert which MR. H. J. NATHAN, of Stratford, inaugurated in aid of the *Daily Telegraph* war fund turned out in every way a huge success. Mr. Nathan bore the whole expenses of the entertainment himself, and is to be congratulated upon the result of his kindly thought. Nearly £100 has thus been added to the fund.

The marriage of MR. ISIDORE SALMON, of the Salmon & Gluckstein Co., to Miss KATE ABRAHAM, took place at the Bayswater Synagogue on December 19. The floral decorations were magnificent, and over 600 guests were invited.

The first annual soirée arranged by the Walsall Tobacconists' Association was held on Thursday evening, January 4, at the "British Oak," Lichtfield Street, Walsall. The affair passed off most successfully, a miscellaneous programme of music and dancing being thoroughly enjoyed by those present.

Fires.

A fire broke out, on the 21st ult., on the premises of MR. B. VIEGUT, tobacconist, of 16, Southwark Bridge Road. Several people living in the upper part of the house had narrow escapes, while some had to be removed to Guy's Hospital, and among the latter one sufferer who has since died.

A fire broke out on the premises of Mr. W. McKISSOCK, tobacconist, of High Street, Ayr, last month. The shop was practically gutted, and the damage to stock and fittings is estimated at £300, partly insured.

A gas explosion took place, last month, at the tobacco stall of MESSRS. FINLAY & Co., which stands on the platform at Darlington Station. Miss Cooper, the attendant, had a severe shock, and the plumber (who caused the trouble by looking for a leak in the gas-pipe with a lighted match) was burnt on the arm. A gentleman on the platform was also injured by the flame which shot out of the kiosk.

A good deal of damage was done to the stock and fittings of a lock-up tobacco shop belonging to Miss CRESSWELL, of Westgate, Guisborough, by a fire which broke out on the 19th ult.

A fire broke out in the tobacco department of MESSRS. OWEN J. CARTER & Co.'s stores at Chatham, on the 14th ult. The flames spread rapidly, and soon the whole of the premises were involved. Several of the Fire Brigade received serious injuries during the progress of the conflagration.

The premises of MESSRS. SALMON & GLUCKSTEIN, LTD., at 38A, Liverpool Street, were the scene of an outbreak of fire on the 28th ult. Firemen were promptly in attendance, and the flames were soon subdued, but not before some damage was done to the contents of the shop by water.

On Christmas Day, a lighted Chinese lantern in the shop window of Mr. L. PICKERING, tobacconist, Sydenham Road, S.E., fell on some goods below, and caused a flare. By the aid of several buckets of water a police constable put out the fire, but the contents of the window were considerably damaged.

On New Year's Day a fire occurred at a lock-up shop, 1A, Caroline Street, occupied by MR. BELL, but the flames being extinguished, the damage was confined to a quantity of cigars and tobacco.

The premises of MR. G. BIRD, tobacconist, of 146A, Stockwell Road, S.W., were discovered to be on fire just before mid-day on January 9. Despite the efforts of the local firemen, the entire house was gutted in an hour. The fire originated in the front shop.

In Re —

ARTHUR REGINALD HOBBS, formerly a tobacconist, of Above Bar, Southampton. Mr. W. L. Bell applied, last month, on behalf of the debtor, for his discharge, which was opposed by Mr. Lamport, on behalf of a creditor (Mr. Swayne) and Mr. C. A. Emanuel opposed, on behalf of himself. The Official Receiver (Mr. J. C. Moberly) reported that the debtor was made a bankrupt in July, 1895, and Mr. James Martin, of King Street, Cheapside, was appointed trustee, and the public examination concluded on the 23rd October, 1895. According to the bankrupt's statement of affairs, the liabilities to rank were estimated at £1,186 14s. 9d., but the proofs actually admitted amounted to £1,149 14s. 9d. The assets were estimated to produce £611 14s. 6d., but only realised £422 4s. 11d. The difference was accounted for by the debtor having over-stated the value of his stock and the trade fixtures. The debtor began business at Ryde, I.W., with a capital of £200, and left there to come to Southampton, selling the business at Ryde for £300, and he was paid a further sum of £300 as the value of his stock. He spent a portion of this for paying his debts, but was unable to say his position when he left Ryde. He gave £150 for the fixtures

There is money in selling "PICK=ME=UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

and premises at Southampton. He stated that he lent £350 to a man who afterwards absconded, and this rendered him insolvent. He admitted that he did some betting, but his losses, he said, were small. The debtor had paid a dividend of 2s. 4d. in the £, and the allegations against him were that he had not paid a sum equal to 10s. in the £, that he had omitted to keep the usual books, that he had continued his trading after knowing himself to be insolvent, and had contracted debts without having reasonable or probable ground or expectation of paying, and that he had brought on or contributed to his bankruptcy by unjustifiable extravagance in living. The conduct of the debtor during the proceedings in his bankruptcy had been satisfactory. Mr. Bell stated that the debtor had not sought release in the bankruptcy proceedings voluntarily, but he was made a bankrupt by his creditors. These proceedings were four and a half years ago, and during all that time he had held a subordinate position as a tobacconist's assistant in London, and had undergone substantial punishment to a man who had known better days. His Honour remarked that a man with a capital of £300 was not entitled to lend £350 to a man he knew nothing about. Mr. Bell said it was folly no doubt, but he urged that the debtor had kept certain books to indicate his position. As to continuing to trade, the debtor hoped against hope that things would mend, because his shop in Southampton was in a very good position. As to extravagance in living, the £150 per annum was not spent in pocket money, but the debtor's wife was away ill for some time, and the lodgers she kept could not be retained. Mr. Lamport, in opposing the examination, said his client did not have any faith in the alleged loan, and he failed to find any proof of any heavy loss beyond the debtor's statement. He felt that this was a case that should be severely dealt with, and there should be a condition that the debtor should wait for his discharge until he had paid 10s. in the £. Mr. Bell remarked that the cost of realising the estate seemed to be heavy. His Honour made an order to suspend the discharge until 10s. in the £ was paid, with liberty for the bankrupt to apply to vary the order.

CHARLES GLEN, of 535, Moseley Road, Birmingham. This case, which was reported in our last issue, came on again on the 18th ult., when the examination of the debtor was concluded.

BRIDGETT BOOTH. The debtor, who carried on business at 16, Kirkland and 185, Highgate, Kendal, came up before the Registrar of the Kendal Bankruptcy Court, last month, for public examination. Her statement of affairs shows gross liabilities amounting to £156 os. 11d., £149 os. 8d. being expected to rank for dividend. The assets amount to £80 os. 6d., with preferential claims of £7 os. 3d. The debtor was allowed to pass her examination.

THOMAS KITCHING, tobacconist, of 13, Market Place, Melton Mowbray. At the Leicester Bankruptcy Court, last month, the debtor was, on his own application, adjudicated a bankrupt.

RICHARD HARGREAVES, tobacco manufacturer, of Hull. The creditors of this estate met early in December, as reported in our last issue, and later in the month the debtor appeared before the Registrar for public examination. In answer to the Official Receiver (Mr. A. S. Maples), he began his business career by joining his father and brother in partnership in 1891. This partnership lasted until 1898, when his brother retired, the father having died two years previous to that date. Under the terms of the dissolution he owed his brother £1,200. When an accountant was engaged in 1898 to prepare a balance sheet, the books were found to be in a very unsatisfactory state, and the debtor admitted that they had been very badly kept. It was not until November 4 that he saw the balance sheet showing that he was £4,000 on the wrong side. That sheet was prepared at the instance of a creditor; an earlier one prepared for the same gentleman, who the debtor was in hopes would purchase the business as a going concern, showed the business to be a flourishing one. That included the goodwill, stock at full prices, and the book debts. The debtor did not manufacture cigars, but had speculated in Havanas rather heavily. His turnover was £24,000 a year. He was under the impression that the war between Spain and America would result in Havana cigars becoming very valuable, and he invested in them to the extent of £3,000; on this he lost £500. He denied that he had lived in an extravagant manner, although he admitted keeping two horses in addition to those he required for his business.

He used to drive a tandem, and possessed a dog-cart, a gig, and a governess cart. One of his horses, "Broken Melody," he exhibited at the Yorks show. In order to avoid arrest he borrowed from his brother a sum of £150, and deposited with him as security a tobacco warrant, "Broken Melody," and a trap. The latter he valued at £50 together, although at the show he had valued "Broken Melody" at £60 and the trap at £48. He also deposited with another brother (his late partner) £900 worth of cigars as security; these goods subsequently realised £600 or £700. In reply to Mr. Hart, debtor said he purchased a quantity of cigars in June, and they remained in bond until November. He heard no suggestion of criminal proceedings until October. He purchased those goods in the ordinary way of trade, and he was advised by his solicitor that there were no grounds for any criminal proceedings against him. The examination was then adjourned.

ISAAC GOLDSTEIN, of Brick Lane, Spitalfields. The debtor came up before Mr. Registrar Hope on the 14th ult. for his public examination. In answer to the Official Receiver, he stated that he came over from Russia in 1889, and worked as a cabinet-maker until 1898. He saved £40 capital, and commenced business as a tobacconist at 132, Brick Lane, but soon gave that up. He then commenced as a provision dealer and tobacconist at 114, Brick Lane, but subsequently relinquished the provision trade and sold tobacco only until last August, when his stock, furniture and effects were sold under an execution. His wife continued the business by permission of the purchaser under the execution, and she obtained money from a relative to re-purchase the furniture. He attributed his failure to small profits and great competition. The statement of affairs disclosed liabilities, £205 10s. 6d., and no assets. No books of account were kept, and only the bank pass-book was produced. The examination was concluded.

HENRY BEARDMORE DOBSON, trading as C. H. Dobson & Son, wholesale tobacconists, of Marron Street, Leeds. At the adjourned examination which was held at the Leeds Bankruptcy Court on the 9th inst., the debtor said that he left England on May 30, 1899, and went to Natal, where he stayed a fortnight. His only reason for leaving the country was ill-health. His turnover was between £70,000 and £80,000 per year. The liabilities were £11,618 3s., and the deficiency £3,371 18s. 9d. Debtor could not explain how a credit balance at the bank of £1,473 in 1897 became a debit balance of £2,000 at the time of his failure. The examination was adjourned.

HUMPHREY CROSSLEY, tobacconist and hatter, carrying on business at 52, High Street, West Glossop. A receiving order and adjudication have been made, on the debtor's own petition at the Ashton-under-Lyne County Court.

TOM HOLDSWORTH, of 141, Manchester Road, Bradford, hairdresser and tobacconist, who appeared for his public examination at the Bradford County Court on January 10. This debtor's liabilities amounted to £89, and his assets to £6. In answer to questions he said he was bankrupt in 1889. He could not say whether it was correct that he had paid a dividend on that occasion of 1s. 3¼d. in the £. He never received his discharge, but had continued business since his former failure. During the past year or more he had not made sufficient to keep his wife and family. Then he was prosecuted for conducting his business on Sunday, and ran up a bill of £17 19s. 4d. Mr. T. W. Browning, who was one of the creditors, opposed the application. Asked by Mr. Browning if he had done anything in the way of betting, the debtor said he did a little betting. He could not say how much he had lost. He might have lost a few shillings in a week, but he had not lost a few pounds. He might have been carrying on his betting two or three years, but it was not half a score years; at least, he had not "followed it up right" all that time. He was not a teetotaler, but he denied that he had been in the shop intoxicated and unable to shave people. He never went near the shop when he "was that way." His wife had never given him £7 to pay to his (Mr. Browning's) bill; she had more sense, for she knew what he would do with it. On the application of Mr. H. Hammond, the debtor was allowed to pass.

General.

"DOES HARCOURT SMOKE?"—In an interesting book of reminiscences just published by Sir Algernon West, it is related how Lord Granville and the author once induced the G.O.M. to try a cigarette, but the experiment does not seem to have

All things end in smoke, but "PICK-ME-UP" Cigarettes end in good profit for the Retailer.

TRADE NEWS AND NOTES—*continued.*

converted him. "In later years," says Sir Algernon, "Mr. Gladstone accused me of smelling strongly of tobacco. 'I don't wonder,' I said, 'for I have been sitting for half-an-hour in Sir William Harcourt's room.' 'Does Harcourt smoke?' he asked in a voice of horror; 'if so, he must be very careful always to change his clothes before he comes to me.'"

THE MAORIS, although most things are communal among them, each grows his own little patch of tobacco, which he shares with his wife.

A NEW INDIAN INDUSTRY.—Match manufacturing is now being carried on in Mysore State by two Brahmins, who have invented a new process of their own. This is regarded as a step in the right direction, and shows an awakening interest and determination among modern educated Indians to take their place in developing the industrial resources of the country. Some years ago a match factory was actually established and set working in Calcutta, but after a brief and inane existence it collapsed, and since then the enthusiasm of the Babu for providing India with light has not been revived until now. Similarly there was much talk a few years ago about starting a match-making industry in Travancore. But the concern never got beyond the stage of talk.

A DAILY PAPER facetiously remarks that the Boers will be "smoked" out very soon if "Tommy Atkins" puffs all the tobacco that is being sent out to him.

TAUNTED AGAIN.—The people of Great Britain consume less tobacco per head than those of any other civilised country. Now, people! hurry up!! think of what the French will say.

SHOULD NURSES SMOKE?—Referring to a correspondence on this question which recently appeared in the *Hospital*, a correspondent in the Straits Settlement writes to our contemporary as follows:—"I have followed this correspondence with a good deal of interest, and hope that room may be found for my opinion. Living in the East, for the most part alone, I must own to having become an habitual cigarette smoker, and I find that heat, mosquitos, and at times constant attendance on patients, all made me fly to the 'fragrant weed.' My motto is, 'Live and let live,' and surely we are all at liberty to take our recreation in the form that suits us best. In my own case, a cigarette and a book go far more towards soothing ruffled nerves than any 'walk in the open air,' which the heat here renders impossible. That it develops into a habit I am quite willing to admit; but I strenuously deny that when occasion demands one cannot have strength of will sufficient to lay it aside for days together until such times when duties relax, and the habit is resumed with all the more pleasure. I have never once found any of my patients objecting to my ministrations on the plea that 'I reeked of stale tobacco.' I indignantly disagree with the remark that smoking tends to 'loose' talk. A woman, no matter what class or profession she belongs to, if she be inclined to 'loose' talk as a recreation, will indulge in it whether she be a cigarette smoker or no, and I fail to see that our sense of right and wrong should be influenced, or that we should be classed as unwomanly because we find pleasure in a recreation which, up to a short time ago, has been exclusively appropriated by man." The lady shows an amount of common sense in her remarks that one would naturally expect from an educated person who thinks for herself and—acts accordingly.

IN ITS PRESENT FORM tobacco has far outgrown the early preparations. Originally, the leaf was merely dried and crumbled in the hands. In the early part of the seventeenth century the Virginia tobacco was imported into England in the leaf, and was rubbed small for use in a pipe, but the Spanish tobacco came in the form of tightly rolled balls, nearly the size of a man's head. This tobacco was cut into small pieces on a maple block, and the pipes, being filled, were lighted with embers from a fire of juniper wood, taken from the chafing dish with silver tongs. This paraphernalia was an indispensable part of a smoker's outfit.

AS UNEXPECTEDLY as a "bolt from the blue" came the tidings, promulgated in court circles at St. Petersburg, that the gentle and gracious Czarina would be greatly obliged to the ladies of her household if, for the future, they would forbear from smoking cigarettes in her presence. This unlooked-for intimation reaching the Russian dames and maids of honour from so exalted a quarter was unavoidably accepted by them as a command, and they have summoned up courage to address a humble petition to her Majesty, entreating her to

revoke a request that is practically a decree. In this document they have ventured to remind Alexandra Feodorovna that ladies are permitted to smoke cigarettes at all the Continental courts; that among the august female votaries of the narcotic herb born in the purple are the dowager Czarina and her sister, Princess Thyra, Duchess of Cumberland, as well as the Princess Henry of Prussia, born Princess Irene of Hesse and the Rhine, own sister to the reigning Empress of all the Russias. The petition also deferentially points out that Maria Christina, Queen Regent of Spain, "Carmen Sylva," Queen of Roumania, and the Queen of Portugal, as well as many Grand Duchesses, Archduchesses and Princesses of the blood, are inveterate smokers. To this category, moreover, belonged—though the Russian court ladies may not be aware of the fact—the lovely and intrepid former Queen of Naples, Marie von Wittelsbach, who took an active part in the defence of Gaeta, wearing the undress uniform of one of her husband's crack infantry regiments, and, especially when under fire, was rarely seen without a lighted cigar between her lips. Her youngest sister, the Countess of Traul, was a no less habitual cigar smoker than she, and so was the Countess of Girgenti, by birth an infanta of Spain. As for the society leaders and *grandes dames* in Russia, Germany, Austria-Hungary, Italy, Spain, and even in the realm of Mrs. Grundy, their name is legion.—*The Road.*

TOBACCO STATISTICS IN THE U.S. There was a slight increase in the consumption of domestic cigars and cigarettes in the United States in the past fiscal year. The Government's statistics show that in 1897-98 4,541,938,677 cigars and 4,063,169,093 cigarettes were manufactured, as against 4,529,872,304 cigars and 3,735,689,906 cigarettes in 1898-99.

The Lord Mayor of Bristol informed the City Council at a meeting held on January 1, that he had received the following letter from Sir William Henry Wills:—

"Blagdon, Somerset, December 30, 1899.

"My Dear Lord Mayor,—Some time since I intimated to the Chairman of the Finance Committee my willingness to give £10,000 towards the cost of an Art Gallery for the city, provided the Salisbury Club site was purchased by the city for the extension of the Museum and the Art Gallery. I have now been advised that the cost of such a scheme would approach the sum of £30,000, and my object in writing to you to-day is to say that if the Corporation are prepared to spend £10,000 in extending the Museum upon the ground floor of this site in accordance with plans to be approved by them and myself, I will undertake to complete the upper portion of the building. With every good wish for the New Year,

"I am, my dear Lord Mayor,

"Yours faithfully,

"WILLIAM HENRY WILLS."

His Lordship said the letter he had just read contained an offer of at least £20,000. He did not ask for any remark upon the matter that morning, except that it should be referred to the committees interested. He would, therefore, move:—"That the best thanks of the Council be given to Sir William Henry Wills for his munificent gift, and that the Libraries and Museum Committees be instructed to confer as to the best means of carrying out the proposed arrangements." The motion was seconded, and carried with applause.

We have pleasure in announcing that the employes of Messrs. W. D. & H. O. Wills, Limited, of Bedminster and Redcliffe Street, have, with their accustomed liberality, voluntarily collected during the past year the handsome sum of £364 2s., which they have distributed as follows: Bristol General Hospital, £168 2s.; Bristol Royal Infirmary, £85; Bristol Royal Children's Hospital, £25; Convalescent Home, £10; Eye Institution, £25 10; Cripples' Home, £15 16s.; Dispensary, £14 14s.; Sanatorium, Weston-super-Mare, £10; Medical Mission, Redcross Street, £10.

Obituary.

MR. DAVID ABERCROMBIE, a director of Messrs. R. & J. Hill, Ltd., and with whom he was connected for a period of nearly fifty years; on December 10, aged 75.

MR. THOMAS CRAIG, tobacco manufacturer, of John Street, Aberdeen, on December 28, aged 71. Mr. Craig was the son of the late Mr. Thomas Craig, the founder of the firm of Thomas Craig & Sons, which was established in 1810. The deceased took over the business on the death of his brother, Mr. William Craig, in 1852, and had thus been personally associated with the trade for the long period of forty-seven years.

No Tobacconist is Up-to-Date, and no Stock Complete, without "PICK-ME-UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

MR. GEORGE E. CRAVEN, tobacconist, Station Road, Ossett, on January 5. Mr. Craven was well-known in Yorkshire as an ardent cricketer, and came of a cricketing family.

MR. LOUIS KUTTNER, of the firm of Brandt & Kuttner, Fleet Street, E.C., on December 7, aged 66.

MR. CHARLES HENRY NEAL, of 8, Pelham Arcade, Hastings, on the 15th ult., aged 57.

Law and Police.

LAW INTELLIGENCE.

HIRSCH v. WOOLVER. Heard on December 12 at the Huddersfield County Court, before His Honour Judge Cadman, sitting with a jury. Claim for £62 4s. 8d., money paid by the plaintiffs at defendant's request. Mr. Longstaff, counsel for plaintiffs; Mr. Bairstow, for defendant. Plaintiffs, MESSRS. HIRSCH & Co., were cigar dealers and brokers of Mark Lane, City, and defendant, a cigar merchant and licensed victualler of the "Bull and Mouth Hotel," Huddersfield. According to the evidence of Mr. William Sundheimer, a traveller in the service of the plaintiffs, he submitted to the defendant, in June last, two dock sample boxes of cigars; and after an interview, in which he distinctly told defendant that the cigars were in bond, and that duty would accordingly have to be paid on them, an arrangement was entered into under which defendant agreed to buy two cases of cigars of the brands "Espandas" and "La Reals" at £10 per case, the plaintiffs undertaking to pay the duty to clear the goods and charge defendant, who, on his part, promised to pay the amount so expended on receipt of invoice. The price was to be subject to 1½ per cent. discount for cash within three months. Plaintiffs paid duty and charges amounting to £62 4s. 8d., and defendant then refused to pay the amount or to accept delivery of the cigars. The present action was brought to recover the amount actually expended on defendant's behalf, and plaintiffs did not seek to recover the price of the goods supplied. In cross-examination by Mr. Bairstow, witness denied that defendant had complained of the quality of the cigars, though he had stated that the boxes had arrived broken. Mr. Bairstow then proposed to put in evidence that defendant had complained, but Mr. Longstaff objected on the ground that the question of warranty had nothing to do with the case. The learned judge, however, overruled the objection, and letters were put in in which the defendant had expressed dissatisfaction with the cigars. Witness, in reply to His Honour, stated that it was the custom of the trade for the buyer to pay the duty on cigars bought in bond. The defendant was called, and, in reply to the counsel, stated that he had never agreed to buy the cigars in bond or pay the duty; he had merely said that he would take two cases if he approved of dock samples which were to be sent to him. When the samples arrived, they were not equal to those left by plaintiffs' traveller, and, accordingly, witness refused to have the goods or pay for them. The jury found for plaintiffs. Judgment accordingly, with costs.

SCOTT BROTHERS v. T. M. TRIPP & Co. At Liverpool, before Mr. H. T. Baylis, Q.C., and a common jury, this case came on for hearing on January 3. Mr. Gibson appeared for the plaintiffs, who were printers in Liverpool, and Dr. Thomas for the defendants, a firm of cardboard box manufacturers, also carrying on business in that city. The case for the plaintiffs was that in April, 1898, they entered into a contract with the defendants for the cutting, scoring, and pasting of cardboard cigarette boxes, this process practically making the boxes. For this purpose the plaintiffs supplied the defendants with sheets of cardboard already printed with the design of the boxes, the work of the defendants being to cut out, score, or half cut through the cardboard, so that it would bend, and paste the outer case. The defendants did this work so badly that the boxes, numbering 200,000, were defective, many of them useless, the sheets being quite spoiled. The contract was for 1s. 4d. per 1,000, and this was increased by 3d. on account of an extra manipulation being required, owing to the arrangement of the printing of the sheets. The boxes were delivered to a firm of tobacco manufacturers named Wood, in Preston, who at once complained of their bad workmanship. The defendants alleged that there was no bad workmanship, but any defect in the boxes was due to faulty printing on the sheets supplied by the plaintiffs. Plaintiffs claimed £75 for the breach of contract. The jury proceeded to view the defendants' machine. Evidence having been

called in support of the plaintiffs' case, Mr. Tripp, of the defendant firm, gave evidence for the defence. He said that on returning to business after an absence he found that the sheets supplied by the plaintiffs had not been touched, and on learning the reason he refused to work them unless relieved of all responsibility. Mr. Scott told him that they were to do their best with the sheets, and the defendants did so. They picked out the best and altered the guide of the machine to suit the faulty margin of the sheets. The boxes were the best that could be produced with the material supplied. Counsel having spoken, the jury retired to consider their verdict. The jury found for the defendants on the claim, and also on a counter claim for £5.

KEAN v. HOUGHTON.—On January 8, at the Liverpool County Court, before his Honour Judge Shand, an action was heard in which some interesting details were given in regard to what was said to be an increasing demand by the public for cheap cigars. The plaintiff, JOHN HENRY KEAN, a cigar manufacturer, of Victoria Street, Liverpool, sued SAMUEL HOUGHTON, licensee of the Nelson Hotel, Runcorn, and a well-known professional football player, for £48 10s., balance of an account for cigars known as the "Sealed Orders" brand. The defendant resisted payment on the grounds that the goods were useless to him on account of quality, and that they were not of the description or the quality ordered. Mr. Garner Smith (Evans, Lockett & Co.) appeared for the plaintiff, and Mr. Rudd for the defendant. The defendant paid £3 2s. 6d. into court. It appeared that in January last the plaintiffs' traveller, a Mr. Summers, obtained an order from the defendant for a quantity of cigars, known as "Sealed Orders," at a price of 8s. per box, there being a further stipulation that each cigar was to bear a printed label with the defendant's name upon it. A part of the order was delivered, and the defendant paid in respect of one invoice a sum of £2 10s. Subsequently, however, when plaintiff wrote him asking him to take delivery of the balance of the order, he complained of the quality of the cigars, and denied that he had given an order to the extent alleged. The plaintiff, having given evidence as to the facts, was cross-examined by Mr. Rudd, and stated that he considered the cigars were of good value as "twopenny smokes." They were, indeed, all that could be expected at the price. He denied that they were fit only to be sold to showmen who gave cigars to successful competitors at Aunt Sally or games of that sort (laughter). The cigars used for such a purpose were not "twopenny smokes," but "three halfpenny." Nothing better than the cigars he supplied could be got in the market at the price. Mr. Robert Frederick Green, secretary of Messrs. Hignett Bros., Ltd., was examined on behalf of the plaintiff as to the quality of the cigars in question. He gave his opinion that they were worth what the defendant had paid, but in cross-examination said it was useless to try to assess the value of a cigar at such a low price. Asked if he thought the cigars would smoke, the witness cautiously replied that he thought they ought to burn (laughter). He certainly would not expect them to be good cigars. Asked further if he would give 4s. per 100 for them, he replied that he would not give anything at all (laughter). Unfortunately, there was a growing demand for cheap cigars. There were so many people who bought to sell again, and they all wanted a profit. As a result, manufacturers had been constantly pushed down in price. In further cross-examination, the witness was of opinion that the cigars could not be made, having regard to the cost of the boxes, the labels, and also the duty, for 4s. per 100, and he could not imagine anyone expecting anything better for 7s. 6d. per 100, which was the price of the cigars themselves, the extra 6d. being for the labels. An amusing episode occurred in court through the introduction of a box of Messrs. Hignett's cigars sold at 8s. per 100. The intention was to examine these, and compare those in question in the action. Various samples were accordingly cut open and examined, but the samples appeared to get considerably confused, and no definite conclusion appeared to be drawn from the experiment. For the defence it was contended that the cigars were altogether below quality, and a French nail, pieces of wood, and a bit of coal were produced by one witness, who swore he had found them in samples taken from the defendant's consignment. The defendant, who was himself examined, stated that in view of his occupation as a football player he had to be away from home from time to time, and the hotel was conducted in his absence by his wife. It was she who paid the £2 10s., this being in his absence, and before the cigars had been used. He introduced the cigars to his customers as "Sealed Orders," and as a new cigar from

"PICK-ME-UP" Cigarettes are now sold by the Largest Tobacconists.

TRADE NEWS AND NOTES—continued.

Liverpool, but after trying them the customers threw them away. He himself had sampled them, and come to the conclusion they were "dead wrong." His Honour held in regard to quantity that the defendant ordered boxes containing 50 cigars, and that he had paid sufficient into court to cover the value of the cigars he had accepted. Having regard to what transpired when the order was given, his order was for the same cigars as he had got previously—namely, "Del Kooshas." He would say nothing as to what his decision would have been if some of the goods had not been used and a payment into court made by the defendant in respect thereof. His judgment would be for the defendant, with costs.

POLICE NEWS.

At the West Ham Police Court, on December 13, JOHN MULLENS, 42, a labourer, of 27, Quadrant Street, Canning Town, was charged with being in the unlawful possession of 1 lb. of unmanufactured tobacco. The prisoner was stopped on Tuesday afternoon as he was leaving the Victoria Docks. He declared he had nothing about him, but he was searched, and disposed about his person was 1 lb. of leaf tobacco. Some he had under his waistband, and some at each of his sides. He said he had been working in the tobacco warehouse. Mullens now pleaded guilty, and merely said he knew he had done wrong. He was fined 20s. and 6s. 6d. costs, or 14 days.

At the Woodbridge Petty Sessions, on December 21, WILLIAM GREEN, of Bow, London, a lad of 16, was charged with stealing £11 9s., a purse, a set of studs and links, two boxes of cigarettes, and two pairs of scissors, the property of LOUISA BUTCHER, of Felixstowe. The prosecutrix said she kept a general shop and sub-post-office in the Station Road at Felixstowe. The prisoner had been lodging with her for some two months past, and, up to Wednesday in last week, he was employed at the Dock. On Tuesday morning, December 19, about half-past nine o'clock, she went upstairs, leaving prisoner below. When she had been gone for about ten minutes, prisoner called out "Shop!" She went downstairs, and found a customer there. The prisoner, who was in the sitting room, said he would go out to see about some work that he was looking after, and left the house accordingly. Not long after, witness went to get change for a customer, and found that £4 in silver had been taken away. On looking round, she missed £11 10s. from the cash box, £6 in gold and £4 11s. in silver, and 18s. from her purse, which was in a hand bag. She could see nothing of the prisoner, and then gave information to the police. Police-constable Elmer, stationed at Woodbridge, said he saw prisoner near the railway station at about 6.45 on Tuesday evening. Suspecting him to be the lad wanted for the robbery at Felixstowe, he spoke to him. Prisoner denied all knowledge of Felixstowe, said he worked at Hollesley, and gave the name of George Reynolds. Witness took prisoner to the station, and, on being searched, all the money stolen, except 2s., together with other articles that prosecutrix identified, was found in his possession. The prisoner, who is rather a nice-looking boy, elected to have the case settled by the magistrates, and had nothing to say in defence or extenuation of his conduct. Superintendent Hubbard said he had communicated with the police in London, but nothing was known about prisoner. The prosecutrix said she took prisoner in as a lodger, without any reference; he behaved well, and she trusted him implicitly. The magistrates passed sentence of two months' imprisonment, with hard labour.

At the Mansion House, on December 15, JOHN DAWSON, 32, labourer, was charged with wilfully breaking a plate-glass window at the shop of MESSRS. J. & S. APPENHEIM, cigar merchants, 37A, Walbrook. He said he did it because he was cold and hungry. The Lord Mayor, pointing out that the prisoner had done a vindictive thing to persons who knew nothing whatever of him, sentenced him to a month's hard labour.

At the Westminster Police Court, on December 19, MARK FERNBACH, secretary to the Cigar Makers' and Tobacco Cutters' Union and to the Tobacco Trade Club and Institute, of Aldgate Avenue, was summoned for failing to send in a general statement of the accounts of the club and union for the years 1897 and 1898. Mr. Dudley Barlow, who supported the summons on behalf of the Chief Registrar of Friendly Societies, said that the defendant was fined in September of

last year for a similar offence. The defendant urged that he was not the secretary for 1897, and, therefore, was not responsible on the one summons. A return for 1898 had been sent. A penalty of £6 2s., including costs, was imposed.

At the Bristol Police Court, on December 14, JOHN LEWIS (14), ELIAS ROSE (15), and JOHN YELLAND (9), on remand, were brought up for sentence on a charge of stealing cigarettes, value 1s. 8d., the property of JAMES BONEHILL, of 58, Grosvenor Road, St. Paul's. Yelland was sent to Clifton Wood Industrial School, Rose to Kingswood Reformatory, and Lewis was discharged with a caution.

At the Guildhall, Nottingham, on December 18, Mr. F. Acton and Mr. J. T. Spalding sat specially to hear an adjourned case in which JAMES CRANE, described as a tobacconist, of 12, Hockley, and GORDON NEEP, butcher, Talbot Street, were charged with assaulting JACOB COHEN and ISRAEL MORGAN on the 13th ult. The case was first called on on Friday, the 15th ult., at an ordinary sitting of the Court, before the same justices, and adjourned upon formal evidence to suit the convenience of Mr. Arthur Barlow and Dr. Bottrill, who were instructed to defend. On this occasion, a quarter of an hour after the stipulated time, the prosecutors had not put in an appearance, and Mr. Allen (Messrs. Warren & Allen) said he appeared, not upon instructions, but out of courtesy to the Bench, and wished to state that when he saw the prosecutors (who on Friday said they were travelling jewellers employed by a Glasgow dealer) on Saturday they told him they had been called to Glasgow, and wished the day of the second hearing altered. This he had tried to bring about, but, as the Bench knew, it was not possible. He tried to persuade the prosecutors to come, but apparently without success. Mr. Barlow, who, in the unavoidable absence in London of Dr. Bottrill, appeared to defend both the accused, said he had his witnesses there, and was ready to go on if the prosecutors had turned up. Mr. Acton: "In this case a charge of serious assault was partly heard before us last Friday morning, and to oblige you, Mr. Barlow, the case was adjourned until now. On Saturday an application was made to us as to withdrawal, but, as I was then told, in Mr. Allen's presence, that the complainants were being 'squared,' we declined to consent to the Bench being trifled with, and all parties ought to be here." Mr. Barlow: I have been in London since Friday. Mr. Acton: No one doubts your innocence, Mr. Barlow. Mr. Allen: I was not party to the "squaring." Mr. Acton: The case will stand adjourned generally upon each defendant undertaking to appear when called upon. Mr. Barlow having so advised the defendants, then gave the undertaking, and the case was adjourned.

At the Derby Borough Police Court, on December 15, JOHN THOMAS, a young man belonging to Liverpool, was charged with stealing a box of 22 cigars, value 3s., from the shop of MRS. ANNIE EATON, tobacconist, of the Corn Market. Prisoner went into the shop to beg a copper, and was seen to take the box from the counter, and put it under his coat. Prisoner now said he was out of work and destitute, and took the cigars to get locked up. He was sent to prison for fourteen days.

At Walsall, on December 30, HERBERT EDWARDS (13), BENJAMIN BEEBEE (14), and THOMAS HOLDEN (13), all living in Providence Lane, Leamore, were charged with breaking a window and stealing a pipe and a quantity of cigarettes and tobacco, value 5s., the property of LUCY SNAPE. Prosecutrix, shortly before six on the previous Sunday, went out, leaving her shop safely locked up, but on returning in the evening found the window broken, and the articles mentioned missing. Prisoners were now discharged on payment of costs, and on the parents giving an undertaking to punish their children.

At the Mansion House Police Court, on December 28, THOMAS HAZELL (16) was sentenced to fourteen days' hard labour for stealing seven boxes of cigars, the property of his master, MR. SAMUEL WEINGOTT, of Fleet Street.

At the Royton Police Court, on December 13, the man JOHN HAMILTON, who says he comes from Hull, was charged with breaking into the branch store of the OLDHAM CO-OPERATIVE SOCIETY, Grimshaw Lane, Middleton Junction. Supt. M'Queen prosecuted. The charge stated that the prisoner, in company with another man not in custody, broke into the premises between half-past four and half-past six on Tuesday morning, the 12th ult., and stole a safe containing

Every Tobacconist who knows his business sells "PICK-ME-UP" Cigarettes.

TRADE NEWS AND NOTES—continued.

£20 15s. 0³/₄d., also 22¹/₂ lb. of tobacco. The superintendent stated that the men were found on the premises by Mr. Guest, the manager of the branch, Mr. Joseph T. Sim, a clerk from the King Street, Oldham, head offices, Mr. G. W. Priestley, a shopman, and a lad; and Mr. Sim after a struggle secured the prisoner. The other man managed to make his escape, after stabbing at Mr. Guest several times, and but for the knife striking the buckle of his brace the manager would have been stabbed to the heart. The prisoner was remanded.

At the Gillingham Petty Sessions, on December 14, WILLIAM GREEN, of Quar, Buckhorn Weston, was summoned by the Excise authorities for selling tobacco without a licence. Mr. Tope, of Sherborne, supervisor of Inland Revenue for the district, prosecuted. It appeared that the defendant had been in the habit of selling tobacco in packets, although not possessing a licence, the excuse urged being that the little tobacco he disposed of did not justify him in incurring the expense of a licence. A fine of £1 and costs was imposed.

At the Halifax Borough Police Court, on December 22, NEWMAN HANSON, tobacconist, 23, Salterhebble Hill, was charged with being in possession of scales which were unjust. Defendant was fined £1 and 5s. 6d. costs, or distress.

At St. Helens, on December 26, MARTIN M'NICHOL, of 38, Russell Street, who has been several times before the magistrates, and who a month ago was charged with stealing three tins of tobacco, value 1s., and 4¹/₂d. in money, the property of MESSRS. ASPINALL & LEEDHAM, was brought up for sentence. Chief Constable Wood said that the magistrates remanded the boy for his committal to a Reformatory, and in the meantime he was sent to the Workhouse. He (Mr. Wood) had been unable to find a Reformatory in England which would take him, because he was a cripple. The Bench decided that as the boy had been in the Workhouse for a month they would now discharge him.

At the Camborne Police Court, on January 9, WILLIAM MEDDLYN, HUGH RICHARDS and WILLIAM RICHARDS, of Camborne, were summoned by the Inland Revenue for selling tobacco from their grocery carts in different places. Mr. Walters, who appeared for the defendants, said they pleaded guilty. Mr. Orchard described the cases as amongst the most important Excise prosecutions brought before the Bench for a long time. It appeared that some grocers were in the habit of taking tobacco out and selling it to private customers. The penalty that could be imposed for such an offence was a fine of £100, and the seizure of the tobacco, and it was important in the interests of the suppression of smuggling that the sale of tobacco in such a way should be stopped. Mr. Walters thought the position of the men was a proof that they would not knowingly have done amiss. Each held a grocer's and a hawker's licence. A fine of 40s. and costs was inflicted in each case.

At the Birmingham Police Court, on the 9th inst., EDWARD WOOD (15), 73, Peel Street, described on the charge-sheet as a labourer, but who, according to his father, could never be made to do any work, was charged with stealing a box containing half-a-pound of cigarettes, value 4s. 8d., from the tobacconist shop of Mr. JOHN GREEN, 431, Monument Lane. He admitted his guilt, saying that his object was to sell them. It appeared that he was brought up for felony twice during December. The Stipendiary said he could not let him off this time, and sent him down for 21 days. The father: It's the best thing he can do with him, I'm thinking.

On January 8, at the Plymouth Petty Sessions, two boys were charged with breaking into the premises of MR. JOHN TURAN, tobacconist, Lockyer Street, Plymouth, and stealing therefrom a large quantity of tobacco, cigarettes, pipes, pouches, and other goods. Entrance had been effected

through a skylight in the roof, and in addition to the stolen the other stock in the shop was destroyed and thrown about the floor. One of the prisoners was a cripple, but was described to the magistrates as a "dangerous little scamp" he was remanded in custody for six days, while his companion in crime was ordered to receive six strokes with the birch. The Bench told the parents of the boys that the offence was a most serious one, and if they could have given more punishment they would have done so.

At the Summons Court, Nottingham, on January 2, ARTHUR WATTS, tobacconist, of Station Street, was summoned for furiously driving a motor car, on the 17th ult. P.C. Killmore stated that he was on duty in Arkwright Street on the morning named, and saw defendant in charge of a motor-car going at the rate of 17 miles an hour. Corroborative evidence was given by a tram-driver, who was walking in Arkwright Street at the time. Defendant, who cross-examined both witnesses at considerable length, stated that his motor-car was capable of travelling at three rates of speed, 6, 10, and 14 miles respectively, and on the above date he was going at 6 to 7 miles an hour. If anybody could make the motor-car go faster than 14 miles an hour he was willing to make him a present of it. The Chairman stated that the Bench were satisfied that defendant had gone faster than he ought to have done, but on this occasion they would administer a caution only.

At the Mansion House, on January 2, GEORGE NEWSON, 18, was charged with stealing cigarettes from a show-case outside a tobacconist's shop in Philip Lane. Chief-inspector Palmer said that people were continually complaining of losses from show-cases, and yet they used cases that any boy could open without breaking the glass. The Magistrate: And they are left in such a manner that it is almost an inducement to people to steal. I have had many of these thefts before me. The prisoner was remanded.

At the Weston-super-Mare Police Court, on January 3, before Messrs. Mullins and Hunt, EDWIN HOLE, described as an ostler at the "Waggon and Horses" Inn, was charged with burglariously entering the premises of his mistress, MRS. JANE VOWLES, and stealing therefrom three packets of tobacco, 9s. 1¹/₂d. in money, and a metal coin. Prisoner, on being asked to plead, admitted his guilt, and was committed to take his trial at the sessions. Prisoner was subsequently charged with stealing a cash box containing the sum of £1 16s. in silver from the premises of Mrs. Vowles between November 14 and 16, and was remanded until the following day.

At the Leeds Petty Sessions, on January 3, ARTHUR KENDRICK and CHARLES HANDLEY were indicted for stealing three rolls of tobacco, value £13 or £14, from the shop of L. HIRST & SON, tobacconists, Harper Street, on December 18. The tobacco was found deposited in a burial ground in York Street, and three policemen (Peace, Dent, and Lowe) there lay wait from 3 to 5.40 a.m., till the prisoners and another man made their appearance to take it away. Kendrick pleaded guilty. Handley was found guilty of receiving the tobacco knowing it to be stolen. The prisoners were each sentenced to nine months' imprisonment, with hard labour.

At the Liverpool Police Court, on January 7, ANDREW DOBBIE and MARTIN BAIRD were charged with breaking and entering the warehouse of MESSRS. OGDENS' tobacco premises, Cornwallis Street. The evidence adduced was that at 4 a.m. on the previous Saturday a policeman, who was on duty in Cornwallis Street, heard a noise in the warehouse, and saw a moving light. He obtained assistance, got the key of the office, and entered the premises, where the prisoners were found with tobacco, cigarettes, &c., in their possession. The hearing was adjourned.

Mrs. NEIGHBOURS: "I was very sorry indeed to learn of your sad loss, Mr. Hayrix. You have my deepest sympathy."

Mr. HAYRIX: "Wall, it war purty sad like. I had ten of the finest hogs in this yer hull country, an' eight uv em's deader'n a door nail."

Mrs. NEIGHBOURS (horrified): "But I was referring to the loss of your wife."

Mr. HAYRIX: "Yaas, misfortun's never dew come sengerly. An' I could 'a' sold them thar hogs at the highest price in the market, tew"—*Chicago News*.

"YOU have no lawyer," said the judge to the prisoner, "and you say you don't want one, but for all that the court will see to it that you get justice."

"Mister Jedge," said the prisoner, "don't gimme jestic—jes gimme six months!"—*Atlanta Constitution*.

THE oldest piece of furniture in the world is the multiplication table. It was manufactured two thousand years ago, and is as good as new.

The most profitable 3d. and 6d. packet, "PICK-ME-UP," in 12's and 25's

Mr. W. H. Abercrombie.

THE name of Abercrombie has been associated with the firm of Messrs. R. & J. Hill for so many years that it is almost unnecessary to state that the subject of this short sketch is one of the firm's most trusted employes. Twenty-seven years ago, Mr. W. H. Abercrombie entered the house as a junior clerk, but his uncle, the recently deceased and ever respected Mr. David Abercrombie had even then grown grey in the service of Messrs. Robert & James Hill, as the firm was styled at that period. Advancing stage by stage, and thoroughly mastering the details of every department of the business, the erstwhile junior clerk was, some ten years ago, appointed representative over the Midland and Eastern counties, and here he continued to "preach the gospel according to Hill" until about two years ago when, owing to increasing trade and arrangements made by the new Company, Mr. Abercrombie confined his energies, and that to some purpose, to the Eastern Counties alone. Owing, however, to the efficacy of the vigorous policy pursued by Mr. H. L. Peters, the Managing Director of Messrs. Hills, Ltd., and the support afforded him by the other members of the Board, that gentleman after two years found that the rapidly increasing trade of the firm rendered assistance to him absolutely imperative, if the concern was to be properly managed, and here it was that Mr. Abercrombie's chance came to be once more back at headquarters. No better choice, we venture to say, could have been made. Affable, courteous, with a knowledge of men and every detail of his business, Mr. Abercrombie will make a splendid adjutant to his energetic chief, and we say to him that we hope his connection with the firm will be as satisfactory and lasting as was the career of his late uncle.

Stolen Leaf.

IT is generally believed, says a contributor to *The Cigarette*, that considerable quantities of tobacco leaf disappear from the bonded warehouses, and it may be interesting to consider whether any weak points exist in the regulations under which tobacco is prepared for sale, and the possibility of stolen leaf passing into consumption through the misuse of the ordinary trade practices.

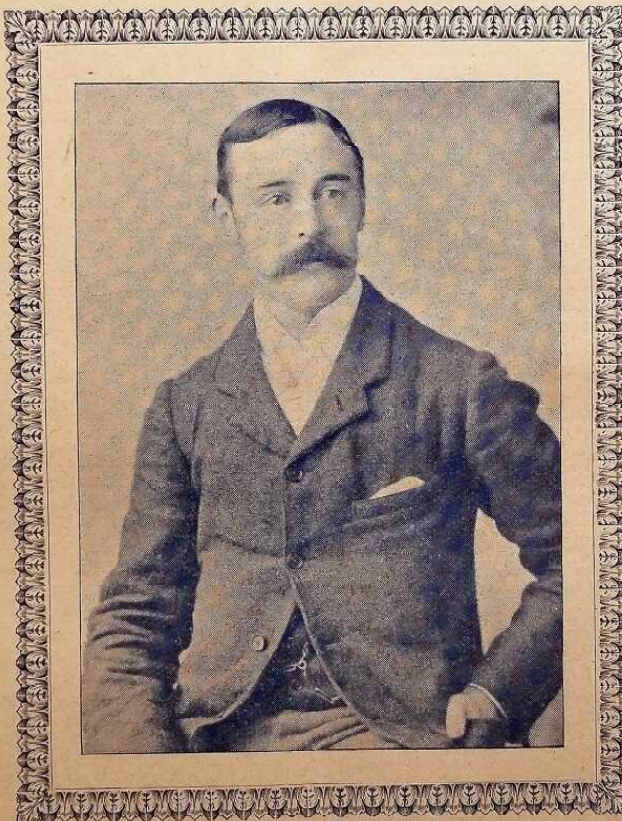
To enable the proprietors of tobacco leaf deposited in bond to sell their goods, they are allowed to draw samples not exceeding four pounds weight from each package. A label signed by the proper officer is attached to each sample; the label serving as a permit for the removal of the tobacco. On payment of duty on the sample another may be drawn, and similarly a third and fourth, in some cases even a fifth and sixth. It therefore happens that several samples may be in circulation at the same time, duty having been paid on all but the last one drawn. The tobacco manufacturer who buys the package retains the sample he has received, the weight being included in the quantity expressed in the permit for the package. By these means the duty is fully charged, while the merchant has proper facilities for carrying on his business. It is evident, however, that under such a system there must be a large accumulation of the samples not retained by the manufacturers, and it is customary to grant special permission for the removal to manufactories of packages containing samples only, on condition that the labels are properly identified by the officer, who grants a special permit in such cases. These arrangements and several others point to the importance attaching to the labels as a means of securing the safety of the revenue.

It might be assumed as a matter of course that the labels received with samples at tobacco manufactories would be collected

by the Excise Officer surveying the premises. There is a regulation in the Instructions to Supervisors and Officers which may be read to include the collection of such labels as a matter of ordinary official routine, but in the majority of cases it is not so construed. As the work of the Excise branch is at present arranged the additional labour involved by the proper identification of samples with the packages would be a physical impossibility, and it is only in isolated cases that any notice whatever is taken of sample labels after they have been detached from the samples. A waste-paper basket containing scores of these labels is no uncommon sight in a large tobacco manufactory.

No one acquainted with the highly respectable character of the tobacco manufacturing trade would suspect any misuse of the sample labels by firms having in their possession large numbers of used labels, but it must be obvious to anyone that unscrupulous persons might attach such labels to packages of stolen or smuggled leaf made up in suitable weights, and that when so made up bogus samples might be received for manufacture without exciting suspicion on the part of the Excise authorities.

A complete form of security against this danger would be to require each manufacturer to attach the sample label to the permit received with the package of tobacco from which the sample had been originally drawn. As it is usual on the arrival of each package to compare it with the sample, the trouble of attaching the label to the permit would not be great, and it is equally to the interest of the manufacturers as to the revenue that the matter should be placed on a satisfactory basis.



MR. W. H. ABERCROMBIE.

Aristocratic Pipe Carving.

WOOD carving of all descriptions has long been a favourite amusement for a large number of artistically inclined amateurs, and latterly briar pipe carving has not only been found to be a pleasant way of spending spare time, but also a profitable one, many persons of limited income being by the exercise of their talent in this direction enabled to obtain little luxuries that otherwise would be beyond their reach. Society has now taken up the craze, and at the country houses and winter health resorts there appears to be quite a fad in pipe carving by ladies, and a recent interview with a dealer in raw material shows a list of clients which includes the Duchess of Fife, the Sassoon young ladies, Lily Duchess of Marlborough, and many more.

One of the pipes carved by the Duchess of Fife was a fanciful head of a dervish, and was mounted at Brighton and sent to the Prince of Wales at the New Year. Another pipe was the head of the Sirdar, sent by a lady of title to Lord Kitchener himself, through Lord Wolseley.

When Nansen was lecturing along the South Coast not very long ago, the daughters of a Member of Parliament sent him a pipe, the head of which was carved by the girls; and, altogether, the art has been most diligently pursued by hundreds of ladies of the very highest social class. If these amateurs would pass from orthodox shapes and forms, and endeavour to produce something a little out of the common, it would be better still; new ideas of almost any practical form of decoration would to-day be eagerly welcomed by the manufacturer first catching hold of it, and this would make it very profitable for the originator.

Some years ago the magnificent pipes of Koch of Germany, with their pyrographic effects in all shades of brown, augmented by red, yellow, and gold leaf, fell flat; the chances are that to-day they would receive a certain amount of artistic favour. Especially if the supply was limited, and the demand made a fad.

Increase your sales and profits by stocking "PICK-ME-UP" Cigarettes.

The Fermentation of Tobacco.

THE nature of the fermentations which take place in the curing, fermenting and ageing of leaf tobacco has been recently studied by Dr. Loew, of the United States Department of Agriculture. Dr. Loew finds that—contrary to the statements of Suchsland and others—the fermentation of tobacco is not caused by bacteria, nor is the aroma of tobacco due to the action of specific bacteria.

Fermenting tobacco, when it has the proper content of moisture, from 18 to 25 per cent., is germicidal in its action, and few if any microbes are found on freshly fermented leaves. The principal changes that take place in the curing and fermentation are due to the action of soluble ferments or enzymes found in the plant while growing, and perhaps while wilting after the harvest. The enzymes are chemical bodies—not living organisms, like bacteria or moulds—which, under proper conditions, cause extensive chemical changes in bodies associated with them. A familiar example is the enzyme of malt, called diastase. Malt, by reason of this diastase, can convert many times its weight of starch into a sugar.

In the fermentation of tobacco leaf the main changes are caused by two oxidizing enzymes alone, by the agency of which the oxygen of the air is made to unite with various compounds contained in the leaf. The development of colour and aroma is due principally to the action of these oxidizing enzymes.

Dr. Loew finds that one of these is no longer able to act when it is heated to 149–151° Fahr., while the other is rendered inactive only by a much higher temperature, 188–190° Fahr.

These observations of Dr. Loew, which it is to be hoped will be supplemented by further studies, are of the greatest interest and importance to growers and packers of leaf tobacco. It has long been known that tobacco, if packed too closely, will not ferment properly; which is readily understood if fermentation is an oxidation process, requiring the presence of air, which too close packing almost entirely excludes. It is a question whether, under our usual methods of packing in cases, sufficient air is always present for fermentation, until by drying in the cases the leaves have shrunk somewhat, and thus admitted air.

If these enzymes or ferments are the controlling factors in fermentation, it is of importance to study their occurrence and the things which favour their presence, and especially their activity in the cured leaf.

In the Northern States, wrapper leaf tobacco is almost universally fermented in cases. The sorted leaves, tied by their butts, with an inferior leaf, into "hands" containing from thirteen to twenty or more leaves, are carefully packed in cases, with the aid of a press, each case containing about 300 pounds. This is done during the winter and early spring, and these cases are piled three or four high in warehouses, usually unheated, where they lie over one summer. They are turned over once or twice during the time, and in the early fall samples are drawn and the cases are sold to manufacturers or dealers by the sample. It is believed that little fermentation goes on till early summer. Tobacco fermented or "sweated" in this way cannot, therefore, be sold to manufacturers till a year after harvesting. It cannot be examined during the fermentation or "sweat" to see if it is taking damage of any kind, and the success of the process is always in doubt until it is done and the cases are stripped in the fall.

In the Southern States, in Cuba and in Sumatra, leaf tobacco is always fermented in piles or "bulk," which are constantly examined and frequently turned over and rebuilt. The skilful operator can see at once if the operation is not going as it should, and can frequently correct the trouble.

Formerly, when leaf having a dark colour was in demand, Connecticut packers sometimes "force-sweated" the leaf, which had been previously fermented in the usual way. To do this, the leaf was made as damp as was thought safe, packed again into cases, and placed in a room where a high temperature—100–120° Fahr.—was maintained. In five or six weeks the process was complete.

During the last two years, owing to the scarcity of fermented wrapper leaf in the market, packers have hastened the fermentation of new-crop leaf by placing the cases, packed as usual, in rooms heated to 90°, 100°, or even to 130° Fahr., depending on the packer's idea of what might be most favourable. Some have kept the air of these rooms quite moist, the relative humidity being 80 per cent.

In this way the leaf could be put on the market in six or eight weeks from the time it was packed. It is too early to decide whether as fine a quality of leaf is secured in this way as by the old-fashioned and slower method.

In order to test the method of fermenting Connecticut wrapper leaf by the process used in the South, *i.e.*, in a heap instead of in a case, a crop was fermented in the following way: A basement room was used for the purpose, the temperature of which was about 80° Fahr. day and night, because of a main steam pipe which passes

through it to another building. By means of live steam from a pet cock on this pipe, the temperature could be raised to 90° Fahr. or more, and the air made very moist. By means of maximum and minimum thermometers, and a hygrometer, the heat and moisture could be watched, and with the aid of steam and occasional sprinkling of floor and walls kept quite uniform.

On November 1st, a bulk was made as follows: On the cement floor were laid damp tobacco stems covered with trash tobacco, well pressed down, making a layer five inches deep. At each end were stanchions to hold the bulk, and matched planed pine boards were put against them, next the tobacco. About 930 pounds of tobacco, 314 pounds of top leaves, and 616 pounds of seconds (bottom, "sand" leaves), all tied in hands, were piled up between the stanchions, just as they are laid in a case, the butts to the side of the bulk. The whole made a pile about five feet high. The top leaves were judged to be in good condition for fermenting; the seconds were too dry, but we preferred not to apply moisture till we had had some experience with the process. Near the bottom, centre and top of this bulk, as it was built, were laid electrical thermometers, devised by Whitney & Evans. By this means, with a special telephone instrument, the temperature can be taken at any time without disturbing the bulk at all. The top and sides of the bulk were covered with stems and trash tobacco, held in place by a few scantling.

During the fermentation the temperature of the room averaged 82 degrees, and after a few days' experience in regulating it, ranged from 77 to 85 degrees. The relative humidity averaged 80 per cent., ranging from 75 to 91.

The temperature of the top of the bulk rose to 100° Fahr. in nine days, or at the rate of four degrees in twenty-four hours. The temperature of the centre rose to 102° Fahr. in the same time, at the rate of four and one-half degrees in twenty-four hours. The temperature at the bottom in the same time rose to 79° Fahr., or less than two degrees per day.

Very soon after the tobacco has become warm by reason of the fermentation, it develops a very characteristic sweetish odour, reminding one of that of beeswax, or perhaps of plug tobacco. There is absolutely no smell of ammonia at this stage of the process, but as the temperature of the bulk goes down after the active fermentation is over, the sweetish smell gradually diminishes, the tobacco within the bulk develops some ammonia, and the leaf begins to acquire the odour of fermented tobacco.

The bulk was now made over, putting what was on top before at the bottom of the new bulk. The bottom of the first bulk was at the top of the second, while the centre of the first bulk was at the centre of the second. The hands were shaken out to prevent the leaves becoming matted together.

The temperature of the top of the new bulk rose to 102° Fahr. in five and one-half days, or at the rate of four degrees in twenty-four hours.

The temperature of the centre, which fell to 92 degrees in making over the bulk, rose to 98° Fahr. in four and one-half days, little more than one degree daily, while the temperature of the bottom (which had been the top of the first bulk) fell in making over the bulk to 86° Fahr., and rose to 89 degrees in six and one-half days.

From this time, about November 18th, the temperature slowly and steadily declined till December 9th, when the temperature readings were discontinued, although the temperature and humidity of the room were kept constant. On this date the temperature of the top and middle of the bulk was 93° Fahr., and of the bottom 85° Fahr.

This bulk stood till January 4th, when the top leaves were separated, cased, and sent to a dealer for sale. They were still quite damp, easily handled, and had lost in the fermentation only 4.4 per cent. of their weight. We are informed by the dealer that they have since lost weight considerably by drying out in the case, as was to be expected. The leaf was pronounced by him well sweated; it had lost the sweet smell so characteristic of fermenting tobacco, and looked and smelled like old leaf. It had nothing peculiar about it different from leaf fermented in the usual way.

We were advised to dampen the seconds and try fermenting them further, which we did, applying very little moisture, and making the bulk on January 4th. The temperature rose scarcely at all, and on January 14th the leaves were made quite moist by blowing, and a new bulk built. The temperature rose from 79° Fahr. to 100° Fahr. in four and one-half days, little more than four degrees per day, and then sank continuously.

On February 6th the tobacco had entirely lost its sweet smell, and was giving off ammonia. It was then cased and sent away for sale.

We next undertook the fermentation of the wrappers, in the way above described. They were in rather "high case," fully as damp as was deemed safe, and contained 27.5 per cent. of water.

The bulk contained 1,305 pounds, and was built January 13, 1899. The top and sides of this bulk were covered with woollen blankets, two-inch plank being laid on top of the bulk, and the

There is money in selling "PICK=ME=UP" Cigarettes.

whole pressed down by the weight of several persons. The temperature of the room averaged about 85 degrees, and the relative humidity 85 per cent., during the first two weeks, and from then on the temperature averaged 80° Fahr., and the relative humidity 70 to 75 per cent. The temperature of the tobacco in the bulk was as follows:—

	Jan. 13.	Jan. 18.	Increase.	Increase per day.
Top of bulk ...	71	93	22	4½
Centre of bulk ...	65	91	26	5
Bottom of bulk ...	68	82	14	3

On the 18th the bulk was built over, putting at the bottom of the new bulk what had been at the top of the first one, and shaking out the leaves which were inclined to mat together.

The temperature record of this bulk was as follows:—

	Jan. 18.	Jan. 24.	Increase.	Increase per day.
Top of bulk ...	84	98	14	4
Centre of bulk ...	86	99	13	4
Bottom of bulk ...	89	91	2	...

On the 27th, mould was found on a few hands next the blanket, on the top of the bulk where the blanket had been wet, and, fearing there was more beneath, the bulk was again made over. No more mould was found.

The temperature changes from this time on were as follows:—

	Jan. 27.	Feb. 6.	Increase.	Increase per day.
Top of bulk ...	82	95	13	1'3
Centre of bulk ...	83	93	10	1'0
Bottom of bulk ...	84	81	-3	...

From February 6th the temperature steadily and slowly declined throughout the bulk. On February 27th the bottom temperature was 78 degrees, the centre 84, and the top 89. The air of the fermenting room was then allowed to cool gradually to 70 degrees, and became dryer as the tobacco was pronounced well sweated.

The tobacco remained in this bulk until March 27th, when it was cased and shipped. At this time it had nearly lost the characteristic sweet smell of fermenting tobacco, and had a smell of ammonia. During the fermentation it lost about 8 per cent. of its weight.

The leaf was examined by a dealer in leaf tobacco, and by a cigar manufacturer, both of whom found it "well sweated," not distinguishable from leaf fermented by the usual methods, and having an odour of old tobacco, quite different from the leaf which had been fermented at a high temperature in cases.

These observations indicate that high temperatures, 120-130 degrees, are not at all necessary for the rapid fermentation of tobacco, and that our Connecticut leaf will ferment perfectly well in piles instead of cases, and when the process is complete, will be moist enough to be readily handled and cased down.—*Tobacco Leaf.*

Silver Mounts.

A CONTRIBUTOR to our excellent and practical contemporary, *Work*, in an article on "Making Silver Mounts for Tobacco Pipes," says:—"In making an ordinary pipe mount, a plate of silver has to be prepared to fit tightly round the two pieces that are to be joined by its means. The easiest way to obtain a pattern of this plate is by wrapping a piece of smooth paper round the place on which the mount is to go, and very carefully cutting all the surplus away with a pair of scissors until one thickness of the paper is all round the pipe. If this is done carefully, and due attention is paid to the straightness of the soldering seam and of the ends, the silver can be cut to fit exactly. The plate must be flattened, and then turned up into a tube quite free from bruises or kinks. For this is required a 'triblet,' which is a tapering piece of smooth round iron or steel; a bending block is also necessary. A mallet also may be necessary if the silver is thick; thin metal will come up by the pressure of the hand almost, and may be worked with a pair of half-round pliers in place of the block and mallet. With a knife or a scraper made from a three-square file, make the edges to be soldered together quite level and true with each other; see that no burr from the file is left on the metal when tying with wire. Should the mount be long, it is desirable to file small nicks in the edges that form the seam, so that the solder may hold better; the seam will not be so likely then to open during the subsequent operations. When fitted, the tube is tied with iron binding wire, so that the edges remain in the proper position whilst soldering. Thin wire should be used, as thick wire on cooling and shrinking may bruise the work. The tying of the wire is not difficult in ordinary jobs, but with a very tapering mount means have to be taken to prevent the binding wire slipping down.

In soldering, which is the next process, brush the flux on the edges to be united, which previously should have been scraped clean. The flux is borax rubbed up in water. Lay some pallions (small pieces) of silver solder along the seam, and with a gentle

heat from the blowpipe flame evaporate all moisture. Then, if the solder has not been shifted, apply the full heat. When cold, pickle in a mixture of 1 part of sulphuric acid and 40 parts of water, and file off any pieces of unflushed solder. The mount now is sure to be more or less out of shape, so it has to be trued on the triblet previously mentioned with a smooth-faced mallet. The work could be more easily done in a lathe, which would also be useful in the subsequent polishing. If the metal is so thin that the triblet and mallet or hammer are of little service, use a ribbed burnisher, with which it is quite possible to rub the thinnest of collars true and smooth. The burnisher may be from 7 in. to 10 in. long, 1 in. wide, and $\frac{3}{16}$ in. thick, and can be made from an old flat file. The ribs or ridges should be quite smooth. When the mount is in shape, and fits the pipe, it will have to be smoothed and polished. Remove hammer marks, &c., by filing, and not by the use of glass-paper or emery-cloth, by which means the corners are rounded instead of being left sharp. The next thing is to polish the mount. The principle underlying most polishing processes is a simple one. It is the application by friction of abrasive materials in stages of gradually increasing fineness. If that is understood, it will be an easy matter to make shift with materials that may be handy, though those mentioned here may be obtained in small quantities at oilshops and of dealers in jewellers' materials. As the mount to be polished may be thin, and therefore likely to get out of shape, a piece of wood should be fitted to it, and this will both support it and allow it to be handled with comfort. First is used a stick of water-of-Ayr stone with water, a damp sponge being employed to remove the mud-like stonings as they are produced. This is followed by pumice powder and oil, and this by crocus and oil (or rotten-stone or Tripoli powder and oil). These may be applied by means of buffs made by glueing strips of buff leather to pieces of wood. Next softly brush the mount with damp whiting, and then wash it in hot soda and water to remove all the contained grease in the polishing materials. The final polish is given with rouge, applied by a buff at first, and then by the palm of the hand or the ball of the thumb. Wash off all rouge, and the mount is then ready for fixing on. It is important in using the rouge that the hands, rouge, and everything by which the mount is touched be quite free from grit. Jewellers' rouge is not that sold as face powder, but is peroxide of iron specially prepared. The best quality has a red colour having a decided purple tinge. Rouge varies in colour, from the one mentioned to a deep red.

The Origin of Briar Pipes.

THE Swiss side of the Jura Mountains was formerly the home of snuff-box making, natively turned from the root-wood of the box tree, which, as is well known, is extremely hard and durable. The demand for these snuff-boxes was so great that the box-wood was exhausted, and the peasants thereupon experimented with other woods found in the neighbourhood, so as to prevent the industry dying out from lack of necessary material. Many root-woods were tried, but none were found to equal the heather in the essential characteristics. This wood, indeed, proved even more suitable for the work than the box-wood hitherto employed. After a time the natives manufactured their pipes from the newly discovered heather, and these rapidly displaced the crude clay pipes which had formerly been in vogue among them. When the Jura heather became exhausted the peasants had to seek pastures new in order to carry on their industry, and the Tuscan Alps then came into prominence. Snuff-boxes, however, soon became obsolete commodities, and the peasants consequently devoted their whole attention to pipe-making, with such success that St. Cloud has now become practically a pipe town, supplying its products to all countries in the world, especially in the higher grades of goods, the cheaper being made at Ruhla, the old centre for offensive arms, swords, &c., thus "turning the sword into a ploughshare."

ON returning from the barn early one morning, the old man found his wife in tears.

"Wha'cher cryin' about, Melissy?" he inquired.

"Nother—one—uv our darters—was stole las' night," she sobbed.

"The red-headed 'un?" he asked, ironically.

"Yes—pore Mag—she was the best ga'—"

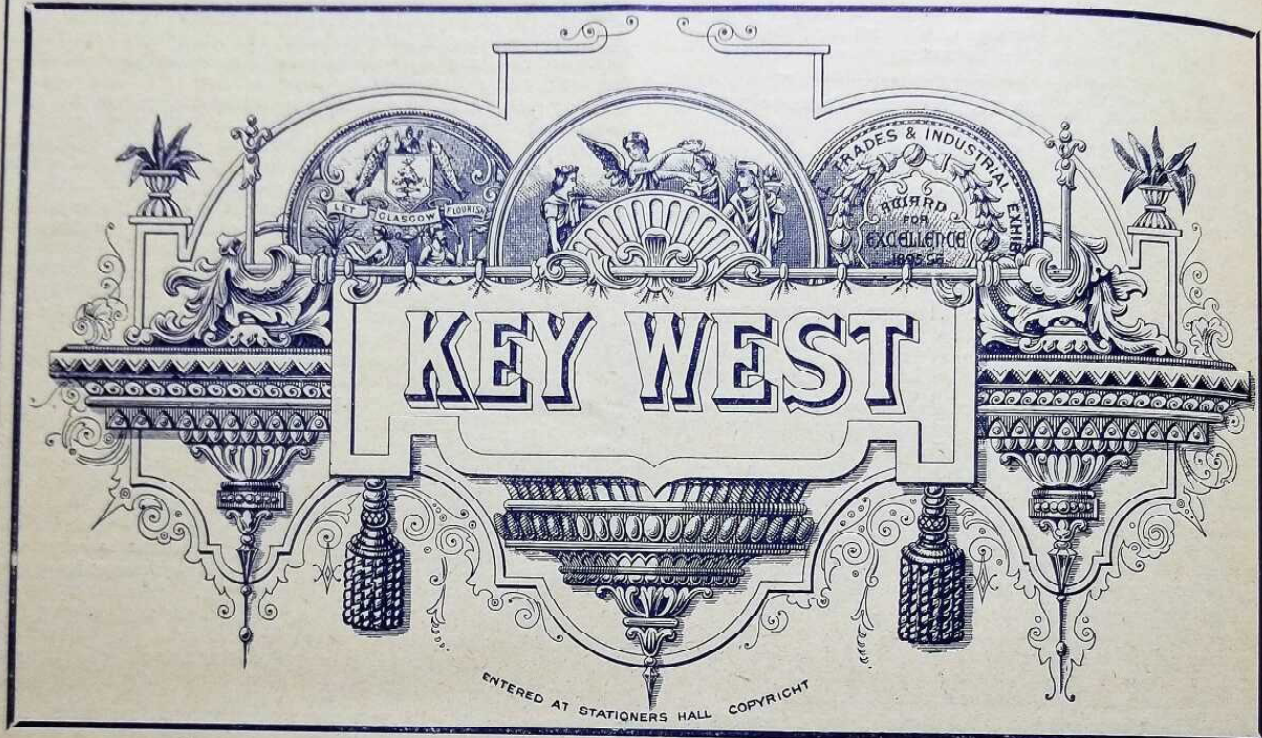
"Bob Scuttles?"

"Uv course; hasn't been no other feller waitin' on her. Ain't you goin' to pursue after 'em to arrest 'im?"

"Uv course not," he replied, sternly. "I'm not under obligations to help Bob Scuttles out uv no difficulty. Let him go ahead and work out his sentence, same's I've ben a-doin' fur the last forty year."—*New York Truth.*

Every Tobacconist who knows his business sells "PICK-ME-UP" Cigarettes.

CAUTION.



It having come to the knowledge of

Messrs. R. I. DEXTER, of Nottingham,

(the Sole Proprietors of the above Cigar Box label) that **COLOURABLE IMITATIONS** of the same are being used,

Notice is hereby Given that legal proceedings will be instituted without further notice against any person or persons selling or offering for sale any Cigars not of the manufacture of the said Messrs. R. I. DEXTER bearing any colourable or other imitation of the above label.

Any information as to the infringement of the above or any of the Trade Marks, Brands, or Labels of Messrs. R. I. DEXTER (which will be treated confidentially) should be forwarded to—

MESSRS. J. E. EVANS-JACKSON & CO.,
Patent Agents, BRISTOL HOUSE, HOLBORN VIADUCT, LONDON, E.C.

Messrs. Adkin & Sons' "Soldiers of the Queen."

THE accompanying block will give some idea of the really handsome cards which Messrs. Adkin & Sons are issuing with all of their packet cigarettes at the present time. Each

packet contains a well executed portrait of one of the distinguished soldiers connected with the campaign in South Africa, thus forming, when all are collected, a portrait gallery of the flower of the British Army. The illustration herewith shows more graphically than words the idea of the pictures, and Messrs. Adkin & Sons are to be congratulated upon the venture, while the public also are fortunate to be catered for in this way.

ADKIN'S CIGARETTES

SOLDIERS OF THE QUEEN.

This Series of 50 Portraits
is reproduced from Copyright Photographs
& issued with
Adkin & Sons Cigarettes.

ADKIN & SONS, LONDON.

THE OLD MAN'S OCCUPATION.

"It's a queer worl', said the old man "when you come to think it over. You know I eddicated Jim fer a lawyer?"

"Yes."

"An' Bill fer a preacher?"

"Exactly."

"An' Tom fer one o' these here literary fellers?"

"I've heard so."

"An' Dick fer a doctor?"

"Yes. You gave them all a good start."

"Well, now, what do you s'pose I'm a-doin' of?"

"Can't say."

"Well, sir, you mout not believe it, but I'm a-supportin' of Jim an' Bill an' Tom an' Dick, an' it keeps me a-going from daylight to dark!"—*Atlanta Constitution.*

BEGINNING GRADUALLY.

A YOUNG wife came to her mother-in-law with a heart-broken expression recently, and threw herself on the floor in the abandonment of grief.

"Why, what is the matter, Mary?" the elder lady exclaimed. "Has anything happened to Will?"

"Oh, mother! He's taken to staying out at night!" wailed the unhappy young woman.

"How long has this been going on, my dear? It doesn't seem possible! I used to know all about my boy's habits, and he never went anywhere he shouldn't. How late does he stay away?"

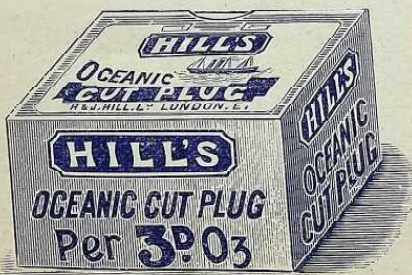
"You know he usually leaves the office at five o'clock, mother. The night before last he never got home until seven, and last night he didn't set foot in the house until twenty minutes after eight. Oh, what shall I do?"—*Chicago News.*

The public appreciate the "PICK-ME-UP" Cigarettes because they are good value.



OCEANIC

IN ONE OUNCE
CARTONS.



IN ONE OUNCE
CARTONS.

CUT PLUG



IN 1 OZ. CARTONS

PER **3 1/5** LB.



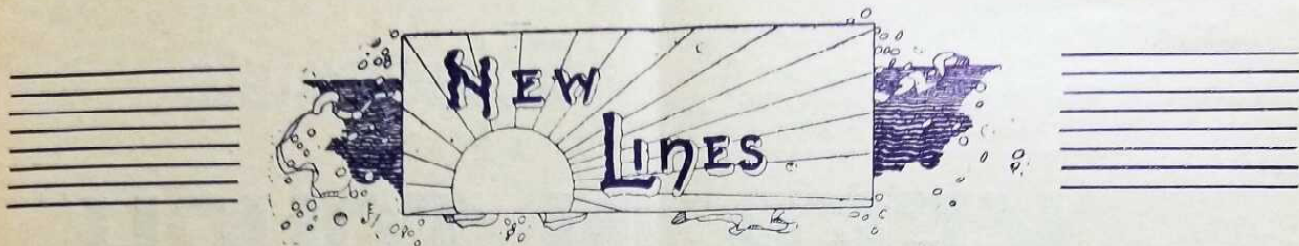
OF VERY ATTRACTIVE DESIGN.

- AWARDED . . .
- GOLD . . .
- MEDAL . . .



- GREATER . . .
- BRITAIN . . .
- EXHIBITION . . .

R. & J. HILL, L^{TD.} (EST. 1775) SHOREDITCH, LONDON, E.



One of the most important new lines of the month is undoubtedly that produced by MESSRS. R. LOCKYER & CO., of 13, Bunhill Row, E.C., under the title of "RED CROSS," a name which the firm is using by permission of the Red Cross Society. A short time ago, Messrs. Lockyer received an order from the Society to manufacture and forward to the Cape, for the use of the

Virginia tobacco, and are of a quality which one does not always expect to meet, or indeed get under the circumstances. The packet, which is tastefully got up in white and gold with the red cross, is retailed at 6d., and contains twelve pieces, while Messrs. Lockyer bind themselves to forward 5s. to the above-mentioned fund for every 1,000 cigarettes sold, and the amounts so raised

will be duly acknowledged by the *Daily Telegraph* every Monday morning so long as the fund is open. In this new brand the manufacturers have not sacrificed their reputation for high-class goods in order to seek what may be called "patriotic profit" of a pecuniary order, but are giving absolute value to the consumer, who is in no way taxed by smoking them further than by the Revenue. A very attractive show card has been prepared, which gives full details to the would-be purchaser, with a sketch showing members of the Red Cross Society at work on the field. We have pleasure in reproducing the packet itself, which gives a good idea of the general get up.

* * *

MESSRS. PARTRIDGE & SON, of Mansfield Street, Leicester (late of Post Office

Yard), are responsible for a very fine line of fourpenny cigars, which have just been placed on the market under the title of "UPTANA." These, which are made in two sizes—"GRAND BOUQUETS" and "PERFECTOS FINOS"—are a credit to the firm both in manufacture and turn out, the boxing and labelling being distinctly good. The sample which we recently

inspected was both well filled and wrapped, and was evidently the output of a competent workman.

* * *

Just as we go to press, we hear that MESSRS. GOODMAN & HARRIS, of Humberstone Gate, Leicester, have placed a new cigar line on the market which they call "GEMSBOCK." The title is an ingenious one, for the syllables, being reversed, of course, read "Bockgems." We hope to say more about these in our next issue.

* * *

"HOFFMAN HOUSE" Cigars, although not exactly a new line, claim our attention this month owing to an important change in the handling of them in the provinces. These celebrated cigars, manufactured by the Hilson Company, of New York, have now been taken up by MESSRS. IND, COOPE, & CO., LTD., of Burton-on-Trent, who will, in the future, be the sole agents in the country, and, owing to the firm's far-reaching ramifications, we shall expect to see the brand much in evidence. The cigar is made specially for mild smokers, and is manufactured entirely of one quality tobacco, and that is Havana throughout. It is well made, handsomely boxed, and of the samples which we had the pleasure of tasting, we can only say we thoroughly enjoyed every one. As a really good cigar of one uniform strength and colour throughout, the "HOFFMAN HOUSE" is decidedly one to be treasured.

* * *

MESSRS. FOYLE & SON, tobacconists' sundriesmen, of 37, Houndsditch, E.C., forward us a copy of their latest price list, which should commend itself to those retailers who do their business through large distributors. The prices quoted throughout are strictly net, and are as near "bed rock" as it is possible to obtain them.



wounded and convalescent, a large parcel of special cigarettes, and to this order the firm generously added 2,000 boxes at their own expense. They are now manufacturing a similar cigarette, and placing them on the market in connection with a scheme for swelling the *Daily Telegraph* Fund for widows and orphans. "RED CROSS" cigarettes are made entirely by hand of fine

AT LADYSMITH.

PRIVATE MULVANEY and Private MacDonald were making themselves as comfortable as circumstances would allow them, in as dry a part of the trench as they could find. The Scot was retailing the news he had heard that day, viz., that his battalion was to be mustered out on the morrow to make an attack on the Boers' left flank.

"That's great good luck for you," said Mulvaney, "I wish ours was being mustered out."

"But ye might never get in again," replied MacDonald.

"Well, you may depend on it, that to be mustered out is better than to be peppered in."—*Pick-Me-Up*.

JUDGE: "The charge against you is vagrancy. The officer says you have no visible means of support."

MR. JOHNSON: "I've got a means of support, jedge, but she done took sick, and can't do no washing."—*Judge*.

AUNT TARITHA: "Good-bye, my boy! Do try to instil into the poor Boers a few civilised ideas."

HER NEPHEW: "Oh, yes, aunt; we shall soon introduce to them some of our best English 'Maxim.'"—*Fun*.

'BUS DRIVER: "Bin an' took my best 'osses, they 'ave, for this 'ere war. Fust-rate 'uns they was too, but I reckon one of 'em 'll make 'em wish they'd never set eyes on 'im afore 'e's finished with 'em."

OLD LADY: "Dear me! And what do you think they'll do with him?"

BUS DRIVER: "Do with 'im? Put 'im in the canteen, I expect."

OLD LADY: "Poor thing. I do hope they'll be kind to him there!"—*Punch*.

LADY (engaging housemaid): "We are all vegetarians, and should expect you to become one. Have you any objection?"

HOUSEMAID: "Well, mum, it all depends. Is beer a vegetable?"—*Melbourne Weekly Times*.

PHILANTHROPIST: "Poor fellow! You are doubtless a victim of heredity."

CONVICT: "Yes lady! I fell over six new ancestors that the lady had jist painted, and that woke up the whole house, and they caught me!"—*Melbourne Weekly Times*.

"PICK-ME-UP" Cigarettes are in everyone's mouth.

Tobacconists



KEEP IN TOUCH

With your Trade.

IT WILL ONLY COST YOU

ONE SHILLING PER ANNUM

TO DO THIS!

And we will post you a copy of THE CIGARETTE WORLD AND TOBACCO NEWS for 12 months. Send P.O. 1/0 and name and address distinctly written to

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GOLD FLAKE HONEY DEW.

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The Greatest Value ever offered.

"Fossil,"

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

X Wonderful! X
Marvellous!
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ARE THE WORDS UTTERED BY EVERYBODY WHEN THEY SEE AND EXAMINE THE

Decorated Metal Cigarette Case

AND

5 GOLD FLAKE CIGARETTES

for **1d.**

ORDER AT ONCE FROM YOUR WHOLESALE DEALER,

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H. J. NATHAN, CIGAR IMPORTER,
STRATFORD, E.

P.S.—Peruse carefully my New Illustrated List. If one has not reached you already, you will receive one in a day or so, as they will be sent to the whole Trade.

Telegrams: "NATHAN STRATFORD."
Telephone: No. 160, STRATFORD.

Messrs. W. D. & H. O. Wills', Ltd., Annual Dinner.

THE Directors of Messrs. W. D. & H. O. Wills, Ltd., entertained the principal members of their staff, numbering about one hundred and fifty, at their Annual Christmas Dinner, on Thursday evening, December 21st. The pump room of the Grand Spa, at Clifton, brilliantly lit up and beautifully adorned, was the scene of the important function.

SIR WILLIAM HENRY WILLS, Bart., M.P., presided, and he was supported by Judge Austin, Sir E. P. Wills, K.C.B., and Mr. E. F. Evans (Her Majesty's Collector of Customs), Mr. A. J. Alexander, the High Sheriff (Mr. George A. Wills), Messrs. Harold Lewis, T. Fuller, Goodenough Taylor, S. D. Wills, D. Holt, G. Atherton, Dr. Aubrey, Messrs. Chambers (Midland Railway), F. A. Jenkins, C. A. Roberts, Arthur L. Wills, D. Kitchingham, H. W. Gunn, H. Wills, Farron Lambert, J. Durness, W. Melville Wills, D. Schwalm, Frank Wills, G. H. Wills, H. C. Wills, F. J. Schwalm, W. H. Bryant, E. H. M. Gunn, C. E. Robertson, C. Farr, R. Earle, J. H. Gunn, F. Palmer, G. H. Wills, E. E. Jones, and many others. The vice-chairs were filled by Messrs. Horace Gummer, H. Nichols, and H. B. Marshall.

The CHAIRMAN, after dinner, said they were determined to correct some mistakes of the past, and they had resolved that there should be no "musical honours," and that if these were intended, they should be taken as read (laughter). He then regretted the absence of many through illness, including Mr. H. O. Wills and Sir Frederick H. Wills. In proposing "The Queen," he said while we were passing through such a tremendous crisis, the sympathy of every Englishman would go out very loyally to the Sovereign whom they so honoured and revered—the Sovereign who had thus to see the last days of the century in which she had figured so illustriously clouded with adversity and anxiety. "But," said the chairman, "we have taken this job in hand, and we are going through with it" (enthusiastic cheers).

SIR E. P. WILLS gave "The Staff," and said if they wanted a monument of their success they only had to look around that room and see the numerous gentlemen associated with them—gentlemen whose abilities and zeal and straightforwardness had combined to bring about the success of the firm of W. D. & H. O. Wills.

MR. W. H. BRYANT, in responding, referred to the harmonious body of the Wills' workpeople and staff, and the princely munificence of the Wills family.

MR. E. H. M. GUNN (London) assured them that they in London were proud that night not to be visitors, but to be part of that great firm in Bristol, and they were also proud to participate in their prosperity—the prosperity of a firm noted for its princely gifts and unbounded liberality.

MR. F. J. SCHWALM also acknowledged the toast in a speech which was heartily applauded.

MR. JOHN GUMMER, in proposing the toast of the evening, "W. D. & H. O. Wills," said they were only too willing and ready to testify to the appreciation of their hospitable and kindly hosts—the firm all the members of which were respected and beloved by them. He could assure them that in the growth of the firm each member who had been added to it shared in that respect and esteem (cheers).

SIR WILLIAM HENRY WILLS (if he were not received with musical honours had to wait some time before he could speak for cheers, which went far to make a good substitute for "musical honours"), after referring to the fact that it was close upon half a century since he became actually identified with the business of their firm, said they were glad to acknowledge the intelligent and able services the staff rendered them. Their business during the last quarter of a century had extended far beyond the bounds of the United Kingdom, and they had now to consider questions of tariff and other matters that never came before the management in his early days. He had always believed it was a wrong and unrighteous thing to grind the face of the poor, and he hoped it would always be the policy, the principle, and the desire of the firm to pay a living wage (cheers). He should be sorry to have any success that depended upon the pinching or crushing of those who contributed to their advancement and extension. After a playful reference to the learned judge of the County Court to his right and on the left her Majesty's Collector of Customs, who "took all the ready money the firm could scrape together," the Chairman said they felt proud of their staff, and were glad on all occasions to acknowledge their sympathy and support.

MR. H. H. WILLS, in a capital speech, proposed "The Colonial and Foreign Agents," coupled with the names of Messrs. Atherton and Holt, the latter of whom was proud of the distinction of having got President Kruger to do, perhaps, the best thing he had ever done in his life—open a splendid new cigarette factory in Johannesburg, which Messrs. Holt had established there and built in so artistic a fashion to represent "The Three Castles" (cheers).

MR. HOLT, in responding, referred to the interesting fact that their insurance on that particular building referred to by Mr. H. H. Wills had just run out, and for whatever happened there now the Johannesburg firm would have to depend upon the benevolence of the British Empire (cheers and laughter). He referred to foreign competition, and he felt sure that if England adopted the decimal system the trade of this country would be very largely increased with the foreigner.

MR. ATHERTON (India) also acknowledged the toast, and said that in India "The Three Castles" had knocked out all the others.

MR. MELVILLE WILLS proposed "The Press," and bore testimony to the debt of gratitude they owed to the daily newspapers.

MR. HAROLD LEWIS, in responding, complimented the directors of W. D. & H. O. Wills on the enjoyable and homely character of that annual gathering, and the tone which the chairman so felicitously gave to it, as though it were a small family party. If they searched England through, they would not find a better example of a firm who had solved the great and important problem of social life at this stage of the world's history in showing how people could be great capitalists, carrying on a great business, and at the same time be regarded by those they employed and the world around as friends and public benefactors.

MR. GOODENOUGH TAYLOR congratulated the firm on the honours they had gained, honours which all believed each one of them had thoroughly deserved.

MR. GEORGE A. WILLS gave the toast of "Our Visitors," coupled with the name of His Honour Judge Austin, and he welcomed the presence of Her Majesty's Collector of Customs, and Mr. Fuller (of the Excise), Mr. F. Jenkins, Mr. J. A. Alexander, Mr. Kitchingham, and others.

JUDGE AUSTIN, who was heartily cheered, responded, and gave the chairman a Roland for his Oliver in a playful allusion Sir William had made to himself. He spoke of the firm as widely known, as one of the greatest, most prosperous mercantile concerns to be found on the face of the globe.

During the evening, in the interesting musical programme, which added so much to the enjoyment of all present, songs were contributed by Messrs. Arthur Wills, Dawson Kitchingham, and Farron Lambert, and there were glees and part songs, and a capital programme by the band during the dinner. Mr. Arthur Wills was enthusiastically encored for his fine rendering of the song, "The Old Grey Fox," which he had to repeat, and he did so with still more vocal force. Mr. Kitchingham was also encored, and gave an excruciatingly droll and laughable exposition of discord in the village choir.

Humorous.

THE TRAVELLER!

Who grasps me with a hand like leather,
Ignores my chirrup on the weather,
Fills my armchair with his end—the nether?
The traveller!

Who impresses me on his first call,
And makes me think I know it all,
Then calls again, books order and all?
The traveller!

Who says his firm's goods can't be beat,
Then changes firms—when next we meet
The same old story will repeat?
The traveller!

Who tells me stories of his birth
And shows me what a dreadful dearth
There'd be if he were not "on earth"?
The traveller!

Who tells me that my shop looks slick,
Treats me to whisky in a tick,
To others says I make him sick?
The traveller!

Who sells me goods and dates the bill
Ahead, until my coffers fill?
With all his faults I love him still.
The traveller!

—Canadian Cigar and Tobacco Journal.

"SIX feet in his boots!" exclaimed old Mrs. Jones, after reading about a Guardsman. "What will the impudence of this world come to, I wonder? Why, they might just as reasonably tell me that the man had six heads in his hat!"

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"The Lancet"

on Cigarettes.

The Lancet recently published a very elaborate report of their Analytical Sanitary Commission on Cigarettes, which will go far to dispel the ignorant prejudice against this dainty form of the divine weed:—

"The history of the work of *The Lancet* Analytical Sanitary Commission on this subject dates back as far as 1853, when a report appeared on 'Tobacco and its Adulterations' in *The Lancet* of July 30. This report, we believe, was one of the first published contributions on the chemistry of tobacco, and had reference to the use of foreign leaf in cigars, as well as to the normal composition of manufactured and unmanufactured tobacco. The report, which extended over several numbers of *The Lancet*, was concluded in the issue of December 10, 1853, and contained an enormous number of figures based on the analytical results of a great number of samples of tobacco and cigars purchased in shops in London. Certain forms of adulteration were brought to light, but there was no evidence to show that the adulteration was of a kind likely to produce injury to health.

"Since that date the cigarette has been introduced into everyday life, and, at the present time, the consumption of cigarettes is enormous. In 1888, a rumour gained currency that cigarettes contained a large proportion of opium and 'an unclassified alkaloid,' and, further, that the paper contained arsenic, copper, or chlorine. The subject was obviously of great public interest, and *The Lancet* Analytical Sanitary Commission was appointed in 1888 to make inquiry on these heads, with the result that we were able to say in *The Lancet* of October 20, 1888, that there was no trace of opium or any 'unclassified alkaloid' in the tobacco, not a trace of chlorine or arsenic in the paper, but that there was a faint trace of copper due to the metallic lettering on the paper wrapper. The indictment to which we have referred nevertheless gained ground, and eventually, about the year 1891, disturbed the minds of many people in the United States, where a large proportion of the tobacco supply of the world is produced. This ultimately led to a very remarkable movement against the use of the cigarette, which seems to show no signs of abatement at the present time in the States. The tactics adopted by the leaders of this movement are decidedly odd and, to put it mildly, somewhat illogical. Apparently an endeavour has been made to prove that cigarette smoking is responsible for the high lunacy returns, the ranks of the insane and criminal classes being, it is alleged, recruited from the boys who have been cigarette smokers.

"So energetically was this statement put forward, and with such credulity was it received, that we find in the press of New York such amusing headings as the following:—

CIGARETTES MADE HIM A LUNATIC.—A BRIGHT SCHOOLBOY BECOMES A CHATTERING BEGGAR FROM THEIR USE.—MADE MAD BY SMOKING. DANCED, RAVED AND PRAYED. STRAPPED TO STRETCHER, THE YOUNG TAILOR WAS CARRIED SINGING TO INSANE WARD.—CIGARETTES CLAIM A VICTIM.—BEGAN SMOKING THE WEED WHEN BUT A LAD IN SCHOOL, WHICH BROUGHT HIS LIFE TO AN END BEFORE HE WAS TWENTY-ONE, AND PRODUCED A LARGE TUMOUR ON THE BRAIN AND PARALYSED BOTH LOWER LIMBS.—PUFFED OUT LIFE BY CIGARETTES. THE COLLAPSE CAME YESTERDAY AND DEATH FOLLOWED QUICKLY EARLY THIS MORNING.

"We could quote a number of similar excerpts. It remains to add that, on investigation being made, there was no foundation for the statement that death was due to cigarette smoking. In each case it was made perfectly clear that the cause of death had no relation to smoking at all. The movement then directed its energies to the quality of the tobacco, and it was even declared that two boys in 1891 had died in Milwaukee from excessive cigarette smoking, and that an examination of the contents of their stomachs after death revealed the presence of phosphorus. It was telegraphed that death was caused by this substance combined with nicotine and an arsenical solution used in the paper wrappers. This, on the face of it, is highly improbable, and evinces also an ignorance of the facts connected with the nature and character of tobacco smoke as drawn from a cigarette.

"But absurd statements of this kind continue to be made in the United States, and the subject has appealed to us (though a similar agitation has not yet arisen on any scale in this country) as one of general public interest and one which merits inquiry. It should be stated, however, that some of the brands of cigarettes sold in New York may be obtained in this country. We therefore referred the subject to our New York correspondent, who informed us that there was a movement in New York of the kind which we have described, basing its indictment largely upon the averred

presence of poisonous materials in the cigarette, without having regard to the question of the injury to health which may result from excessive or juvenile smoking. Acting under our instructions, our correspondent secured various brands of cigarettes in shops in New York City and despatched them to *The Lancet* Laboratory for examination and analysis. At the same time our Commissioners purchased cigarettes of American manufacture at shops in London bearing, in the majority of instances, the same brands. The results which have recently been obtained in *The Lancet* Laboratory are printed in a table which accompanies the article (*Lancet*, December 9).

"It may be seen from this table that if any reproach exists at all it will be evident in the case of both the cigarettes purchased in New York and the same brands of cigarettes sold in London. As a matter of fact the results in both cases show no foundation whatever for the exaggerated statements that have been made. Foreign toxic substances were not found in a single instance, and amongst those looked for, both in the paper wrapper and in the tobacco, were morphia, phosphorus, arsenic, mercury, copper, and other heavy metals. The only evidence of a metal being present was, as appears in the table, in the case of copper in the paper. This metal, however, was just barely indicated, and having regard to the extreme delicacy of the chemical test for copper, the quantity present must be so excessively minute as to put any question of its being injurious beyond consideration.

"Apart from the fact that our examination shows that the allegations in regard to the presence of foreign poisonous materials in cigarettes are entirely unfounded, the figures recording the composition of tobacco and the ratio of tobacco to paper in the cigarette are of interest. It is interesting also to compare the figures with respect to the cigarettes purchased in New York and those purchased in London. The results with but few and trifling exceptions are concordant. Thus the average weight of the cigarette bought in New York was 17.83 grains, and of that purchased in London 17.34 grains. The weight of paper was the same in both cases—viz., 0.63 grain; the percentage of mineral matter in paper was 2.98 and 3.21; the ratio of weight of paper to tobacco as 1 to 27 in New York, and the same ratio in London. The percentage of nicotine in the New York cigarettes was 0.94; in the London cigarettes it was 1.05. The percentage of moisture in the New York cigarettes was 11.53, and in the London cigarettes 13.82. The percentage amount of mineral matter in tobacco from New York cigarettes was 11.81, and in London cigarettes 13.00. The alkalinity of the ash reckoned as potash in 100 parts was in New York cigarettes 3.32, and in London cigarettes 3.33. The percentage amount of combined chlorine in the ash was in the case of New York cigarettes 6.39, and in the case of London cigarettes 6.21. The average amount of saccharine matters, reckoned as glucose, in one cigarette, was in the case of New York 1.87 grains, and in the case of London 2.26 grains. (There is an increased amount here in the London cigarette, which we shall shortly discuss.) Column 11 relates to glycerine-like bodies which yield, on oxidation with alkaline permanganate, oxalic acid. In the case of New York cigarettes the average result was 2.82 grains, calculated as glycerine, and in that of the London cigarettes 2.13 grains. There is here estimated, on the average, a slight increase in the New York cigarette.

"It is true that tobacco normally contains certain organic bodies, sticky substances, which behave like sugar, but it is also true that glucose or saccharine matter is sometimes added to tobacco for a practical purpose. This is proved by the fact that the cold water decoction of some cigarettes yields a perfectly definite crystalline precipitate of glucosazone with phenylhydrazine. The addition is harmless. It would appear that the American cigarettes purchased in London contained a slightly increased amount of saccharine matters. The reverse is the case in regard to glycerine, although it is not easy to assert with absolute confidence that glycerine is added at all, on account of the difficulty attending its detection. Still, apart altogether from saccharine matters, certain cigarettes do yield a body which readily oxidises into oxalic acid, and this is fair presumptive evidence of the presence of glycerine. The addition of glycerine in trifling amounts is at any rate recognised by the trade. We are of opinion that neither glycerine nor glucose in the extremely limited amounts shown in our analyses is in the smallest degree injurious.

"To sum up, there is not a single factor in these numerous results upon which can be fairly based any allegation of the presence of a substance producing injury to health. As to the question of injury to health, which may easily result from the excessive or premature smoking of tobacco in any form, that is quite beside the issue, the present inquiry only having reference to the statement that these cigarettes were injurious because they contained foreign poisonous ingredients; as we have said, a very careful search failed to elicit the slightest evidence on this head. No one deprecates more than do we ourselves the appalling increase of the practice of smoking amongst juveniles, and if those who are so emphatically solicitous about the health of the young

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 NAVY BRIGADE, with labels of the Brigade Guns silencing the Boers' "Long Tom."

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On a clear night, count every star in the heavens.
 Do this for 37 clear nights and you have counted
 the number of

Challenge Flat Brilliantes
 that have been sold.
 THE COOLEST SMOKE ON EARTH.

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TERMS AND PRICES ON APPLICATION.

community would turn their attention to this aspect of the question with a view to the restriction of the objectionable habit, undoubted good would be done. But to make manifestly exaggerated statements will not ultimately help the case one tittle; indeed, it is more likely to aggravate the evil.

"It is possible that cigarette smoking in particular is more injurious than any other form of smoking, but this, in the majority of instances, may be referred to the method rather than to the materials of the cigarette. As we have shown, the weight of paper is exceedingly small, and the ash it yields but trifling, consisting entirely of carbonate of lime. In two instances, however (see Column 3, Cigarettes Nos. 2 and 13), the amount of mineral matter is high, but this is due to the same perfectly innocuous mineral. It is worthy of note that the percentage amount of nicotine in the pure Virginia leaf invariably used in these cigarettes seldom exceeds, according to these analyses, 1 per cent. In other kinds of tobacco it may reach four times that amount. It is doubtful, however, whether any nicotine ever reaches the mouth of the smoker except that present in the moistened tobacco which is in contact with the lips. The smoke products of tobacco do not contain any important quantity of nicotine, the chief toxic bodies being related to that interesting series of organic bases known to chemists as pyridines."

The East Coast of Sumatra.

THE special correspondent of the *London and China Telegraph* gives an interesting account of the East Coast of Sumatra—the home of the great tobacco industry. "The coast," says the writer, "is generally approached by Belawan, the port for Medan, around which all the business of the East Coast centres. Another port exists in the shape of Tandjong Poera, but the interests there are mainly in petroleum. The first sight of the coast is not of the bewitching order; it is low and covered with mangrove swamp, the favourite haunt of malaria. Indeed, Belawan has such a bad name for malaria that no white man sleeps there, and those whose occupations take them to the port in the daytime leave before nightfall and proceed, for the larger part, to Laboean, some seven miles distant inland on the railway towards Medan. The spot is certainly not prepossessing, but, as the main port for the tobacco industry, it has a probably continuous future in store for it. Indeed, there is talk of Government wharves, which are badly wanted, and have been in process for some time. Then the Norddeutscher Lloyd are about to construct a wharf, and there are several existing landing-places already doing pretty well."

After a brief description of Medan, which seems to be a thoroughly up-to-date town, the letter deals with the tobacco industry more in detail, pointing out that the system of cultivation and profit-sharing is not surpassed by any in the world. From the coolie to the assistant and estate manager, and from him to the proprietor or shareholder, each does well or ill as the crop grows and sells. Each has his own interest, which is identical and in common—*i.e.*, to produce the leaf as well and as cheaply as possible.

The Dutch law is favourable to easy working. Without harassing the employer, the coolie (Chinese or other) has protection. The coolie regulations are fair, and make it possible for the man to earn money, while the planter has not the same restrictions that are imposed on him under the British flag and in the Federated Malay States. The result appears to be satisfactory all round, and has conduced to the advancement of the tobacco industry.

The trouble appears to be as might be expected—the Government. They levy taxes with cheerful readiness, but entirely omit to give any equivalent, and neither make roads nor carry out any public works. Thus, the planters enjoy the privilege of providing a considerable portion of the revenue, and are also compelled to make roads and discharge other duties which usually fall to the authorities. The writer goes on to deal with crop prospects, which he thinks fairly satisfactory.

The crop promises to be a big one for the yield of 1899—that is, the crop now in the sheds and to be sold next year in Holland. This succeeds a full crop for 1898, which turned out 237,000 bales. The vital question is, therefore, whether Amsterdam will absorb the quantity. It would seem almost as though the next two or three years would not be very profitable. With big crops the price will fall, and this will mean that several of the smaller planters and companies will be frozen out, as was the case in the bad years succeeding 1890.

Truly the position in which the planters find themselves is a difficult one, and we can only hope that it will be solved by Amsterdam "absorbing the quantity." This may well happen, as it is not unlikely that there will be an increased demand during 1900.

The Father of the Trade.

THE following short history of Sir Walter Raleigh, to whom the above proud title can safely be given, may prove interesting to some of our readers, if only to remind them of the adventures and dangers through which he passed in a stormy period of the country's history:—

Raleigh was born in 1552, at Budleigh, Devonshire, and in that retired neighbourhood received the rudiments of his education. He was entered a commoner of Oriol College, Oxford, about the year 1568, where, to use the words of Anthony Wood, "he was worthily esteemed a proficient in oratory and philosophy." He came up from College at the time Queen Elizabeth was residing at the Palace at Enfield, 1569, in hopes of obtaining promotion at Court, in which he was not then successful. At the age of 17 he made one of a troop of a hundred gentlemen volunteers, whom the Queen permitted to go to France under the command of his friend Henry Champernon, in aid of the Protestants (Huguenots). He served in France for five years; and subsequently in the Netherlands under the Prince of Orange. On his return from the Continent, he engaged with a number of gentlemen to go out to Newfoundland, but the expedition proved unsuccessful. Raleigh returned to England, after being exposed to many dangers, and proceeded thence to Ireland, where he made his bravery so conspicuous in quelling the insurgents that he was received at Court with great favour. Some difference arising between the Lord Deputy Gray and Raleigh, the latter was called upon to defend himself before the Council, which he did with so much ability and grace that he gained the Queen's ear. The romantic incident which tradition gives as the origin of his favour with the Queen, viz., "that he found the Queen walking, till meeting with a plashy place, she seemed to scruple going, whereon presently Raleigh spread his plush cloak on the ground, whereon the Queen trod gently, rewarding him, afterwards with many suits for his so free and seasonable a tender of so fair a footcloth." Elizabeth's partiality for handsome men was notorious, and Raleigh's recommendations were great. He was soon introduced at Court, and knighted and rewarded by several lucrative grants. It has been placed almost beyond question that this incident occurred whilst the Queen was at Enfield.

He now obtained permission and supplies to prosecute his discoveries in America, which ended in his settling a colony on that continent, called in honour of his maiden Sovereign, Virginia, and he first introduced tobacco and potatoes into Europe.

In the memorable year 1588, after the great Armada had passed up channel, he, with a small squadron, greatly distinguished himself in several engagements, which ended in the total defeat of the Spaniards. There would not be space within the limits of a single article to touch on a tittle of this energetic man's adventures. About 1597, after the taking of Cadiz, he became deeply engaged in Court intrigue, and was charged with participating in an attempt to place upon the throne Lady Arabella Stuart, and of carrying on a secret correspondence with the King of Spain. In September, 1603, he was tried at Winchester, and by the subservience of the jury, he was brought in guilty of high treason, even to the surprise of Attorney-General Coke himself, who declared that he had only charged him with misprision of treason. Raleigh was relieved, and committed to the Tower, where his wife, at her earnest solicitation, was allowed to reside with him, and where his eldest son was born. Thirteen years was Sir Walter detained a prisoner, during which time he did much literary work. At length his release was obtained in 1616, but in order to retain a power over him the King did not grant him a pardon for the sentence passed on him for his alleged treason. Some further charges in reference to his later expeditions being made against him, James resolved to carry into execution a sentence sixteen years old, which had been followed by an imprisonment of thirteen years. He was brought up before the Court of King's Bench to receive sentence on 28th October, 1618, and the doom of death being pronounced against him, he was beheaded next morning, in the 66th year of his age. His behaviour on the scaffold was so calm and resigned as to move the sympathy even of his enemies. After addressing the people at some length, he received the stroke of death with perfect composure, remarking to the sheriff, with a smile, as he felt the edge of the axe, "This is a sharp medicine, but it is a physician that will cure all diseases."

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Edmund Alton & Co., Nottingham.

MANUFACTURERS OF HIGH-CLASS BRITISH CIGARS.



The following appeared in the *Trade Marks Journal* of December 13, 1899:—

Tommy Tittlemouse.—225,980. Cigars only. William Henry Smith, trading as Schofield & Co., 11, Market Street, Burnley, Lancashire; wholesale and retail tobacconist. September 20, 1899. By consent.

La Favona.—226,148. Tobacco, whether manufactured or unmanufactured. R. Hovenden & Sons, 30, 31, 32, and 33, Berner's Street, W., and 89, 91, 93, and 95, City Road, London, E.C.; hairdressers' sundriesmen. September 28, 1899.

El Picador.—226,284. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. October 4, 1899.

Quita-Quita.—226,373. Manufactured tobacco. James Quinton, Ltd., 25, Royal Exchange, London; tobacco manufacturers. October 10, 1899.

Golden Moth.—226,485. Tobacco, whether manufactured or unmanufactured. Hignett Brothers & Co., Ltd., 66, Whitechapel, Liverpool; tobacco and snuff manufacturers. October 16, 1899.

La Pudico.—226,562. Tobacco, whether manufactured or unmanufactured. Johannes Wilhelm Scheffer, 37, Walbrook, London, E.C.; merchant. October 19, 1899.

Winning Hazard.—226,841. Tobacco, whether manufactured or unmanufactured. The Firm trading as D. & J. Macdonald, 26, Oxford Street, Glasgow; tobacco manufacturers. November 1, 1899.

The following appeared in the *Trade Marks Journal* of December 20, 1899.

Flor d'Avalo.—223,459. Tobacco, manufactured or unmanufactured. The Havanna Cigar Manufacturing Co., Havannah, near Congleton, Cheshire; cigar manufacturers. May 30, 1899.

Conciliation.—226,130. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. September 27, 1899.

La Durango.—226,479. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. October 16, 1899.

Starting Price.—227,100. Manufactured tobacco. Lambert & Butler, Ltd., 141-4, Drury Lane, London; tobacco manufacturers. November 13, 1899.

Double Balk.—226,901. Tobacco, whether manufactured or unmanufactured. The Firm trading as D. & J. Macdonald, 26, Oxford Street, Glasgow; tobacco manufacturers. November 3, 1899.

Convoy.—227,034. Tobacco, whether manufactured or unmanufactured. George Wilcox, 61, Stretford Road, Manchester; cigarette manufacturer and cigar merchant. November 10, 1899.

The following appeared in the *Trade Marks Journal* of December 27, 1899:—

Equestro.—227,109. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. November 13, 1899.

Censor.—226,794. Tobacco, whether manufactured or unmanufactured. John Player & Sons, Ltd., Castle Tobacco Factory, Nottingham; tobacco and cigar manufacturers. October 30, 1899.

Flor de Daven.—226,895. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 3, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Forage Cap.—227,226. Tobacco, whether manufactured or unmanufactured. F. & J. Smith, 151-163, George Street, and 29-33, North Albion Street, Glasgow; tobacco, snuff, and cigarette manufacturers. November 21, 1899.

Shades of Evening.—227,286. Manufactured and unmanufactured tobacco. Murray, Sons, & Co., Ltd., 8, 10, 12, and 14, Calendar Street, Belfast; tobacco and snuff manufacturers. November 22, 1899.

Sunwood.—227,287. Manufactured and unmanufactured tobacco. Murray, Sons, & Co., Ltd., 8, 10, 12, and 14, Calendar Street, Belfast; tobacco and snuff manufacturers. November 22, 1899.

Educators.—227,302. Manufactured tobacco. Richard Lloyd & Sons, 148 & 149, Holborn Bars, London; tobacco manufacturers. November 23, 1899.

Mercorees.—227,317. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Indian Mogrees.—227,318. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Flor de Daru.—227,319. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Indian Cocoanuts.—227,320. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Dussera.—227,322. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Chandrat.—227,323. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

"PICK-ME-UP" Cigarettes are booming and yield good profits.

NEW BRANDS—continued.

Indian Keras.—227,324. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Pertawala.—227,326. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Indian Diwans.—227,327. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Flor de Buttee.—227,328. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Luckreewala.—227,329. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

Flor de Gadee.—227,332. Tobacco, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; cigar manufacturers. November 23, 1899. *Address for Service in the United Kingdom*, Mansion House Chambers, 11, Queen Victoria Street, London, E.C.

The following appeared in the *Trade Marks Journal* of January 3, 1900.

Flor de Andiamio.—225,942. Manufactured tobacco. The Havanna Cigar Manufacturing Co., Havannah, near Congleton; cigar manufacturers. September 19, 1899.

Tripper.—227,303. Manufactured tobacco. Richard Lloyd & Sons, 148 & 149, Holborn Bars, London; tobacco manufacturers. November 23, 1899.

Flor de Zireh.—227,339. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. November 23, 1899.

Flor de Cazador.—226,481. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. October 16, 1899.

The following appeared in the *Trade Marks Journal* for January 10, 1900.

Flor de Agrebla.—227,102. Manufactured tobacco, cigars and cigarettes. Brutton & Burney, Ltd., 64, Great Tower Street, London, E.C.; wine and spirit merchants. November 13, 1899.

Draughts.—227,394. Tobacco, whether manufactured or unmanufactured. Frederick van den Arend, 1, High Cross Street, Leicester; cigar merchant. November 25, 1899.

La Comunica.—227,662. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. December 8, 1899.

New Year Plans.

THE following sentiments expressed in the *Canadian Cigar and Tobacco Journal*, are as true in London and England to-day as they are in Toronto, and we have much pleasure in giving space to them, as they re-echo the ideas that we have always endeavoured to promulgate in our own journal:—

After the rush of the holiday trade is over, it will pay the average retail tobacconist to devote a few spare hours to a thorough review of his business, with a view to planning and executing such improvements and innovations as his purse will permit and his ingenuity suggest.

This is a progressive old world, and they tell us that the present is our growing time, but it must be admitted that too many of our tobacconists seem to think that the goods and premises and systems of twenty years ago are still all-sufficient to make money with to-day.

The one great weakness of all business men is the tendency to get into a rut, and if tobacconists succumb to this drift, it may, perhaps, be only natural, but there is no disputing the fact that the disease is fatal.

With the existing competition of druggists, stationers, grocers and candy stores, and also the ever increasing tendency to bring the cost and selling price of goods closer together, there is no longer room for the legitimate dealer who does not exercise more than the average stock of brightness and enterprise. There is no longer room for mediocrity. There is no room for the man who stands still. Nor will the enterprise of to-day do for to-morrow. It must be excelled, lest someone else step into your shoes. These truisms, which govern all trade to-day, are as strongly applicable to the retail tobacco business as to any other branch of commerce.

One of the mistakes of the small dealer, when he does determine to improve his condition, is his tendency to look at the biggest and brightest stores in the business, and, feeling that he must have everything they have, and do everything they do, he becomes discouraged.

It is not possible for all to be at the top, no more than it is necessary to sit down and sink to the bottom, nor did the largest retailers reach their height at a bound.

No matter how small the business, or how slight the cash surplus, there is plenty of scope for improvement, for enterprise does not of necessity mean the outlay of a large amount of cash, but rather making the utmost of the facilities at hand.

While we undoubtedly have many bright, up-to-date tobacconists in Canada, we have a host of mediocre ones, and it can be well said that the top is far less crowded than the bottom, and after all, it does not take a great effort to pull out of the rut, and by putting a little life into a business place it on a profitable and progressive basis.

It is not within the scope of this article to make definite suggestions that can be adopted by all dealers, it being rather our object to awaken the minds of our retailers to the fact that they have not yet reached the limits of the business they can do, and that with an assurance of prosperous times during the coming year they should at once make definite plans for securing a larger trade than has come to them during the year just drawing to a close.

A résumé of the resources available for improvements, and a study of where the best results can be accomplished for the least possible expenditure, will start the ball rolling to gather more moss.

The most profitable 3d. and 6d. packet, "PICK-ME-UP," in 12's and 25's.

Humorous.

MY FIRST CIGAR.

Let nerveless poetasters sing
The anguish of the day
When from the steamer deck they threw
Their last cigar away.
But I would tell a sadder tale,
More terrible by far,
Of long gone years when but a boy,
I had my first cigar.

I fancy 'twas about the same
As what I smoke to-day ;
Tho' yet it seemed three times as large,
As black, and strong as they.
It cost me nothing but the pang
Which naughty urchins feel
When from their father's best cigars
A sample lot they steal.

I smoked it in a vacant lot,
Just out of mother's sight ;
And Oh, but how it swiftly filled
My spirit with delight.
Of course I sputtered, coughed and choked
At every other puff ;
But thought it, in my boyish pride,
Quite natural enough.

My bliss received a sudden shock—
A boy I'd never known
Snatched from my lips the precious weed
And placed it 'twixt his own.
We fought and kicked like vicious imps ;
Of blows there fell a storm ;
Till through the circling crowd appeared
The stern maternal form.

I'll ne'er forget the finished skill
With which she tanned my hide,
Surpassed alone by what my sire
That self-same night applied ;
Much less the nausea and the pain
I suffered all that day,
When every inner organ tried
To break and get away.

Let poets sing their last cigar,
And in it find a joy,
But I prefer the first cigar
I sampled when a boy.
It brings me back the golden years
Of childhood's guileless glee,
When pleasure lurked in pop's cigars,
And pain on mother's knee !

WM. E. S. FALES, in *Tobacco Leaf*.

MR. JUSTJOINED : "What on earth are you trying to do?"

MRS. JUSTJOINED : "I was reading about cooking by electricity, so I hung the chops on the electric bell, and I've been pushing the button for half-an-hour, but it doesn't seem to work."

"OH, mamma," exclaimed a little girl who had never before seen an ox with large and well-formed horns, "just look at that animal's handle-bars."

HOUSEWIFE (suspiciously) : "Are'n't you the tramp to whom I gave a whole mincepie last week?"

RAGGED HAGGARD : "No, I'm his ghost."

"WHEN I was your age, I never told a lie, Tommy."

"When did you begin, Auntie?"

"Tom," said the bride of a week, "didn't you promise faithfully to give up smoking the day I married you?"

"Yes, my dear," replied Tom, "I believe I did."

"And now," she continued, "I find you puffing a cigar, just as though I weren't in existence. What explanation have you to offer?"

"Well, I kept my promise," replied the husband. "I didn't smoke a single cigar on our wedding day."—*Chicago News*.

WERE LOUDER THAN NECESSARY.

"THESE neckties," went on the salesman, as he exhibited some striking samples, "need no praise. They simply speak for themselves."

"They do, eh?" remarked the stylish young man. "Well, they make a mistake if they think everyone is hard of hearing."—*Philadelphia Record*.

RESULT OF DEC. COMPETITION.

The Winner of last month's competition, in which the word "Telephone" was mis-spelt on page 534, was—

Mr. T. W. HARRIS, Tobacconist, 40, Petty Cury, Cambridge,

to whom Messrs. John Caridi & Co.'s "Flor de Munshee" Cigars to the value of 20/- have been forwarded.

Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY FEBRUARY 5, 1900.

On one of the Advertisement pages in this issue can be found a word 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 5th of Feb., 1900.

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

CUT OUT AND FORWARD THIS COUPON.

SPELLING BEE :

Addressed as follows :

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

Word Mis-spelt _____

In Advert. of Messrs. _____

Signature of Competitor _____

If a Retailer, state so _____

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

Postal Address _____

Date _____

There was a Tobacconist who wouldn't stock "PICK=ME=UP," and he is now in Carey Street.

STANDARD AND RECENT LINES.

SINGLE LINE ADVTS. SINGLE LINE ADVTS.

A HANDY REFERENCE FOR RETAILERS.

- AHALI** (TURKISH MONOPOLY CIGARETTE CO., LTD., 5, Bevis Marks, E.C.). Virg. Cigtt. To retail 3d. per pkt. of 12.
- BADMINTON** (R. & J. HILL, LTD., London, E.). A perfect Smoking Mixture. $\frac{1}{16}$, $\frac{1}{8}$, $\frac{1}{4}$, and $\frac{1}{2}$ -lbs.
- BANDMASTER CIGARETTES** (COHEN, WEENEN & CO., 25, Commercial Road, E.). A Leading 1d. line.
- B.D.V.**, "The King of Tobaccos" (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- BRIGHT FLAKED VIRGINIA CIGARETTES** (W. & F. FAULKNER, LTD., Blackfriars Road, S.E.). 2d. pkts. of 10.
- CAPILLA BLANCA** (J. & P. LEWEY, 40, Welclose Square, E.). Cigars in Tins. To retail 5 for 1/-.
- CARAVOPOULO** (W. H. LOWRY & Co., 3, Bury Court, St. Mary Axe). Egyptian Cigarettes, in all sizes.
- CIRCUS GIRL** (COHEN, WEENEN & Co., 52, Commercial Road, E.). Cigarettes in sliding boxes, 5 a-1d.
- FLOR DE CRACK** (THE T.S. SYNDICATE, 55, Farringdon Street). Havana Cigars. 8 sizes.
- GAIETY GIRL** (COHEN, WEENEN & Co., 52, Commercial Road, E.). Cigarettes in decorated flat tins of 10's and 20's.
- GARCKO** (THE T.S. SYNDICATE, 55, Farringdon Street). British Cigars, Tobacco, and Cigarettes.
- GOLDEN BLOSSOM CIGARETTES** (SINGLETON & COLE, Birmingham). Tins of 25's and 50's, 13/6 per 1,000. Subject to usual discount.
- HAND-CUT VIRGINIA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco.
- KAHIRA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Turkish Cigarettes in Tins.
- MALCAJIK** (C. C. O. VAN LENNEP, 23, Budge Row, E.C.). Turkish Cigarettes, made by grower. Tins. Minimum retail 9/6 per 100.
- MARIGOLD TOBACCO AND CIGARETTES** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- MONASTERY** (ADKIN & SONS, Aldgate High St., E.). High Grade Virg. Cigarettes. 2d. pkts. of 10, with mouthpieces.
- NAMONA** (JOHN MAYER & Co., 62, Leadenhall St.). An imported American Smoking Mixture, in $\frac{1}{8}$ and $\frac{1}{4}$ -lb.
- PUNCH BRAND TOBACCO** (STEPHENSON & MARTIN, Punch Factory, Hull). "The finest 3d. Shag in the Kingdom."
- RED LION** (W. T. OSBORNE & Co., 37, Waterloo Road, S.E.). Virginia, in 1/32 packets.
- RILEY'S No. 20 TOBACCO GEMS** (RILEY & SON, LTD., Convent Works, Nottingham). New Paperless Cigarette. $\frac{1}{4}$ -lb. and 1-oz. boxes and $\frac{1}{2}$ -oz. ins. Send 5s. for sample of each. Price on Application.
- SWEET "CHERRY-TIPPED" CIGARETTES** (JACOBI BROS. & Co., LTD., 9 & 11, Wilson Street, E.C.).
- SWEET CROP** (COHEN, WEENEN & CO., 52, Commercial Road, E.). The Standard Line.
- SWEET GUINEA GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- VIRGIN GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- WALKING STICKS** (HENRY HOWELL & Co., 180, Old Street, London, E.C.).
- WALKING STICKS** (JACOBS, YOUNG & Co., 265, Boro' High St., S.E.). Wholesale & Export. Price List on application.
- WEST INDIAN PLANTERS AND PLANTORES** (A. SCHEUCH & Co., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

Of whom and what to Order.

INDEX TO ADVERTISEMENTS.

	PAGE		PAGE
Adkin & Sons, London, "Commodore Cigarettes"	Cover ii.	Lloyd, Rd., & Sons, London, "Gold Lark"	8
Adkin & Sons, London, "Monastery Cigarettes"	4	Lockyer, R., & Co., London, "Cigarettes"	Cover ii.
Adkin & Sons, London, "Ocean Prince"	8	Melbourne, Hart, & Co.	3, et seq.
Alton, Edmund, & Co., Nottingham, "Flor de Rosebery"	36	Millhoff, J., & Co., London, "Pick-Me-Up Cigarettes"	13, et seq.
Bewlay & Co., Ltd., London, "Flor de Dindigul"	Cover iii.	Muratti, B., Sons & Co., Ltd., Manchester, "Cigarettes"	18
Biggs, J., & Son, "Two Roses & Richmond Bouquet Cigarettes"	Cover i.	Nathan, H. J., & Co., Stratford, Penny Tins	Cover i.
Bowden, H., & Co., London, Window Dressing	3	Newbegin, E. I., Sunderland "Mabel Love Cigarettes"	36
Caridi, John, & Co., London, "Darvel Bay Cigars"	10	Ogdens, Ltd., "Tobaccos and Cigarettes"	Cover iii.
Caridi, John, & Co., London, "Flor de Munshree"	12	Ogdens, Ltd., "Coolie Cut Plug"	1
Clarke, Wm., & Son, Liverpool, "Carlton"	14	Phillips, Godfrey, & Sons, "Sweet Guinea Gold Cigarettes"	Cover i.
Cohen, Weenen & Co., London, "New Premises"	Cover 1.	Player, John, & Sons, Ltd., "La Doncella Cigars"	3
Cohen, Weenen & Co., London, "Harbour Lights Cigarettes"	2	Player, John, & Sons, Ltd., "Lifebuoy Tobacco"	4
Custance, J. H., Putney, "Asthore Cigarettes"	Cover iii.	Pullinger, Sidney, Ltd.	34
Dexter, R. I., Nottingham, "Key West" Cigars	28	Riley, T., & Son, Ltd., Nottingham, "Prince of Wales Cigars"	35
Elkin, Adolph, & Co., London, Tobaccos, &c.	30	Schotel, G. A. G., "Cigars"	8
Freeman, J. R., & Son, London, "Darvel Bay Cigars"	10	Singleton & Cole, Ltd., "Cigarettes"	8
Gloag, R. P., & Co., "Challenge Flat Brillantes"	34	Singleton & Cole, Ltd., Birmingham, Repairs	40
Goodman & Harris, Leicester, "La Sagera Cigars"	32	Standard and Recent Lines	36
Hill, R. & J., Ltd., "Oceanic Plug"	28	Steel, James, & Co., "Cigars"	16
Howell, Henry, & Co., London, "Walking Sticks"	Cover ii.	The Tobacconists' Supply Syndicate	35
Ind, Coope & Co., Ltd., Burton, "Hoffman House Cigars"	34	Tinchant y Gonzales & Cie.	Cover i.
Jacobi, Bros. & Co., Ltd., London, "Cherry Tipped Cigarettes"	3	Wills, W. D. & H. O., "Capstan Cigarettes"	Cover i.
Lambert & Butler, "Tobaccos and Cigarettes"	Cover iv.		

OGDEN'S COOLIE CUT PLUG.

1oz. PACKETS RETAILED AT 3D.

AN IMMEDIATE AND TERRIFIC SUCCESS.

OGDEN'S, LTD., Wapping, Liverpool.

FOR

ASTHORE HAVANA BLEND CIGARETTES

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

Flor de Dindigul

Cigars

INCREASE TRADE,

And are not supplied to Cutters.

BEWLAY & Co., LTD., 49, STRAND, LONDON, W.C.

LONDON, 1851.



ANTWERP, 1885.



GOLD MEDAL

PARIS, 1855.



LAMBERT & BUTLER'S

EDINBURGH, 1886.



LONDON, 1873.



Tobaccos.

MAY BLOSSOM.
FLAKED GOLD LEAF.
PRIZE MEDAL BIRDSEYE.
SUNDRIED CUT HONEYDEW.
GOLDEN VALLEY.
WAVERLEY MIXTURE.
KENTUCKY MIXTURE.
NAVY CUT.
BLENDED NAVY CUT.
GARRICK.

Cigarettes.

IN PACKETS AND TINS.

MAY BLOSSOM, in 10's, 20's, 50's, and 100's.
FLAKED GOLD LEAF, in 10's, 20's, and 50's.
PRIZE MEDAL BIRDSEYE, in 10's, 20's, and 50's.
ROYAL SALUTE NAVY CUT, " " "
REEFER NAVY CUT, in tins of 50 " "

BY WEIGHT.

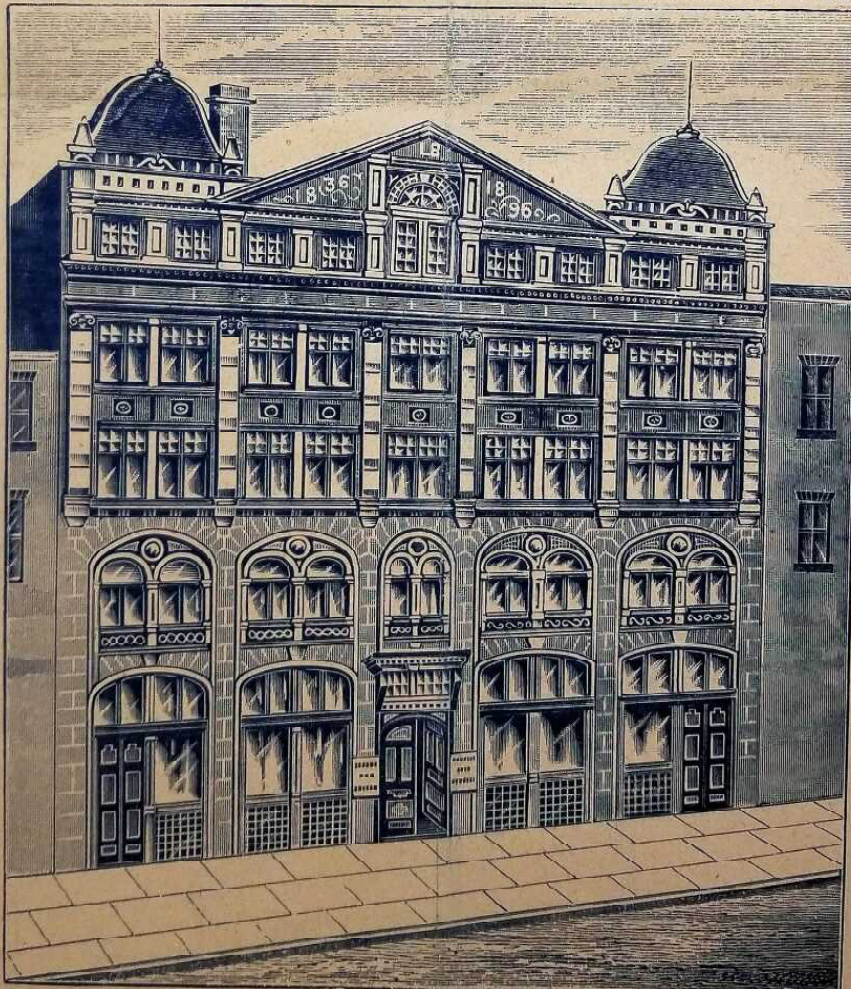
OLD HELMET, in ½ lb. and 1 lb. Boxes.
WAVERLEY STRAIGHT CUT, in ½ lb. and 1 lb. Boxes.
CACTUS (TURKISH), in ½ lb. and 1 lb. Boxes.
GOLD TIPPED, in ½ lb. and 1 lb. Boxes.

PRICE LIST ON APPLICATION.

All the above
are now supplied
in Patent Air-
tight Self-fixing
Tins and in
Packets bearing
our Name and
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Sole Agents for
ED. LAURENS'
High-Class
Egyptian
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Special attention
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also to our
"TRUMPETER"
Cigarettes,
in packets of 5,
to sell at 1d.,
and slide
packets of 10 to
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