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Guaranteed Pure Virginia.
Sweet, Cool, and Fragrant.

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IS THE NAME OF THE NEW

Genuine

HAND-CUT TOBACCO.

Manufactured in TWO STRENGTHS—

The **MILD** for Pipe and Cigarette Smokers.

The **MEDIUM** for Pipe Smokers.

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A Magnificent Tobacco, Guaranteed Cut by Hand

FROM THE

Finest Virginia Obtainable.

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

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PRICES, &c., ON APPLICATION TO THE MANUFACTURERS—

Cohen, Weenen & Co.,

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To Retail at **4^{D.}** 26/-
Per 1,000.



To Retail at **3^{D.}** 19/-
Per 1,000.

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SWEET CHERRY TIPPED CIGARETTES.

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

Price List on application.

The Cigarette World AND TOBACCO NEWS.

JULY 15th, 1901.

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

PRINTERS' CERTIFICATE.

We hereby certify that we have printed and delivered

3,000 Copies

of the July 15, 1901, Number of the CIGARETTE WORLD.

CHORLEY & PICKERSGILL,
The Electric Press,
Cookridge Street,
LEEDS.



IN a betting case fully reported elsewhere, Charles Lunn, a tobacconist, and Sidney Mack, his assistant, were convicted at the County of London Sessions and sentenced to three months' and two months' imprisonment respectively as second-class misdemeanants. We are glad to find that severe punishment was meted out, as it is obvious that in such cases fines are practically no punishment at all. It is a serious damage to the good name of the trade that so many persons should merely take shops and call themselves tobacconists in order to carry on a betting business, and it is to be hoped that the sentences

For Price Lists of THEODORO VAFIADIS & CO.'S Imported EGYPTIAN Cigarettes Apply MELBOURNE, HART & Co., 19, Basinghall St., E.C.

No food, drink, or... should be taken into the

COLONIAL EMPIRE

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There's 'air! Now he's ashing our Colonial Empire.

SIDNEY PULLINGER, L^{TD.}

BIRMINGHAM AND NOTTINGHAM.

in the present case will serve as a warning that in future the law cannot be broken at the expense of a fine which could be paid many times over out of the profits. In this connection beginners in the trade should be warned against receiving papers or money for a bookmaker. It is very usual for a customer—perhaps, indeed, a customer with this particular end solely in view—to ask a tobacconist to oblige him by receiving a note for him. The tobacconist, of course, cheerfully assents, and soon finds that the request is frequently repeated. He does not like to offend by refusing, and eventually his shop is practically used as the bookmaker's office. The consequences may prove very serious, and it is wiser to risk a trifling loss of trade rather than to bring oneself within the reach of the law. We speak of what we know; indeed, it is surprising to what an extent the practice prevails, and we trust that these few words may serve to awaken many to their danger.

WHAT is worse than the Boer War? Boer Tobacco. This reply, we should imagine, has been over and over again shown to be correct. Yet occasionally stray paragraphs go the rounds which might lead one to suppose that very shortly both English and American tobacco manufacturers must look to their laurels in view of the splendid products grown "where Afric's sunny fountains roll down their golden sand." We are promised cigarettes of superlative quality at about 7d. for 20, and pipe tobacco, guaranteed equal to the best Virginia, at an equally cheap rate. Meanwhile we have not noticed any signs of dismay among manufacturers, and we fancy they will be found fully equal to the competition should it arise. We have heard this sort of thing before, and probably we shall never get any further than hearing it.

As the soldier strolls along the Strand with his faithful briar between his lips, he might with advantage reflect upon his privileges as a British citizen, and bless his lucky stars he is not under the paternal Governments of Austria or Germany. Not many years ago smoking was absolutely prohibited in the streets of Berlin, and in that great city to-day, as well as in Munich and Vienna, not only private soldiers but also officers are forbidden to smoke in the principal streets since the Imperial family are in the habit of frequently driving through them. In other thoroughfares, should they happen to be smoking, they must throw away their cigars if they see a Royal carriage approaching. In all Latin countries Roman Catholic priests are forbidden to smoke in the streets, but this is, of course, a disciplinary regulation of the Church similar to a regulation in force till quite recently preventing priests from riding bicycles. We have a poor apology for a climate and many other trials, but such facts as these make us re-echo joyfully the words of the song—

"Oh, what a happy land is England!"

YET in times gone by even in this liberty-loving country the smoker was subjected to vexatious restrictions. In the records of Melhold Manor, Norfolk, is an entry from the Court books, dated October 4th, 1659, to this effect:—"We agree that any person that is taken smoking tobacco in the street shall forfeit one shilling for every time so taken, and that it be put to the use of the town." At

a Parish Meeting held at Winteringham, Lincolnshire, it is on record that the following resolution was passed:—"None shall smoke tobacco in the streets, on pain of two shillings for each offence." Such regulations hardly cause us to regret the so-called "good old times;" certain it is, however, that they will "come again no more."

THERE is little to report about the new Alliance except that the scheme has received rather a set back at Birmingham. It may be remembered that at the last general meeting of the Birmingham Tobacconists' Association a resolution was passed voting £20 towards the funds of the U.K.T.A. The resolution was, however, subject to the important reservation that the money was to be only given provided the principal manufacturers came in; or, failing this, that the U.K.T.A. should give a personal guarantee for the money. It was now proposed that the £20 should be given without any such conditions, and a long debate took place. It was argued that the Association might fairly be asked to give the money with a view to testing the merits of the new body, and some speakers who supported the proposal distinctly gave their support on that ground, and said that they had no very great faith in the project. Mr. Badman, the president, however, argued strongly against the motion, and caused rather a sensation by declaring point blank that the manufacturers of proprietary articles had absolutely refused to come into the Alliance. Under these circumstances he considered it pure waste of money to contribute the sum suggested unless they had a personal guarantee for its repayment. In reply, it was said that the manufacturers in question had not refused to join, but were simply standing aloof. This seems to us to be a distinction without a difference, but at the same time there is much to be said in favour of the proposal, since it is surely unreasonable to expect a definite pledge from any manufacturer until the Alliance can show that they have the support of the great majority of the trade. In order to get that support money is urgently required, and without it the scheme has not a chance of success. It can hardly be said, therefore, that £20 was a large sum for such an Association to give in order to help forward a plan of campaign which, if successful, would benefit the trade so greatly. One difficulty is, that knowing the apathy of the retailer as we do, we have very little hope of the *bonâ-fide* membership of the U.K.T.A. ever reaching a sufficiently imposing total to bring in the manufacturers, who are very naturally sitting on the fence—a position they are likely to occupy for a somewhat prolonged period.

THE Chancellor of the Exchequer, in reply to a recent question in Parliament, said he would again consider the question of the duty on foreign cigars, and would see whether it was possible, without making what would be a mistake with regard to the consumers, in this country, to increase the duty on them. Sir W. Harcourt argued that taxation on the more expensive classes of tobacco was reasonable. It is not often that a Chancellor and an ex-Chancellor of the Exchequer are found to be in such thorough agreement. We may therefore anticipate a further rise in the price of Havanas at the end of the year. This should cause the consumer to try and

"LA CINGARA," finest imported Mexicans.

Sole Importers:

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

Manufacturers of the Popular Registered Brands of Cigars. *Established 1832.*

La Fragancia AND Gironde

JAMES STEEL & CO.

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

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 Telegrams, "AROMA, LIVERPOOL."

FACTORY: 78, DUKE ST., LIVERPOOL.

N.B.—The Trade only Supplied. *Price Lists on Application.*

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RICHARD LLOYD & SONS

(Late of 148 & 149, HOLBORN BARS),

Have REMOVED to their New and
 Extensive Premises in

CLERKENWELL ROAD,

Where all their New Lines may be
 Inspected.

ADOLPH ELKIN & CO.,

Wholesale Tobacconists,

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

Specialities.—La Nikle, 1d., Rothschild Cigar; Zealandia, 2d., Imperial Cigar.

PRICE LISTS FREE ON APPLICATION.

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overcome his prejudice, and give the excellent cigars manufactured at home a trial.

ELSEWHERE we publish the eloquent appeal of Mr. George Chambers on behalf of the Tobacco Trade Benevolent Association, and we heartily commend it to the special consideration of our readers. The facts therein contained should convince all those connected with the trade of the noble work the association is doing, and of the duty which is cast upon them of affording generous financial support to so valuable an institution. We are fully aware of the many calls upon their generosity which so many retailers have to meet, and also of the struggle which some have to secure a bare living; still the retailer is chiefly benefited, and he should give according to his means. It is most desirable that a large number of new subscribers should be obtained, and all contributions will be most gratefully received from the modest shilling upwards. Mr. George Chambers justly considers the sum given last year (£468) unworthy of a trade which pays annually to the revenue over twelve millions, and we sincerely hope that our readers will help him to remove the reproach.

SMOKING among ladies is increasing so rapidly in Russia that demands have been made for the provision of smoking compartments on the passenger trains for their use. Practically all the matrons smoke in Russia, and the custom is rapidly spreading among the unmarried girls. The Czar's Minister of the Interior has ordered the railway officials to accede to the request of the ladies, and now the Russian dames will be able to enjoy their cigarettes in peace. The Belgian ladies, too, if rumour be correct, are soon to have similar accommodation provided for them. It appears that recently a young lady entered a ladies' compartment and insisted on smoking despite the indignant protests of her fellow-travellers. When the train stopped complaint was made to the guard, but the smoker observed that she was in a carriage reserved for ladies and was unaware of any regulation which prohibited ladies from smoking. The guard declined to interfere, and an action has been taken in the courts to settle the question as to whether railway companies can be compelled to provide separate "smokers" for ladies. It is understood that shortly, on some, at least, of the railways, such carriages will be provided.

We have all heard of that bible (the parting gift of his widowed mother) which saved the soldier's life, and now we have a well-authenticated instance of a similar service being rendered by a tin of Player's cigarettes. The following letter explains the incident (it appears with a photograph of the tin in the current number of the *Strand Magazine*):—"Edenburg, February 8th, 1901.—To John Player, of Navy Cut fame.—Sirs,—I am forwarding you a box of your famous cigarettes, which undoubtedly saved me from a very serious wound, if not my life. No doubt you have read of our stand against the Boers (I belong to the C. in C. Bodyguard) when we went into action 150 strong and only 15 came out without a wound,

and where we refused to cease fire when told to. Well, your cigarettes were served out to us the day before, and I had smoked about six that day (and how acceptable they were; most of us had not had a smoke for some time), and I had put them in my serge pocket; that day I was hit in six places, but nothing serious till I got this one in my groin. It knocked me over, and I really thought I was done for, the pain was so severe; but on examination it proved to be only a severe bruise, and am now fit for duty again, although rather sore. The bullet, as you can see, penetrated the box, but did not cut the skin, and I think you will agree with me that it was a near thing.—Mr. P. F. Carroll, Bristol."

To the Editor.

DEAR SIR,

I am sure that all retail tobacconists will agree with me that the only salvation left to us is to combat with and fight against the bane of our lives and the curse of the trade, viz., the cut proprietary articles, but from my own experience there are not such difficulties in regard to cigarettes. Some twelve months since I determined to try the experiment of having my own cigarettes made in my own house, and by degrees introducing them to my customers. The experiment was not at first wholly successful on account of the inferior work of the maker, or rather makers, as I tried many; I suppose the reason being that, as I could not give constant work, I only got those who were not good enough to be regularly employed at large shops or factories. I was nearly giving up the whole thing in disgust, when I heard of a hand machine called the Transporter. I purchased one of these after examining it and seeing quite a young girl making from 300 to 350 an hour of as well made cigarettes as I had ever seen, and much superior to those made by the numerous journeymen makers I had employed. I concluded that if this young girl could work it, my own daughter, 16 years of age, could also. After a very short time of practice she turned out, in eight hours, 2,285 cigarettes. I was highly pleased, especially as I found my customers liked them and my sales were increasing. But imagine my chagrin when, one morning recently, I received a circular from the Patent Cigarette Machinery Co. telling me that they had now an improved Transporter. I am not rich, and to me the price is a sum of importance; but after all, why should I grumble? Had not the old machine already paid for itself? Had it not increased the sale of my own-made cigarettes five-fold? I would lie, then, to 17, Creechurch Lane, the offices of the Company, and see the improvement. I was so satisfied with the machine I had that I was doubtful that it could be improved upon, but in this I was mistaken.

Mr. Davidson, manager, very soon showed me that by having the handle, which on the old machine moved forward the parts that put the tobacco in place, and the crank that carried forward the tobacco, shortened, cigarettes could be made much faster. Happy thought, my own could only make round cigarettes, why not have one of the improved Transporter to make oval? I got one. My little girl, the first day in two hours, made 700 of the most perfect oval cigarettes I had ever seen, quite equal, if not superior, in make to the best West End hand made, for which, I am told, makers are paid from 3s. 6d. to 6s. per 1,000. Since then she has got up to 450 in one hour, but this average she cannot maintain. Her normal output is just on 3,200 in eight hours. I no longer look upon myself as a "common or garden" retailer, I am also a manufacturer. I look forward at no distant date to be able to say that I keep not a single packet of cigarettes that is cut in price. What I have done, others can do.

Yours faithfully,

VERE. SAP.

[We are glad to hear such a good account of the new Transporter machine, as it only bears out our own opinions which we expressed in our last issue, after seeing it at work.—ED. C.W.]

THOROUGHLY COMPETENT MANAGER (25) desires appointment; efficient salesman and window dresser; all branches.—Apply "Monogram," c/o *Cigarette World* Offices, Barnes, London, S.W.

T. VAFIADIS & CO.'S Cigarettes, packed in neat tins of 25 without extra charge. (MELBOURNE, HART & CO., 19, Basinghall St., E.C.)

SINGLETON & COLE, Limited,

are in the unique position of being able to supply Tobacconists with all popular brands and makes in Tobaccos, Cigars, Cigarettes, Snuffs, and Fancy Goods.

ALL GOODS ARE SOLD AT ROCK BOTTOM PRICES.

We possess many advantages, being Tobacco, Cigar, and Cigarette Manufacturers, also large direct importers of Cigars, Cigarettes, and every class of Pipes, Fancy Goods, &c., &c., and these advantages we always share with our Customers.

SOLE AGENTS FOR

Bigio Hazan & Co.'s High-class Imported Cigarettes,
BY WEIGHT OR IN PACKETS.

All Tobacconists should possess a Copy of our Gigantic New Price List, containing 332 pages of all purely trade matter.

All Address Necessary—

SINGLETON & COLE, Ltd., BIRMINGHAM.

INCREASES TRADE.

OCEAN PRINCE
1d PER PACKET
Adkin & Sons London.

ARE YOU GETTING YOUR SHARE?

Our Smoking Mixture.

TOBACCO CULTIVATION AND CURING is one of the big industries of the United States; originally it was centred in the States of Virginia and Maryland, but now many other States engage in it. The tobacco plant grows from 3 ft. to 14 ft. in height, according to climate and other conditions. In the southern States the seed bed is prepared in January, and before the seeds are sown, the ground is burned over so as to kill all foreign seeds and to produce an ash that acts as a fertiliser. When the young plants attain a certain height they are transplanted to hills in the field, where, after they have ripened, the entire plant is cut close to the ground. The leaves go direct from the field to the curing-house, where they are placed upon the curing frames. Perhaps as much as half a ton of tobacco is cured at one time, and the process may take from four to five days, the leaves all the while being kept at a temperature seldom below 100° F., and for hours at a time the temperature is 200° F. During the first quarter of the last century, wood fires were the only artificial means of curing tobacco. Then flues and charcoal fires were introduced, and between 1860 and 1870 flue curing quite superseded charcoal fires in the production of the bright yellow tobaccos used for cigarettes, plug and twist tobaccos, and cigar wrappers. Even now, all the dark export tobaccos are cured in America by open hardwood fires. The light tobaccos of Maryland for cigarette making and pipe smoking, not cigar making, are air-cured. The cured tobacco is packed according to the market for which it is most suitable, each country differing in its requirements. The differences in the various qualities may appear to be slight, but they are all important, and a packer requires considerable experience to be able to assort the tobaccos into the various grades. Great Britain is said to require the best leaf and to pay the highest price; and in this case the leaf is large, olive green in colour, and so heavily smoked in curing that the odour of the wood is noticeable in the leaf. Africa takes a long narrow leaf of heavy body, which is made black by steaming and packing under pressure in the hogshead while the tobacco is still warm; each layer of this black tobacco is sponged with oil when packing. Though the tobacco planter usually sorts the leaves into "lugs," "good leaves," and "top leaves," the final grading and treatment are left to the determination of the experienced packer, who alone decides which country shall receive any particular grade.—*Work.*

REMEMBER.—When all is said and done, satisfied customers undoubtedly constitute the most economical, the easiest and the best form of advertising for retail cigar stores. Given a dealer who thoroughly understands his business, it should not be difficult for him to supply goods of the quality and price required by his trade. Of course, individual tastes vary, but the average smoker is by no means an unreasonable customer. As a general rule he knows what he wants, and expects to get it. A trifling cut in price may attract him temporarily, but he is quick to discover any deception in quality. In my opinion, the dealer will find his best opportunity in making satisfied customers to lie more in the way he handles them individually, rather than in any attempt at large sales and small profits. One regular customer is apt to be worth a good deal more in the long run than a whole crowd of transients attracted to a store by some special bargain. To successfully cater to individuals is, of course, largely a matter of tact upon the part of the dealer. Without this tact no expertness in knowledge of the goods will suffice. However, both of these qualifications are capable of being acquired, if not already possessed, and

few intelligent men attempt to run a cigar store without them. Upon the quality of tact and knowledge of the business possessed by the cigarist will the success of his efforts in building up a steady trade largely depend. The advertising value of satisfied customers is evidenced in a variety of ways. In addition to the "good words" of such a customer, scattered among friends and acquaintances, the factor of imitation is brought into play. Men are all very much like sheep; they have a tendency to follow where others lead. If Jones begins buying his cigars at Smith's, it is apt to set Brown, Green, &c., along in the same direction, particularly if the latter happen to be dissatisfied with their own dealers. Results are therefore more cumulative than in most other kinds of advertising. The economy comes in from the evident fact that the expenditure is altogether in the line of salesmanship, and so direct and regular. That it is the best form of advertising for retail cigar stores has been demonstrated by numberless successful merchants. However, just because it is the best is no reason why other methods, even though admittedly inferior, should be ignored.—*Tobacco Leaf.*

CAUGHT.—Mr. Eycupe was a man who prided himself on not being easily swindled, and when a dirty-looking man accosted him one day in the Strand, and, putting his finger to his nose, with other pantomimic gestures implying that the greatest secrecy was necessary, asked him if he wanted some exceedingly cheap cigarettes, he was at once upon his guard. As to how the man came by the cigarettes—well, never mind that. Mr. Eycupe was willing to buy them if they were good and cheap, but he must be satisfied as to their quality, and they must be brought to him in some public place. He was not going to be decoyed to a den to be robbed. It was arranged, therefore, that they should meet again at six o'clock under Waterloo Bridge, when the man would bring the cigarettes with him. Mr. Eycupe attended accordingly, and the man was there with a big parcel. He passed some cigarettes to Mr. Eycupe, and the bargaining commenced. In the midst of it all "a man clothed in blue" pounced upon the two, and seized upon Mr. Eycupe. The purveyor of cigarettes escaped, leaving the parcel of stolen goods behind. The position was serious, but Mr. Eycupe's ready wit did not desert him. Taking out his purse he tipped the "man in blue" with a couple of sovereigns, and then—escaped. Half an hour afterwards that "man in blue"—in blue no longer—and that purveyor of "stolen" cigarettes were holding revelry together with Mr. Eycupe's "pieces." The fact is, that clever personage had been "caught."—*Tit-Bits.*

LADIES' "SMOKERS."—The Czar's Minister of the Interior has ordered the railway officials in the empire to provide passenger trains with smoking compartments for the use of the fair sex. It is said on good authority that nearly all married women in Russia smoke cigarettes, and that the habit has begun to obtain largely among the unmarried, with the result that smoking carriages are now as much of a necessity for travelling Russian women as for men.

HULL is probably the only city where smoking is permitted inside a tramcar. Special cars for smokers have been tried elsewhere, but withdrawn after a very short trial, in consequence of the apathy of the smoker, or, more probably, the preference for an outside seat on an ordinary car. At Hull the practice of inside smoking was instituted in consequence of the outbreak of small-pox.

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.)

Freeman's
'Darvel Bay'
 (BORNEO)
CIGARS
STILL HOLD THE LEAD.



Sole Agents: JOHN CARIDI & CO.,
5 & 6, Bury Court, St. Mary Axe,
 Telegraphic Address:
"DRASTIC LONDON."
 Telephone: 477. Avenue. **LONDON. E.C.**

Gossip.



TRADE for the past month has been "deadly dull," and the only busy people have been those who tried to worry out why it should have been so. They have found their occupation in that. The provinces only accentuate the feeling which exists in London, for trade has been no better in the country than it has been in the Metropolis. Even from the sea-side resorts comes the wail begotten of slow business, and perhaps habit. Though the financial markets may quote, as they have been doing lately, "money easy," there is no doubt about one thing, and that is, that money is difficult, very difficult for the tobacconist to get, and even more so to keep. I suppose we must blame the war; it is always satisfactory to blame something or someone except ourselves, so we'll let it go at the war for the time being, and perhaps we won't be far wrong.

* * * *

The subject of retail advertising methods is always an interesting one to the trade, and is none the less so because of their variety. I have known more than one tobacconist who has made himself locally famous, and has thus brought in "dust" to his coffers, by displaying twice a week roughly drawn caricatures touching on local events and prominent neighbours, which have been conceived in a friendly but humorous spirit. In the smaller provincial towns, and in the suburbs of the larger cities, such a thing is easily done, and has been productive of good results, but, of course, in busier, non-residential thoroughfares and districts, the interest would not be so readily aroused or sustained owing to the multifarious and far divergent interests of the passers-by.

* * * *

There is no use in a man who runs a shop saying that he does not believe in advertising; the only thing that opinions may differ on is the style or system of bringing wares before the public. The shopkeeper's signboard is an advertisement, his shop window is also, or ought to be, and every article he sells might likewise be made to serve for the same purpose. On this point our Canadian contemporary suggests as one of the most effective, and at the same time least expensive, methods of advertising, the sticking of small labels upon every parcel that leaves the store. These labels should be about two inches square, and of a bright colour; the dealer's name standing out prominently, together with the address. It is a good plan to add to this, in smaller type, some short, catchy phrase, drawing attention to the variety and excellence of your stock, &c. The main point is to adopt a distinctive style and colour; and having done so, to make use of it wherever possible, and to continue with it until the label becomes familiar as a sort of trade mark. One of them should be attached to every box of cigars, every package of tobacco or cigarettes, and every box of matches that you sell, and you will find in a very short time that the results will be out of all proportion to the small expense incurred.

* * * *

A lesson that cannot be too seriously taken to heart is the contemptuous scorn with which any intelligent man will pass a shop wherein are displayed such legends as "6d. cigars 2d. each," or "usual price 9d., our price 4½d." Such cheap-Jack announcements deceive only the paltry users of them, and seldom, if ever, sway the judgment of a really desirable customer; and when they do, it is only for once. No one imagines that a tobacconist is in business, as the Americans say, simply for his health, and the ticketing up of goods with such pitiful announcements only

proclaim the shopkeeper to be a fool with a first-class ticket to the bankruptcy court, or a rogue casting dishonest aspersions on his fellow-traders. And another point must not be forgotten, the continual plastering up of a show window with tickets "Cheap," "Cheap," "Cheap," here, there, and everywhere, tends to give the impression that only a common class of goods are stocked, and for an important purchase the would-be customer passes on to another store with a less unenviable reputation. The man whose trade is secure is the man with the record of selling the best goods.

* * * *

On the point of inducing custom, a good story comes from New York, where it appears that iced soda water is dispensed "free gratis and for nothing" by some of the better class cigar stores during the hot weather. The other day, the story runs, a man walked into one of these cigar stores, helped himself to half a glass of soda water, and, after drinking it, put the glass down, and asked: "Don't you give flavours?" "No," retorted the dealer, "we give flavours, but some men don't seem to know how to take them." The next man filled the glass three-quarters full, and then poured in whisky from a pocket-flask. After him came a man who sniffed the whisky, and he took up the glass, and, turning to the proprietor, asked, "Where do you keep the whisky?" The dealer confessed to a rise of several degrees of temperature in his internal economy by this time, says a New York contemporary; he retired to the cigar vault, taking an electric fan with him to reduce his anger below the blowing-up point, which it was dangerously near. Now if any of my readers intend to set up a benevolent soda water fountain, and let me know when it is in operation, I promise them I will not act after the manner of man No. 1 or man No. 3. No. 2 takes my fancy as being a person of resource, action, and few words.

* * * *

When the one or two readers who take an interest in this page, as instanced by postal communications, and perhaps others who do not so directly acknowledge my efforts, are reading this, I shall be "far from the madding crowd" in leafy Shanklin. I know that this is not trade gossip, but I cannot help it; what man is there amongst ye who can keep his mind wholly on business when holidays are in the very near future? And Shanklin is an ideal place for a retail tobacconist, or, indeed, anyone who is confined in business, to rest and be thankful in. Cool shade pervades the whole place on the hottest of days, the beach, of course, excepted, while a breath of fresh air can always be obtained by a not too laborious climb up the Downs. From this latter point of vantage a splendid panorama of the Isle of Wight lies stretched at one's feet on clear days, the sea being visible on the north, south, east, and west—and a lovely scene it is. But while this is not exactly trade gossip, I do not mean it to be an extract from a gazetteer, and I can only say, paraphrasing a well-known advertisement, "since trying Shanklin air (for a change) I have used no other!"

* * * *

By the way, when visiting this delightful little place, do not forget to call upon dear old Alec Ford, who is established as a tobacconist near the head of the Chine. Many of us knew him in London, some years ago, when he was in the "allied" trade, and he is as genial as ever. He has a photographic dark room fitted up for the use of visitor customers, as well as for the paying guests who stay at his house, which, I may say in passing, is a good idea for others in the trade, in holiday places, to adopt.

Trade News and Notes.

Trade Notes.

The various businesses of the proprietors of Ardath tobacco, &c., have now been amalgamated under the title of ARDATH TOBACCO CO., and occupy new premises in Worship Street, E.C.

MAJOR HENRY J. CANDLIN, who was elected Chairman of the recently formed tobacco section of the Manchester Chamber of Commerce, has written expressing his thanks for the kindness shown to him, but regretting that pressure of other engagements preclude him from accepting the appointment.

The firm of D. R. CLARKE & Co., cigar merchants, of 23, St. Mary Axe, E.C., has been dissolved by the retirement of Mr. Charles Hecht. Mr. David Ross Clarke continues the business.

The business carried on by the late Mr. HARRY ANDERSON, at 52, Cannon Street, E.C., has been purchased by Mr. LEVARTOVSKY.

MESSRS. LLOYD & SONS, of Exeter, at the recent Yeomanry parade in that city, presented each of the men with a tin of tobacco, and at the luncheon gave them each a packet of cigars.

MESSRS. OGDEN'S LTD. are drawing special attention to a magnificent album which they are publishing to hold the numerous photographs issued with Guinea Gold Cigarettes. The book is bound in blue and gold, and is made to hold 200 subjects, having an appropriate description for each picture. The firm offers to buy from the public the first 1,000 completely filled albums at the rate of one guinea each, for presentation to hospitals and other charitable institutions. The retail price of the album is 1s. 6d.

MESSRS. JOHN PLAYER & SONS LTD. draw special attention to their schedule prices in our advertisement pages.

Mr. R. C. RANKIN is about to open a tobacconist's business at Newhaven.

The shop window of MESSRS. ROTHWELL & SONS' premises in Willington Street, Aldershot, was deliberately broken by a man named John Day, who helped himself to several handfuls of cigarettes. About 10s. worth of goods were taken and damage to the amount of £7 was done. On the 1st inst., John Day was told by the Bench to wait until Quarter Sessions Day, when he will be further dealt with.

Mr. T. R. SEYMOUR, the well-known Bristol tobacconist, is now on the road for MESSRS. E. & W. ANSTIE, of Devizes. He continues his retail business.

The London County Council Strand Improvement Committee report a settlement of MESSRS. SALMON AND GLUCKSTEIN'S (LTD.) claim for leasehold and loss of trade in respect of their premises, 319, Strand, W.C. ;

£5,036 was the amount claimed, £2,750 was, however, accepted.

MESSRS. EDWARD SAMUELSON & CO., under date of July 1st, report as follows:—The dock returns show that the deliveries for June were larger than in the preceding month, and seem to indicate that we are returning slowly to the normal rate of clearances. An improvement is also noticeable in the demand, though it continues to nibble away at the cheaper grades, and calls for the required qualities at prices ranging from a penny to twopence below cost. It would seem hardly possible that buyers' views can be successful, as the trend of the markets has for a long time been in favour of holders, while values are, and have been, continuously below those ruling in America. It is impossible that grades suitable for our manufacturers can be bought in the States at such low prices as in our markets, nor do our stocks offer the kinds that could be reshipped to advantage to America, so that for a long time the English markets will remain in favour of home buyers. The strong tendency among American operators to run up prices on themselves in competitive buying is a matter that calls for their serious consideration, and a legitimate buyers' protection society is required to guard against inflation of values, which will certainly lead to serious losses to the final buyers.

MESSRS. SINGLETON AND COLE LTD., of Birmingham, &c., have been appointed sole agents for Messrs. Bigio Hazan & Co.'s specialities.

Mr. CARL WALTER has opened premises at 36, Scarisbrick Avenue, Southport, for the manufacture of briar pipes, &c.

A serious accident occurred to a tobacconist's premises in Hastings last month, when a horse bolted and smashed into Mr. C. A. WHITE'S shop in Castle Road.

The resolution which the ABERDEEN TOBACCONISTS passed last month with regard to the reduction in price of certain tobaccos, refers only to whole and cut golden bar, which is now 4d. per oz. and 8d. per 2 oz., and to certain 3d. packets of cigarettes. Bogie roll and twist remain as before, and are not included as erroneously reported.

At a special meeting of the BIRMINGHAM TOBACCONISTS' TRADE AND BENEVOLENT SOCIETY, held on the 18th ult., a vote of confidence in the President, Mr. F. A. Badman, was unanimously passed. It may be noted, however, that only 35 persons attended out of a membership of over 200. Mr. Badman, it will be remembered, was fined a few days previously, as reported in our last issue, for selling tobacco under a false description.

The FOREHOE BOARD OF GUARDIANS have accepted the tender of Messrs. J. R. Smith & Sons to supply tobacco at 3s. 8d. per lb.

The following tenders have been accepted by the Portsmouth Board of Guardians:—WILLIAM PINK & SONS, snuff at 3s. 2½d. per lb., and BUNDY & CO., tobacco, at 3s. 4d. per lb.

TEOFANI'S

HIGH-CLASS

CIGARETTES

AWARDED THE

GOLD MEDAL

AT

PARIS EXHIBITION, 1900

(HIGHEST AWARD).

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

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

Ogden's
UNIVERSAL SALE
Tobacco
AND
CIGARETTES

TOBACCO:-

Midnight Flake
St. Julien
Fruit & Honey
Vanguard Navy Cut
St Bruno Flake
Coolie Plug Cut
Redbreast Flake

CIGARETTES:-

Guinea Gold
Tabs
Lucky Stars
Virginia
Rose Blush
Corkers
Alpine Belle

Price Lists on Application to OGDEN'S LTD Boundary Lane, Liverpool.

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TRADE NEWS AND NOTES—continued.

AMSTERDAM TOBACCO SALES.—The seventh sale of the season for Sumatra and Borneo tobacco took place on Friday, the 28th ult., when 17,353 bales of the former and 2,038 bales of the latter were offered to tender. For the two or three parcels of fine leaf figuring in the sales list there was a keen demand, and high prices were paid; but for medium-class leaf, which was represented by rather over 50 per cent. of the total quantity of tobacco up for sale, the demand was not particularly keen, while low-class leaf was nowhere. Top price was obtained by a lot of 722 bales belonging to the Deli Maatschappij, which realised 214 cents, or 3s. 7d., per Dutch pound. This was closely followed by a parcel of 325 bales belonging to the United Lankat Plantations Ltd., which fetched 210 cents, or 3s. 6d., while from this to third place was a drop to 158 cents, or 2s. 7½d., which was given for a parcel of 646 bales of the Deli Maatschappij's leaf. The United Lankat Plantations sold a further lot of 252 bales of inferior quality at 65 cents, or 1s. 1d.; the Sumatra Plantations, 337 bales at 108 cents, or 1s. 9½d.; the British Deli and Langkat Tobacco Co. Ltd., 481 bales at 93 cents, or 1s. 6½d.; and the Serdang Tabak Maatschappij 267 bales at 70 cents, or 1s. 2d. In the Bornean section, the New Darvel Bay Tobacco Co. Ltd. sold three parcels, aggregating 1,076 bales, at 125 cents, or 2s. 1d., and the New London Borneo Tobacco Co. Ltd. a parcel of 400 bales at 60 cents, or 1s., and another of 366 bales, at 40 cents, or 8d., while the New London and Amsterdam Borneo Tobacco Co. Ltd. sold 276 bales, previously held over—price not reported. Up to date there has been sold of the 1900 crop 136,355 bales of Sumatran leaf, at an average price of 134 cents, or 2s. 3d., per Dutch pound; and 10,933 bales of Bornean, at an average of 89 cents, or 1s. 6d. The quantities sold and averages of London enterprises are as follows:—

| Company. | Bales. | Price per Dutch lb. cents. | Price in sterling. s. d. |
|------------------------------------|--------|----------------------------|--------------------------|
| United Lankat | 5,181 | 193 | 3 2½ |
| Sumatra Tobacco Plantations | 681 | 125 | 2 1 |
| British Deli and Langkat | 3,210 | 97 | 1 7½ |
| Serdang Tabak Mij | 2,303 | 87 | 1 5½ |
| New Darvel Bay | 2,302 | 157 | 2 7½ |
| New London Borneo | 5,093 | 80 | 1 4 |
| New London & Amsterdam Borneo | 1,921 | 45 | 0 9 |

The highest average so far this year of any enterprise is that of the United Lankat Plantations Ltd., the Rotterdam Deli Mij tieing for second place, with 2,951 bales, at 180 cents, or 2s. 10d., with the private estate Soengei Pakaran Diski—brand JL/Pakaran/Deli—which has sold 901 bales.

BRITISH MATCH TRUST.—Arrangements have been perfected by which the Diamond Match Co. Ltd. becomes amalgamated with Bryant & May, the famous firm of match-makers at Bow (says the Paris edition of the *New York Herald*), by which the Diamond Match Co. will cease to exist as an English Company. It is understood that the terms contemplate a division of territory, the Diamond Co. taking the North of England, Scotland, and Ireland, while Bryant & May devote themselves entirely to the Midland and Southern counties. The percentage of profit from the Liverpool factory of the Diamond Co., which formerly accrued to the Diamond Match Co., Illinois, is wiped out in the shape of capital awarded to the parent company in the new combination. This combination closes a long-standing difficulty in the path of the Diamond Match Co., whose Liverpool factory at first proved a white elephant on their hands. After the Moore failure had involved every Chicago bank with large blocks of Diamond Match stock, hypothecated above the market price, the English concern was floated as a separate company with a million pounds capital, and under good management proved a lucrative business, cutting largely into the trade of Bryant & May, owing

to the superiority of the Beecher machines over anything in use in England. For three years it has been an open secret that it was the intention of the Diamond Match Co. to unload their English end on Bryant & May's, and this consummation has at last been accomplished.

Invitations to a conference between the MANUFACTURERS AND THE ALLIANCE OFFICIALS, to be held at Cannon Street Hotel to-morrow (16th inst.), have been issued by the Organising Secretary of the U.K.T.A., Mr. H. G. Hey.

At a meeting of the NEYLAND URBAN DISTRICT COUNCIL recently, the Clerk said the Excise Officer had called that evening and demanded payment of 5s. 3d. for a tobacco licence, because the Council advertised over the door that they were tobacconists (laughter). Chairman: You paid him, of course (laughter).

THE TORQUAY TOBACCONISTS have appointed Mr. J. Douglas and Mr. R. D. Scholes president and secretary respectively of their Association.

A special meeting of the WALSALL TOBACCONISTS ASSOCIATION was held on the 26th ult. at the Old Mill Hotel, when Mr. T. Whitfield (president) occupied the chair. Arrangements were made for the annual picnic, which is to be to Liverpool, when Messrs. Ogden's factory will be visited. Afterwards an address was delivered by Mr. Hey, the organising secretary of the United Kingdom Tobacco Dealers' Alliance, and after some conversational discussion it was resolved unanimously to form a branch of the Alliance for Walsall, to consist of those who have given in their names to that organisation. It was reported that 32 firms had already done so, and that others would probably follow. Mr. Whitfield was elected chairman of the branch, Mr. Sanders vice-chairman, Mr. Tandy hon. treasurer, and Mr. Dean hon. secretary.

Limited Companies.

NEW LONDON BORNEO TOBACCO CO. LTD.—The report of the directors of this company for 1900, which was presented at the meeting held on the 26th ult., stated that the crop of 1899 proved to be 6,015 bales, as compared with 6,535 bales produced in 1898. The average price obtained was 78 cents per half kilo, or about 1s. 2¼d. per lb., as compared with 93 cents per half kilo, or 1s. 5d. per lb., obtained for the 1898 crop, and 87 cents, or 1s. 3½d. per lb., for the 1897 crop. The 1899 crop suffered from drought, which occasioned a reduced yield of about 9 per cent., and affected the average price obtained to a considerable extent. The 1899 crop realised £51,996, and the total sum chargeable against the same, including London expenses and depreciation, amounts to £37,771, showing a balance of £14,224, and after deducting £1,516 placed to reserve, in accordance with the Articles of Association, which will then amount to £6,716, there remains £12,708 available for distribution. The balance of undivided profit brought forward is £295, which, added to the £12,708, makes £13,004, out of which a dividend of 5 per cent. on the ordinary shares, amounting to £3,200, was paid in January. The directors recommended a final dividend for 1900 of 12¾ per cent. on the ordinary shares and 5¼ per cent. on the deferred shares, amounting together to £9,735, leaving a balance of £69. The total dividend for the year is thus 17¾ per cent. on the ordinary shares and 5¼ per cent. on the deferred shares. The season of 1900 opened very favourably, but unfortunately from the middle of August a long period of drought, accompanied

TRADE NEWS AND NOTES—continued.

with high winds, was experienced, which diminished both the quantity and the quality of the crop. The crop has produced 5,575 bales, the whole of which has arrived in Amsterdam. 4,327 bales have been sold at an average of 85½ cents per half kilo, or about 1s. 3½d. per lb. The earlier tobacco proved of good quality and fetched satisfactory prices, and it is estimated that the sales so far effected will more than cover the entire cost of the crop, but it does not appear possible that the out-turn of the whole crop will present such favourable financial results as were obtained in the past season. The expenditure on the 1900 crop up to the end of the year amounts to £27,657, as against £26,814 in 1899; the increase is mainly due to the crop this season being more forward, but there has also been a higher exchange owing to the advance in silver after August, 1900.

THE BARON CIGARETTE MACHINE CO. LTD. have declared an interim dividend at the rate of 10 per cent. per annum, free of income-tax, for the half-year to June 30th. Warrants were posted on July 4th.

W. B. GLASS & CO. LTD.—This Company was registered on June 6th, by Waterlow Brothers & Layton, Ltd., Birchin Lane, E.C., with a capital of £10,000 in £5 shares (1,000 preference). Object, to acquire the business carried on at 25, Old Market Street, Bristol, as W. B. Glass & Co., to adopt an agreement with Eliza A. Glass, J. J. Coleman, and H. J. Hodgson, and to carry on the business of tobacconists, manufacturers of and dealers in cigars, cigarettes and smokers' requisites, snuff grinders and merchants, &c. No initial public issue. The first directors (to number not less than three nor more than five) are Mrs. E. A. Glass (chairman) and Messrs. F. C. Glass and J. J. Coleman (managing directors). Qualification, £50. Remuneration of F. C. Glass, £25 per annum.

MACLEOD, REID & CO. LTD.—This Company was registered on June 10th by T. T. Hall & Son, 22, Chancery Lane, W.C., with a capital of £120,000 in £10 shares. Object, to acquire and take over as a going concern the business of tobacco merchants, commission agents, and otherwise, heretofore carried on under the style or firm of Macleod, Reid & Co., together with all or any of the assets and liabilities of the proprietors of that business in connection therewith, and, with a view thereto, to carry into effect an agreement made by this company with D. M. Macleod and A. A. Reid, to develop and extend the said business, and to carry on the business of tobacco and commission merchants, importers, exporters, shippers, &c. The subscribers are:—D. M. Macleod, 2, South John Street, Liverpool, tobacco merchant; A. A. Reid, 2, South John Street, Liverpool, tobacco merchant; J. Reid, 15, Montgomerie Crescent, Glasgow, gentleman; Mrs. J. J. Reid, Ledsham Hall, near Chester; Mrs. H. K. Macleod, Auckendrane, Oxton, Cheshire; G. Macleod, Wellesley, Oxton, Cheshire, merchant; and D. Macleod, 20, South John Street, Liverpool, clerk. Minimum subscription, 25 per cent. of the shares offered to the public. The number of directors is to be not more than five. The first are D. F. Macleod and A. A. Reid. Remuneration as fixed by the Company.

THE RICHMOND CAVENDISH CO. LTD.—This Company was registered on June 13th by Burton, Yeates, and Hart, 23, Surrey Street, W.C., with a capital of £250,000 in £5 shares (25,000 5 per cent. cumulative preference). Object, to acquire the business of tobacco manufacturers, dealers, importers, and consignees on commission, warehousemen and general merchants, now carried on at Paisley Street, Robert Street, Greenock Street, and Leeds Street, Liverpool, as the Richmond Cavendish Co. Ltd. (incorporated in 1865), to adopt an agreement with the said old Company, and to carry on

the business of manufacturers of cigars, cigarettes, snuff, and other articles in the manufacture of which tobacco is used, pipe makers, match manufacturers, and dealers in smokers' requisites generally. The subscribers are:—T. H. Bickerton, surgeon, 88, Rodney Street, Liverpool; S. C. Hignett, tobacco manufacturer, Fairfield, Liverpool; J. C. Barrett, produce broker, Birkdale, Southport; W. F. Preston, mineral water manufacturer, Newsham Park, Liverpool; W. Constable Corbur, manager, New Brighton; J. W. Page, secretary, 135, Hartington Road, Liverpool; E. J. Taylor, book-keeper, 134, Rosslyn Street, Liverpool. The first directors are Lawrence Hignett, Samuel C. Hignett, Alfred Horsfall, John C. Barrett, Thomas H. Bickerton, and William F. Preston. Commenting on the issue, which it describes as a "veritable Richmond Gem," the *Sun*, under date of June 27th, makes use of the following trenchant criticisms, but doubtless the directors of the Company are fully prepared to answer the various points mentioned:—"The nominal reason for forming this new Company is that the present proprietors are burdened with a long lease of unsuitable premises, and, it being estimated that to pay for the land and build and equip a new factory about £90,000 is required, the capital of the concern is to be increased from £50,000 to £250,000—that is to say, by more than double the amount required for the purpose. In addition to this, a debenture issue of £50,000 is to be created. And here comes the second flaw in the scheme, and a very serious one it is. Not only are the old and unsuitable premises to be palmed off on the new Company, but the directors actually have the audacity to include them in the list of assets at upwards of £14,000, although Mr. Hartley, the valuer, expressly qualifies his report by stating that 'in the event of the Company vacating them they would realise the sum of £8,100.' Personally, we doubt very much whether this latter figure could be realised when the works are abandoned. Then there is an item of £7,485 put down as the value of machinery, fixtures, fittings, &c.—presumably those which are to be discarded when the Company enters its new premises. Here, again, we have no hesitation in expressing our opinion that the figure is grossly exaggerated. The most startling feature of the whole thing, however, is that the new company is to discharge the liabilities of the old one as at December 31st last, and which amount to no less a sum than £54,738 18s. 1d., as shown in the balance-sheet at that date. Will it be believed that, as against this large sum, the total cash in the hands of the company was £33 16s. 3d.? Surely this is bad enough. It is, however, far from all. A reference to the auditor's certificate next shows steadily diminishing profits during the period to which it refers. And yet, in face of this appalling fact, the directors take the average of such period as the basis of their calculation. Altogether, the prospectus is one of the very worst we ever remember seeing, and, should the company by any possibility struggle through to allotment, we have no hesitation in predicting a dismal future for its shareholders. We can quite understand the statement in the prospectus that 'the directors reserve power to decline to allot unless what they consider to be a sufficient subscription is obtained,' and also that there is 'no underwriting of either the preference shares or debentures.' The proper thing for those who receive the prospectus to do is to at once consign it to the fire."

Festive.

The annual outing of the employes of MESSRS. HUDDON AND CO. LTD., Bristol, took place on the 15th ult., when a party numbering 500 visited Weymouth by special

TRADE NEWS AND NOTES—continued.

train. The weather being propitious, the drives in and around Weymouth were very much enjoyed, also boat trips to Portland were a special feature, where a fine view was obtained, and many availed themselves of the facilities afforded of paying a visit to Lulworth Cove, a very charming spot. The return journey was commenced at about half-past eight, and the party arrived at Bristol at twelve. Great satisfaction was expressed with the day's outing.

Miss GEORGINA STEWART, eldest daughter of Mr. PETER STEWART, tobacconist, of Dundee, was married on the 19th ult. to Mr. Joseph Dickson.

The workers employed by MESSRS. GALLAHER, LTD., York Street, Belfast, had their annual outing on Saturday, June 29th, when a party numbering about 1,000 went to Douglas, Isle of Man. Mr. W. J. Bell was in charge of the excursion, in the absence of Mr. Gallaher, who is at present in America. A well-appointed steamship conveyed the party and landed them at Douglas about 1.40 p.m., after a voyage of seven hours. On arriving at Douglas the party broke up into groups, who visited the various places of interest in the town and neighbourhood as their fancies dictated. The electric trams to Sulby Glen, Port Soderick, Grouldle Glen, and Laxey were patronised by many, while others occupied themselves in exploring the Palace and Derby Castle. Punctually at 5.40 p.m., the return journey was commenced, the steamer passing along the eastern side of the island towards the north so as to give a glimpse of Ramsey, and Belfast was reached at midnight. There were few cases of sea-sickness, and in consequence the hours passed merrily. Nothing but the best of good feeling prevailed throughout the day, and all expressed themselves as having been delighted with the tour.

SIR FREDERICK WILLS, BART., M.P., entertained his Northmoor tenantry and workpeople on the 19th ult., the occasion being the coming of age of his son, MR. GILBERT WILLS. Nearly 70 sat down to dinner, and a feature of the programme was a presentation to the latter gentleman of an illuminated address, inkstand and stationery cabinet on behalf of the tenants and inhabitants of Dulverton.

A large number of MESSRS. HIGNETT'S Liverpool employes visited Rhyl, on the occasion of their annual outing, which took place on the 6th inst.

Fire.

The premises occupied by Mr. F. VICKERIDGE, tobacconist, 277, High Road, Kilburn, were completely gutted on the night of the 22nd ult. The cause of the outbreak is unknown, as Mr. Vickeridge did not leave the premises until nearly midnight and states that everything was then apparently safe. A valuable picture said to be worth £200 was entirely destroyed. It is, however, covered by insurance.

Foreign.

THE TOBACCO CROP AT BAHIA is estimated at 500,000 bales: 100,000 of these are reported as having arrived and waiting shipment.

CHUMIE VALLEY.—According to a Port Elizabeth paper, Chumie Valley, in the Cape, will in a short time be known as a splendid tobacco-producing locality. Every year more is sown and produced, and is of good quality.

TURKISH MATCHES.—Some of the French and Belgian papers have recently reported that the Turkish Government has granted a concession to a German syndicate for a monopoly on matches. In this connection a Constantinople correspondent of the *Financier* characterises the statement as being incorrect, and states that Turkey would not be justified in creating such a monopoly under the existing commercial treaties. At the same time he mentions that a German syndicate has been seeking for two years past to obtain the sole privilege of controlling the match trade, and has offered to guarantee the payment of £220,000 per annum for the concession.

KOREAN TRADE.—According to a United States Consular report, tobacco and cigars to the value of nearly £15,000 sterling were imported into the Kingdom of Korea in the year 1900.

JAPANESE TOBACCO.—The Japanese Department of Agriculture is conducting a series of experiments in the growing of tobacco under the guidance and advice of an American expert. One or two small farms are under cultivation, and from the initial results it has been demonstrated that a very fair grade of tobacco can be produced at a satisfactory price.

A CLAY BOCK NOTE.—The following circular has been issued by the Henry Clay and Bock & Co. Ltd. It is dated Havana, June 1st, and states: "We beg to advise that from July 1st we shall abolish the discount of 2½ per cent. granted heretofore on cigars of our manufacture and that of the Havana Cigar and Tobacco Factories Ltd., and all prices will be net as per list."

FROM BRISBANE we learn that MR. NEVILLE, the Government tobacco expert, reports that excellent work has been done on the experimental farms. The varieties experimented with are the Burley, Blue Pryor, and Lax, all of which have been grown with considerable success. The Burley has yielded particularly well, and has been so successfully cured that Mr. Neville is of opinion that similar leaf could easily be sold in the London market at 7d. per lb., and if it could be produced on a fairly large scale this would be very remunerative. It is hoped that next year there will be 15 or 16 acres under cultivation instead of nine and a half as at present. Most of the tobacco hitherto grown by farmers is what is commonly known as Shoestrings, but Mr. Neville is of opinion that either of the three varieties he is experimenting with would bring more satisfactory returns to the grower.

COLOMBIA.—A translation has been received at the Board of Trade, through the Foreign Office, of a Colombian Decree, dated the 9th April last, fixing the import duties on cigars, cigarettes, and tobacco, and cigarette paper, at the following rates:—

| | | Pes. | Cts. | English equivalent at present rate of exchange (about) |
|--|---------------|------|------|--|
| | | | | £ s. d. |
| Cigars | Kilog. | 5 | 00 | ... 0 1 0 |
| Cigarettes | " | 5 | 00 | ... 0 1 0 |
| Tobacco, cut for the manufacture of cigarettes | " | 3 | 00 | ... 0 0 7½ |
| Tobacco in other forms | " | 4 | 50 | ... 0 0 11 |
| Cigarette paper | " | 0 | 50 | ... 0 0 1½ |

Stamped paper for packets of cigarettes is to continue to be dutiable under Class VI. of the Customs Tariff at the rate of 30 cents per kilog. The above rates of duty are not subject to any of the surtaxes hitherto imposed.

TOBACCO TARIFFS.—The following are the import duties on tobacco, in its various forms, in the countries stated:—

RUSSIA.—Under the schedule dated 1896-7, which is the one now in force, the duties are as follows:—Tobacco in leaf, bundles, &c., 15 roubles 40 kopecs per pound; cut smoking or snuff, 1 rouble 30 kopecs per pound; cigars or cut tobacco rolled in wrappers, including cigarettes,

TRADE NEWS AND NOTES—continued.

3 roubles 20 kopecs per pound. A Russian pound is equal to 36 lbs. English weight. A rouble is equal to 3/3 English money.

THE NETHERLANDS. Under the schedule of June 1st, 1898, the Netherlands import duties are as follows:—Tobacco in rolls or leaves and unpressed stems, per 100 kilog., 70 cents, Dutch. Pressed stems, per 100 kilog., 1 florin 50 cents, Dutch. Manufactured tobacco, snuff, &c., per 100 kilog., 12 florins, Dutch. Cigars, per 100 kilog., 40 florins, Dutch. Tobacco pipes (clay) and cigar stands, 5 per cent. *ad valorem*. A kilogram is equal to a little over 2½ lbs. English weight. A Dutch florin is equal to 1s. 6d. English money.

NORWAY.—Under the latest schedule April 1st, 1901, the Norwegian import duties are:—Unmanufactured tobacco, 1 kronor 75 ore per kilog. Snuff, 4 kronor per kilog. Cigars and cigarettes, 5 kronor per kilog. Manufactured tobacco (smoking or chewing), 3 kronor per kilog.

SWEDEN.—The latest schedule regulating Swedish imports provides, under date of Jan. 1st, 1899, as follows:—Unmanufactured leaf tobacco, 1 kronor per kilog. Cigars and cigarettes, 4 kronor per kilog. Other kinds, 1 kronor 20 ore per kilog. The kronor in both Norway and Sweden represents about 1s. 1½d. in English money, and 100 ore equals 1 kronor. (Adapted from *New York Tobacco Leaf*.)

Freemasonry.

The first annual picnic of the Liverpool Lodge, SIR WALTER RALEIGH (2837), was held on the 2nd inst. at Hawkestone Park, near Wem, Salop, under most favourable auspices. The party, numbering about fifty, proceeded to Wem, *via* Birkenhead, in specially reserved saloon carriages, and on arriving at Wem station handsome brakes conveyed the company to the hotel at Hawkestone, after an enjoyable and circuitous drive, amid a continuity of picturesque scenery in this paradise of England. A sumptuous dinner was provided and served by W. Bro. Tom Bush. The park, gardens, grottos, obelisk, &c., were all subsequently visited, under the direction of experienced guides, and a knife and fork tea was done full justice to after this appetising and bracing perambulation. In the course of the post prandial proceedings, a handsome framed group of the founders of the Sir Walter Raleigh Lodge was, on behalf of the members, presented to the first Worshipful Master, Bro. Houlding. This group had been specially photographed and enlarged by the newest process by Bro. H. Bowden, of Parkside Studio, Stanley Road, Bootle. The presentation was introduced by an appropriate speech by Bro. W. M'Lachlan, I.P.M., who eulogised the Worshipful Master's career as a Freemason. The same theme was spoken, and further enlarged upon by the Senior Warden, Bro. F. W. Knight. Alderman Houlding accepted the picture with manifest emotion. He did not affect to be impervious to the affectionate regard and sympathetic attachment of his brothers in the craft. To him the launching of the Sir Walter Raleigh Lodge had been entirely congenial, he was having a happy year of office, and he confidently predicted that the Sir Walter Ra'leigh would soon take rank with the very best lodges in the Province of West Lancashire. Alderman Houlding voiced the feelings and wishes of all present when he thanked Bro. Bush for the marked attentions and courtesies he had lavished upon them that day, to which Bro. Bush replied in graceful terms, and said he hoped this initial survey of Hawkestone might prove the precursor of many repeated visits. The company included the following:—Alderman John

Houlding, J.P., P.O.D. Eng., P.P.G.W., W.M.; Bro. Wm. M'Lachlan, P.P.G.St. of W., I.P.M.; Bro. M'Lachlan; W. J. Gilbert, P.M., D.C.; A. J. Weddell, P.M., C.R., and Mrs. Weddell; Dr. J. J. Knight, and Mrs. Flinn; F. W. Knight, S.W., Miss Knight, J.P., Miss A. F. Knight; J. Coxhill, J.W., and Mrs. Coxhill; J. T. Wilcox, Secretary; W. P. Meredith, J.D., and Mrs. Meredith; W. Railton, Organist, and Mrs. Railton; A. H. Stevenson, S.S.; A. and Mrs. Shawfield; J. D. and Mrs. Bethell; J. E. K. Powell, A. G. Baxter, W. J. Thompson, W. H. Jones, S. Kubley, J. R. Ramsay, P.P.G.P., &c. The arrangements generally reflected great credit on the tact and judgment of Bros. M'Lachlan, Wilcox, Bremner, Gilbert, and Stevenson.

In Parliament.

IN THE HOUSE OF COMMONS on the 14th ult., Mr. FIELD asked the Chancellor of the Exchequer whether, having regard to the fact that a rebate on the duty on tea, sugar, whisky, and tobacco was allowed in the Isle of Man, and in view of the Financial Relations Commission's Report, a similar rebate would be allowed in Ireland to reduce the over taxation of that country.—**THE CHANCELLOR OF THE EXCHEQUER:** The Isle of Man has its own Customs tariff, originating with the Tynwald. The duties on tea and tobacco are the same in the Isle of Man as in Great Britain and Ireland, and no rebate on them is allowed. The duty on whisky is lower in the Isle of Man than in Great Britain and Ireland, and a rebate is consequently allowed on whisky which has paid duty in Great Britain, and is subsequently shipped to the Isle of Man. As regards sugar, no duty has yet been imposed in the Isle of Man, and sugar removed to that island would receive a rebate under similar circumstances. So long as the Custom's tariff in Ireland is the same as in Great Britain no question of rebate can arise.

On July 1st, on the resumed consideration of the **FINANCE BILL** in Committee, Mr. J. W. Lowther in the chair, Mr. W. REDMOND opposed Clause 4, which deals with the continuance of additional Customs duties and drawbacks on tobacco, beer, and spirits, contending there should be no additional tax on tobacco.—Sir M. HICKS-BEACH, in reply to Mr. Flynn, said that by the present bill the tobacco duty was merely prolonged for another year. It would be necessary, no doubt, again to look into the question of the duty on foreign cigars, and he would see whether it was possible, without making what would be a mistake with regard to the consumers in this country, to increase the duty on them.—Sir W. HARCOURT expressed the opinion that if there was any increase in the duty on tobacco the Chancellor of the Exchequer would not suffer—(laughter)—but there were others who were not so fortunate. He agreed that taxation on the more expensive classes of tobacco was a proper form of taxation, and in the present state of affairs he was not prepared to resist the taxation proposed.—Mr. BUXTON thought it would be to the advantage of Ireland if encouragement were given to experiments in the growth of tobacco in that country.—Mr. BROADHURST pleaded for a reduction of the duty on the lower kinds of tobacco.—**THE CHANCELLOR OF THE EXCHEQUER** said a large number of manufacturers of the cheapest tobacco had sent him a memorial which he was now considering, and, although he could not then express a final decision on the matter, he thought it possible that he might be able to deal with the question in a way that would enable them to sell the cheapest tobacco cheaper than they could do at present. (Hear, hear.)—The Committee divided, and the clause was agreed to by 327 to 71.

TRADE NEWS AND NOTES—*continued.***Obituary.**

MR. JAMES GREGORY, tobacconist, 26, King Street, Leigh, on the 2nd inst. Early on the morning of the 20th ult. the deceased, who had been ill and strange in his manner for some time, was found by his wife sitting downstairs with his throat cut. Medical assistance was at once secured, and it was found that Gregory had almost severed his windpipe. The deceased, who was 68 years of age, was well known in the town, being formerly a publican. He leaves a widow and two children.

The death is announced, from New York, of Mr. PIERRE LORILLARD, the American tobacco magnate, on July 7th. Mr. Lorillard had just returned to America from a visit to England a few days prior to his decease.

MR. JAMES HERBERT FOXON, cigar manufacturer, Leicester, on the 17th ult.

Personal.

MR. ARTHUR HAMILTON WILLS, managing director in London of MESSRS. W. D. & H. O. WILLS LTD., has returned from his visit to Southern Europe. We regret to learn, however, that the benefits which he had hoped would have been derived from his sojourn abroad have not been so complete as to permit him to take up his duties in their entirety, at least for the present.

MR. J. D. PAPPALIA is at present on a visit to his firm's plantations (J. D. PAPPALIA & CO.) in Cavalla.

The munificence of the Wills family seems inexhaustible. SIR W. H. WILLS, BART., has now offered £1,000 towards the cost of erecting a lodge for Mansfield College, Oxford.

Law.

HUGHES *v.* LITTLE: A MANUFACTURER'S ACTION.—Before His Honour Judge Sir Horatio Lloyd, at the Chester County Court, on June 27th, Edward Morgan Hughes, tobacco manufacturer, Amlwch, North Wales, brought an action against George Little, tobacco cutter, in the employ of Messrs. W. T. Davies & Sons, tobacco manufacturers, Chester, for £50 damages for breach of contract, and to claim an injunction. Mr. W. Thornton Jones, solicitor, Bangor, was for the plaintiff, and Mr. Sellars, barrister, Manchester (instructed by Mr. T. M. Dutton, Chester), was for the defendant.—Mr. Jones, in stating the case, said plaintiff had carried on business as tobacco manufacturer at Amlwch for several years, and in August, 1899, defendant entered into an agreement to work as a cutter in his factory until the agreement terminated, one of the clauses being to the effect that he would not divulge any of the trade secrets or accounts, the particular clause under which the action was taken being to the effect that he would not for five years after he had ceased to be employed enter into the service of any person carrying on any such business, or who should cover the same district, or solicit orders, in North Wales. Defendant eventually left the plaintiff's service, and proceeded to work for Messrs. W. T. Davies & Sons, tobacco manufacturers, of Chester, whose travellers covered the same ground as that of the plaintiff. Defendant was written to on the 19th April, stating an injunction would be applied to prevent his being employed by the firm to travel in the same

district of North Wales; and he (Mr. Jones) pointed out that the words "to travel" mentioned in his letter should read "who travel." In reply to that letter plaintiff received a letter saying defendant was not travelling for Messrs. W. & T. Davies.—His Honour: Then this man was employed as a cutter, and not to go out?—Mr. Jones: Yes. Then what harm was he doing?—Mr. Jones explained that the harm he could do was very difficult to gauge. Defendant would not have been admitted into the secrets of the business if it had been contemplated that he would shortly have been employed in Chester with an absolutely rival firm. There was also the question of the method and process of manufacture by means of which the manufacturer was to obtain a profit, and there was also the possibility of communication of the number of customers plaintiff had. There had been a plea of infancy set up.—Defendant was placed in the witness-box, and, in answer to Mr. Jones, deposed to entering the service of Mr. Hughes at a stated wage, and signing an agreement. He remained with the plaintiff about 18 months, and at the time he signed the agreement he was not 21 years of age. He understood he was not to enter service with anyone in North Wales in the same line of business. He had learned the business of tobacco cutting in the Isle of Man, and at Amlwch he was in receipt of a man's wages.—Examined by Mr. Sellars, defendant said he never meant to travel, and he never knew who were plaintiff's customers. He only knew the mechanical duties of cutting tobacco, and never had any opportunity of learning the secrets of Mr. Hughes's business.—Re-examined by Mr. Jones, defendant said he had never gone into the employ of any tobacco manufacturers in North Wales, and he did not know he was doing any harm by proceeding to work for a Chester firm. There was a good deal of work at Amlwch, and each manufacturer had a special method of his own.—Mr. W. Jones, retail tobacconist, of Bangor, said he was acquainted with Messrs. W. T. Davies & Sons' travellers who covered the Bangor district over which Mr. Hughes's travellers worked.—Cross-examined: He never met with a cutter. It did not matter who cut the tobacco, so long as it was good. Other firms' travellers from Bristol, Belfast, and other places travelled in North Wales, and even business was done with American firms.—Mr. W. L. Davies, of the firm of Messrs. W. T. Davies and Sons, Chester, was called by Mr. Sellars, and said it was always customary to terminate a cutter's engagement at a week's notice; and he never heard of any agreement until the present case. Cutters did not know anything about the inner working of the business, or customers, and his firm did not think they could do any harm when they left. There was no secret in tobacco cutting.—Mr. Sellars contended that the agreement was not reasonable, as it practically prevented defendant from getting a living in any part of England, because wherever travellers went in North Wales, business was done. It would therefore prevent him securing work, and that was the logical conclusion of the agreement. Such an agreement would enable Mr. Hughes to obtain the services of many cutters, allow them to work a short time, and then he would have the monopoly of the cutting trade. The contract upon that ground was void, because it was injurious to the public interest. The agreement was oppressive to the employé.—After hearing legal arguments, his Honour said that after considering the terms of the agreement, it was not one which he could sanction, for it went further than it was intended to do, and prevented defendant from getting employment, except for a week or two at a time, when it was found that one of the firms for which he might work travelled in North Wales. That was unreasonable and unconscionable, and absolutely unnecessary, as a cutter could do no possible harm, in his opinion, to plaintiff by entering

TRADE NEWS AND NOTES—continued.

the service of a rival firm. There were many grounds on which he could hold that the agreement was one which should not be enforced. Judgment would be for the defendant, without costs.

COPE v. RILEY. "COPE'S COURTS" IN COURT.

—In the Chancery Division, on June 14th, Mr. Justice Kekewich had before him an *ex-parte* application by Mr. F. Locke, to restrain Messrs. T. Riley & Sons, Ltd., from infringing the trade mark for cigars, "Cope's Courts," of Messrs. Cope & Co., of Liverpool. The learned counsel, in support of his application, stated that the plaintiffs' mark was registered in 1890, and the defendants had got up an imitation, which they were selling in bundles of twenty of the articles. The colours were different and the patterns different, but there was an arrangement in the design which took the same shape as the label of the plaintiffs. —Mr. Justice Kekewich gave leave to serve notice of motion for Friday, June 21st. On June 21st, Mr. Locke stated that defendants had agreed to a perpetual injunction on the terms of the notice of motion, and also to deliver up the infringing labels and boxes, the plaintiffs on their part waiving any claim to damages. Mr. Justice Kekewich made an order in accordance with the terms agreed upon.

Police.

MOISTURE PROSECUTION.—At the Rochdale Borough Police Court, on June 19th, the Rochdale Equitable Pioneers' Society, Ltd., Toad Lane, Rochdale, were summoned by the Inland Revenue authorities for that, being manufacturers of tobacco at the Milton Street factory they had in their custody on April 29th, fit for sale, certain roll tobacco which, being dried at a temperature of 212 Fahrenheit, was decreased in weight by more than 30 per cent., contrary to the form of the statute. —Mr. Cecil Simpson, from the Inland Revenue Department at Somerset House, London, appeared to prosecute, and Mr. Walter Standing defended. —Mr. Simpson, who pointed out that the nation derived a large revenue from tobacco, said there were many restrictions put upon its manufacture. Duty was paid on the raw leaf before it was manufactured. In the raw leaf the moisture varied from 11 to about 15 per cent., and it was considered necessary for the purpose of manufacture that a certain amount of moisture should be added. But it was not necessary to add moisture to anything like the extent of 30 per cent. However, that was the legal limit. For every degree of moisture there was some percentage of loss to the revenue, and a man who added excessive moisture to his tobacco was able to make a bigger profit or else undersell other manufacturers. The Revenue authorities had imposed upon them not only the duty of collecting taxes, but also that of helping those who paid them; in fact, to see that they were not worsted. The retailer also suffered, for if he was found to have tobacco upon his premises containing more than the legal amount of moisture he was liable to the same penalty as the manufacturer. It was further a hardship on the consumer. In this case the moisture was $1\frac{1}{2}$ degrees over 30 per cent. and every degree of moisture represented a little over $\frac{1}{2}$ d. per lb. to the purchaser. So that in this instance the purchaser would suffer to the tune of a little over 1d. per lb.; he would be paying this sum not for tobacco but for moisture. It was an especial hardship in this instance, as this class of tobacco was sold to poor people. It was known as "pig tail," and was used by poor people for both smoking and chewing. He understood that the offence was admitted. The Society had been previously fined for a similar offence. They had been told over and over again that their tobacco had

contained more than the legal amount of moisture. William Henry Wills, Supervisor of Inland Revenue, stated that he went to the Society's premises on April 29th for the purpose of sampling tobacco. —Mr. Simpson explained that the Inland Revenue did not undertake to take samples of the whole of the tobacco on the premises. —Mr. Standing: But you make a practice of doing that, don't you? —Mr. Simpson: As a matter of fact, the supervisor generally does take a sample. But we don't come before the Court to prove that we have taken samples. To take a sample is really a very difficult matter. The outside of the coil of tobacco will always contain less moisture than the inside, and a coil might vary in different parts. It would be almost impossible to take anything like a sample on the premises without cutting the coils about to such an extent as to make them unsaleable. Any portion of the tobacco taken that contains over the legal limit of moisture subjects the manufacturer to a penalty. —Mr. Wills, continuing his evidence, said he took a portion of tobacco from the third coil of a roll and sent it, sealed, to London for analysis. —Mr. Standing: You took six samples, didn't you? —I cannot say exactly. —Mr. Simpson: The record says three. —David A. Gracey, analyst from the Government Laboratory, London, said his duty was to dry different lots of tobacco that were sent up to the laboratory. Drying the portion sent up from the defendants' factory, he found the moisture in it to be 31.5 per cent., or $1\frac{1}{2}$ degrees over the legal limit. —Mr. Standing: It is difficult to work to this limit of 30 per cent., isn't it? —It is not difficult with proper precautions. Even with proper precautions it is found very difficult, is it not? —By some it is. By the majority of manufacturers? —No. —Mr. Simpson: You get a great number of tobaccos sent up to you? —Yes, every week, one or more from every manufacturer in the kingdom. What percentage, as a general rule, would you find containing over moisture? —I should not like to say what percentage, but it is very small. —Mr. Standing: You would probably be surprised to know that the whole trade is memorialising the Chancellor of the Exchequer to allow the legal amount of moisture to be increased? —Mr. Simpson: It is not likely the whole trade would do otherwise. By taking away this restriction they would be able to add more moisture and put more profit in their pockets. In response to the demand of Mr. Simpson the Clerk (Mr. J. R. Hartley) produced the record of a previous conviction against the Society on March 30th, 1900, when they were fined £5 and costs (£2 12s.). —Mr. Simpson: Under the Excise Management Act, 1827, on proof of a second offence it is impossible for the magistrates to inflict any less penalty than a quarter of the whole amount of £50 which the offenders are liable to have to pay. —Mr. Standing, for the defence, said the offence was admitted. On behalf of the defendant Society he wished to say at once that there was no intention whatever to defraud either the Revenue or the consumer. As to the Revenue, he would judge Mr. Simpson on his own words. —Mr. Simpson: I had better say that I do not suppose the Society has intentionally and wilfully committed this offence. The charge of fraud on the Inland Revenue is based on the facts. Anything is defrauding them that deprives them of part of the Revenue. Negligence is sufficient. I did not intend to attribute to the defendants a wilful intention to defraud. —Mr. Standing said that was all he wanted to say on that particular point. As to the Revenue being defrauded by the negligence of the Society, Mr. Simpson said that duty was paid on the raw leaf. That being so, how could the Society defraud the Revenue? As to defrauding the retailer, the Society was its own retailer and did not sell to any other retailer. The Society was really between the devil and the deep sea. On the one hand were the Inland Revenue

TRADE NEWS AND NOTES—continued.

authorities insisting on the 30 per cent. limit being strictly kept; on the other hand the consumers of the tobacco were constantly complaining that it was too dry. Indeed, it was returned on that ground sometimes. It was practically impossible to work to the 30 per cent. limit. He did not blame the Inland Revenue officials for the way in which they took the samples. They did as they were directed. But it did seem unfair to take a sample from the third coil. If a mean average of the plug was taken the moisture would be found to be considerably under the 30 per cent. The Supervisor took six samples on the date named in the summons, and out of the six only one contained $1\frac{1}{2}$ per cent. of over moisture.—Mr. Simpson: I can prove that he only took three. I have the paper here, signed by the Supervisor.—Mr. Standing: It is not very material. I may say that all the leading tobacco merchants of the kingdom have memorialised the Chancellor of the Exchequer, and have recently sent a deputation to him to call his special attention to the hardship of maintaining this 30 per cent. limit, and to ask him to increase the limit to 32 per cent. The Chancellor replied that he would favourably consider the request if the trade was united on the matter. As a result of that intimation the London Chamber of Commerce have circularised the various dealers in tobacco all over the country; and as far as this district is concerned all the tobacco merchants are united in their desire to get the moisture allowed increased owing to the great difficulty of working to the 30 per cent. limit. Climatic changes and so forth must all be taken into consideration. It is most difficult to deal with this class of tobacco.—Mr. G. W. Malim (one of the magistrates): Can the Excise take a sample of tobacco on the premises whether it is manufactured or not?—Mr. Simpson: No; only the manufactured article. It must be fit for sale and ready to be sent to the retailer.—Mr. Standing: We have a roll here if the Bench would like to see or taste it. (Laughter.)—After consultation the Mayor said the magistrates had decided to fine the Society £12 10s. and costs.—Mr. Simpson: What costs are included?—Mr. Cockcroft: What do you ask for?—Mr. Simpson: That is entirely for your discretion. In the last case you allowed two guineas for the analyst. Of course the Inland Revenue is put to considerable expense in these cases. Mr. Gracey and I have had to come from London. We always prefer to leave the question of costs with the Bench.—The Mayor: We will allow £5 costs.

BETTING CASES.

At the Manchester Police Court, on June 24th, JOHN and EMMA SHIELDS, who carry on business in Trafford Park, were charged with carrying on betting and receiving bets at their shop. The case being proved, the defendants were each fined £5 and costs.

At the County of London Sessions, on June 13th, CHARLES LUNN (39), tobacconist and newsagent, and SIDNEY MACK (42), his assistant, were indicted for keeping and using a shop at Rotherhithe Lower Road as a betting house. Mr. Guy Stephenson prosecuted on behalf of the Commissioner of Police, and Mr. Turner defended. In consequence of complaints, two plain clothes officers kept observation on the premises, and saw men and lads hand money and betting slips to Mack in the shop, which was subsequently raided, and the defendants arrested. Some racing guides, betting slips, and £13 in money were seized. There was a telephone in the basement, which it was suggested was used for betting purposes. The defence was that the bets were made outside the shop, but the jury convicted the defendants. The Chairman said he regarded it as a bad case, which would be inadequately punished by a fine. He ordered Lunn three months' and

Mack two months' imprisonment in the second division, and directed that the £13 seized should go towards the costs of the prosecution.

At the Greenwich Police Court on June 28th, JOSEPH SHEPHERD, tobacconist, &c., of 85, Evelyn Street, Deptford, appeared in answer to eight summonses under the Betting Acts, "for keeping his premises for the purposes of betting," and a bookmaker named ARTHUR GORDON was summoned for using the premises. Mr. Muskett, for the prosecution, said that in consequence of complaints observation was kept on Shepherd's shop, and on dates specified betting slips were seen to be passed.—Mr. George Elliot, for the defence, pleaded guilty, and said the number of bets was very small.—Mr. Muskett said the number of transactions was about 18 a day.—Mr. Kennedy fined Shepherd £5 and three guineas costs, and Gordon £10 and five guineas.

At Richmond (Surrey) on the 1st inst., CHARLES HENN, hairdresser and tobacconist, of Richmond, appeared in answer to six summonses for allowing his premises to be used for the purposes of betting.—The prisoner pleaded guilty.—The offences having been proved, a plea of ignorance was urged for the defence.—Inspector Scott said the betting had been going on for a considerable time, and the police had great difficulty in bringing the matter up.—The Bench, after considering the case, pointed out that the defendant was liable to a penalty of £100 and costs. He would be fined £50 and costs for the first offence, and £10 and costs on the other five, or £107 in all, with an alternative of eight months' imprisonment.—The fines were paid, and the Bench complimented the police on the ability displayed in the case.

At the Western Police Court, Glasgow, on the 2nd inst., MARGARET CAMPBELL (35), a tobacconist, pleaded guilty to a charge of having kept and managed a shop at 100A, North Street, as a betting-house on horses on the 20th of June. On the 13th of June Superintendent Lindsay obtained a warrant, and on the date labelled handed it over to Sub-Inspector Detective Mackay, who on the same afternoon, along with five plain clothes men, proceeded to the vicinity of the shop. They raided the premises when a favourable opportunity presented itself, and found the accused in charge. The premises were then searched, and possession was taken of a savings bank book, in which a large sum was at the credit of the investor, £122 in bank notes, a sum of £3 1s. 10d. in gold and silver, and a number of betting lines referring to races which were being run on that day. Bailie Anderson imposed a fine of £50, with the option of 60 days' imprisonment.

THE DUKE'S CIGARS.—At the County of London Sessions on July 3rd, Richard Robinson (36), traveller, and Henry Poole (39), manager, were accused of having been concerned in feloniously receiving 197 boxes of cigars, value £105, the property of the London, Brighton, and South Coast Railway Company.—Mr. George Elliott prosecuted, and Mr. Burnie defended Poole.—Robinson was convicted.—Poole, a public-house manager, with a good character, was acquitted.—Some time ago a certain firm consigned a large quantity of cigars for consumption on board His Majesty's ship *Ophir* on its tour to the colonies. Another firm despatched a similar box of cigars to an establishment at Glasgow. In some extraordinary way the two packages got exchanged, and the cigars intended for His Royal Highness the Duke of Cornwall found their way to Glasgow and those for the latter city were delivered on board the *Ophir*. By the time Gibraltar was reached the mistake was discovered and the wrong cigars were sent back to Portsmouth by His Majesty's ship *Majestic* and handed

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to the London, Brighton, and South Coast Railway. When the returned cigars—3,000 altogether—reached Willow Walk goods depot they mysteriously disappeared. It was suggested that they were brought out in a van, and were covered up with other goods. In time the police found Robinson dealing with the missing cigars. He lived in South Street, Walworth, and at his house was discovered the original packing-case, doing duty as a rabbit-hutch. There was also seen there parts of other consignments, consisting of boots, corsets, liqueurs, &c., which were said to be the proceeds of larcenies. For the past year thefts had taken place weekly at the depot named, and hundreds of pounds' worth of all sorts of property had been stolen. The articles traced to Robinson's possession were worth when despatched £240.—Robinson received 15 months' hard labour.

TRAVELLERS' SAMPLES.—At the Newcastle Police Court, on June 20th, Arthur Walters (30) was charged with having stolen eight boxes of cigars, value £5, from a room in the Turk's Head Hotel, Grey Street, between May 6th and May 17th, the property of Charles Hodges and others, and further with having stolen a quantity of electro-plated goods, the property of various owners. From the evidence given, it appeared that all the goods belonged to commercial travellers, and the prisoner had stolen them at different times. He had sold a number of the boxes of cigars, and had pledged several of the other articles. With regard to the silver he said they were wedding presents, but afterwards he admitted he had stolen the articles from the Turk's Head Hotel.—Prisoner, who pleaded guilty, asked for leniency. He stated that he had been employed up till August last as "boots" at an hotel in the city.—On each charge, Walters was sent to gaol for three months—nine months in all.

AN AUSTRALIAN TOBACCO MANUFACTURER IN TROUBLE.—At the Thames Police Court, on June 25th, Henry Schmidt, described as an English subject and cigar manufacturer, having no fixed abode in this country, surrendered to his recognisances, before Mr. Dickinson, on a charge of concealing on board the steamship *Schwalbe* 8 lbs. cigars and 30 lbs. of unmanufactured foreign tobacco, the single value and duty of which amounted to £12 14s., liable to seizure, with intent to defraud His Majesty's Customs.—Mr. Skevington now appeared to prosecute on behalf of the Customs. James Anderson, a Preventive Officer of Customs, was on board the steamship *Schwalbe*, lying in the St. Katharine Dock, on which the defendant and his wife had come from Bremen as passengers, and on their luggage being examined they stated there was not anything to be declared. On the deck was a box belonging to the defendant, who was asked if it contained anything liable to duty. He replied, "If I had any cigars, why should I want to get some from the steward?" On the box being examined a quantity of cigars were found, and Mrs. Schmidt said, "There are 1,000 of them," but on being counted there were only found 950. In addition there were 20 lbs. of tobacco. The defendant and his wife then went into their cabin, and another package containing 10 lbs. of tobacco was found.—For the defence Mr. Faithful said his client belonged to Australia, and he intended taking the cigars and tobacco to that colony, having no idea of bringing it ashore in England. He carried on business as a tobacco and cigar manufacturer in Australia, and it was not likely that he intended to defraud the revenue.—The defendant went into the witness box and deposed that he was in business at Adelaide. His wife packed the tobacco.—Mr. Dickinson: She appeared to do everything.—Mr. Faithful: Yes; I think she is the grey mare.—The defendant, continuing, said he told the Customs officers he intended to put the luggage in bond, and it was his idea to pay

the duty on landing in Australia.—By Mr. Dickinson: He admitted saying to his wife on the tobacco being found, "You are a fool."—Mrs. Schmidt said she stated there was nothing to declare, because she was not well, and did not want the trouble of unpacking.—Mr. Dickinson: How do I know you are telling the truth now?—Other evidence having been given, Mr. Dickinson said he thought the defendant, being in the tobacco trade, knew perfectly well what he was doing, but in all probability the tobacco was going to Australia. Under those circumstances he did not want to convict the defendant, and the case would be dismissed on paying £2 2s. costs. The Customs would keep the tobacco until the defendant sailed for Australia.

AN ARTFUL CUSTOMER.—At the Highgate Petty Sessions, on the 3rd inst., Mary Marlborough (28), servant, of Church Lane, was charged with obtaining two packets of tobacco by false pretences from Constantine Gee, of 50, Topsfield Parade, Crouch End. The prosecutor deposed that on the 1st inst. the prisoner came into the shop and asked to see some boxes of cigars. She selected two boxes, and directed them to be sent to Sunnyside, Weston Park. She said they were for the cook, who would pay for them. As she was going she asked for some D.D.V. tobacco, and he served her with two packets. She said she had no money, but the cook would pay for it with the cigars. After a little hesitancy witness allowed her to take away the tobacco. It subsequently transpired that the prisoner's tale was a fictitious one, and information being given to the police, Marlborough was apprehended. The police gave the prisoner an excellent character, and the Bench bound her over to come up for judgment when called upon.

THE CHARGES AGAINST A TRAVELLER.—On the 2nd inst., at the Chester Quarter Sessions, the grand jury returned a true bill in the case in which Joseph Henry Gibbs, of Manchester, commercial traveller, was to be charged with embezzling and stealing sums of money amounting to £20 9s. 1d., received into possession for his employer, George Day, tobacconist and cigar manufacturer, at Chester. Mr. Colt Williams said the defendant had already been committed to the Assizes on another charge, which arose, he believed, out of the same matter. He therefore suggested that the case of embezzlement should also be sent over to the Assizes.—The Recorder assented to this, Mr. Trevor Lloyd, who appeared for the prosecution, raising no objection.

At Bow Street Police Court, on July 5th, THOMAS TODD POTTS (25), described as an independent gentleman, but who was, previous to a recent bankruptcy, proprietor of the East Coast Tobacco Co. at Gorleston, Suffolk, was charged on a warrant before Mr. Marsham with obtaining a bicycle, value £6 10s., with intent to defraud.—Mr. C. J. Caldicott defended.—William Cooté Reynolds, a cycle maker, of 48, Devonshire Street, Bloomsbury, said that early in June he advertised a bicycle for sale, and received a reply from the accused. After some correspondence the witness despatched the machine to Mr. Potts, and received a post-dated cheque in payment. On the cheque being presented, however, it was returned dishonoured. The witness then wrote to the prisoner, and as he received no reply, and in consequence of certain inquiries he made, he obtained a warrant for his arrest.—At this stage Mr. Caldicott said there could be no doubt that the prisoner had acted very foolishly. He had had an account at the bank on which the cheque was drawn, but it had been closed for a short time. The family had plenty of money, and he (Mr. Caldicott) suggested that it was a case for settlement. He was prepared with evidence as to the high character borne by the accused.—Detective Bissel deposed that on the 4th

TRADE NEWS AND NOTES—continued.

inst. he found the prisoner detained at the Town Hall, Yarmouth. In reply to the charge he said, "That's all right. I sold the bicycle to Mr. Marsh, of King Street, Yarmouth, for £4." In cross-examination, the witness said the prisoner was living in good style, and was well known in Gorleston. The witness was not aware that he had had an accident with the bicycle, and damaged it.—Mr. Marsham said the prisoner would be remanded until the following week for evidence from the bank to be called.—Mr. Caldicott applied for bail, and his appeal was supported by the Rev. Forbes Phillips, vicar of Gorleston, who said the prisoner had been extremely foolish, but he did not believe he had any criminal intent.—Mr. Marsham: Perhaps it will be well to let him have a little time for reflection. I shan't grant bail at present. The accused appeared again at Bow Street on the 9th inst., when he was committed for trial, bail being allowed on this occasion.

THE ALLIANCE.

The following is the text of a circular issued by the United Kingdom Tobacco Dealers' Alliance to the manufacturers, and includes the suggested minimum schedule of the Association:—

"UNITED KINGDOM RETAIL TOBACCO DEALERS' ALLIANCE

"(Representing 20,000 Tobacconists of the United Kingdom and Ireland).

"68, Crown Street, Halifax.

"Dear Sir,—I am instructed to invite your attendance at a joint conference of manufacturers and the Governing Committee of the above Alliance, to be held at the Cannon Street Hotel on Tuesday, July 16th next, at 1 p.m., when it is proposed to submit for the consideration and approval of the manufacturers a minimum retail selling price schedule for all tobaccos, cigarettes, and cigars which the Governing Committee is about to issue to the members of the Alliance throughout the United Kingdom, and be enforced as from September 1st next, along with list of manufacturers agreeing to uphold such prices.

"It is hoped to enlist your support of this schedule (which, whilst providing a minimum selling price for the whole of the United Kingdom, ensures to the retailer a gross profit on all tobaccos of not less than 20 per cent.) by your agreeing either to refuse to supply or to charge an increased price of, say, 10 per cent. on tobaccos and 12½ per cent. on cigarettes manufactured by your firm to any dealer reported and proved to your satisfaction by the officials of the Alliance as selling any of your goods at a lower retail price than that fixed by the above retail selling price schedule.

"The Governing Committee feel certain you will agree that a gross profit of 20 per cent. on all tobaccos is not at all excessive, and confidently anticipate your co-operation in their efforts to secure this.

"If by any circumstance you are unable to attend the Conference, will you kindly sign the enclosed letter, agreeing with it or otherwise, and return it to me not later than the 9th prox., so that I may be enabled to complete my final preparations for the Conference on July 16th.

"Thanking you in anticipation,

"I beg to remain, yours respectfully,

"H. G. HEY,

"Organising Secretary, U.K.T.D.A."

The following is the schedule referred to:—United Kingdom Retail Tobacco Dealers' Alliance. Minimum retail selling price schedule, to come into operation on September 1st, 1901:—

| Invoice price— | TOBACCOS. | | |
|--------------------|-----------|-------|-------|
| | 1 oz. | 2 oz. | 4 oz. |
| 3/5 and lower | 1/3 | 1/6 | 1/1 |
| 3/6 to 3/8 average | 1/3½ | 1/6½ | 1/1 |
| 3/9 | 1/3½ | 1/7 | 1/2 |
| 4/1 | 1/4 | 1/7½ | 1/3 |
| 4/5 | 1/4 | 1/8 | 1/4 |
| 4/9 | 1/4½ | 1/8½ | 1/5 |
| 5/1 | 1/4½ | 1/9 | 1/6 |
| 5/5 | 1/5 | 1/10 | 1/8 |
| 5/9 | 1/5½ | 1/10½ | 1/9 |
| 6/1 | 1/5½ | 1/11 | 1/10 |
| 6/5 | 1/6 | 1/11½ | 1/11 |
| 6/9 | 1/6 | 1/11 | 2/- |
| 7/1 | 1/6½ | 1/10½ | 2/1 |
| 7/5 | 1/7 | 1/11½ | 2/2½ |
| 7/9 | 1/7 | 1/12 | 2/3½ |

The above prices apply to quantities of 1 lb. or under.

| Invoice price not exceeding | PACKET CIGARETTES. | | | | | | |
|-----------------------------|--------------------|------|-----|----|----|----|-----|
| | 1000 | 500 | 100 | 20 | 25 | 50 | 100 |
| above 14/6 | 14/6 | 17/- | 22½ | 25 | 28 | 31 | 34 |
| " 17/- | 17/- | 20/6 | 23 | 26 | 29 | 32 | 35 |
| " 20/6 | 20/6 | 24/- | 24 | 27 | 30 | 33 | 36 |
| " 24/- | 24/- | 28/- | 28 | 31 | 34 | 37 | 40 |
| " 28/- | 28/- | 31/- | 31 | 34 | 37 | 40 | 43 |
| " 31/- | 31/- | 34/- | 34 | 37 | 40 | 43 | 46 |
| " 34/- | 34/- | 37/- | 37 | 40 | 43 | 46 | 49 |
| " 37/- | 37/- | 40/- | 40 | 43 | 46 | 49 | 52 |
| " 40/- | 40/- | 43/- | 43 | 46 | 49 | 52 | 55 |
| " 43/- | 43/- | 46/- | 46 | 49 | 52 | 55 | 58 |

The above prices apply to quantities of 200 cigarettes or under.

| Costing up to | WEIGHT CIGARETTES. | | |
|---------------|--------------------|--------------------|---------|
| | 5/6 per lb. | sell not less than | per lb. |
| 5/7 | 6/6 | 7 | 7 |
| 6/7 | 7/9 | 8 | 8 |
| 7/10 | 9/- | 9 | 9 |
| 9/1 | 10/- | 10 | 10 |
| 10/1 | 12/- | 11 | 11 |

The above prices apply to quantities of 1 lb. of cigarettes or under.

| Invoice price— | EGYPTIAN AND TURKISH CIGARETTES, IMPORTED OR OTHERWISE. | | | | | | |
|----------------|---|------|------|------|------|------|--|
| | 5 | 10 | 20 | 25 | 50 | 100 | |
| 30/- to 35/- | 1/3 | 1/3 | 1/3 | 1/3 | 1/3 | 1/3 | |
| 36/- | 1/3½ | 1/3½ | 1/3½ | 1/3½ | 1/3½ | 1/3½ | |
| 41/- | 1/4 | 1/4 | 1/4 | 1/4 | 1/4 | 1/4 | |
| 46/- | 1/4½ | 1/4½ | 1/4½ | 1/4½ | 1/4½ | 1/4½ | |
| 51/- | 1/5 | 1/5 | 1/5 | 1/5 | 1/5 | 1/5 | |
| 56/- | 1/5½ | 1/5½ | 1/5½ | 1/5½ | 1/5½ | 1/5½ | |
| 61/- | 1/6 | 1/6 | 1/6 | 1/6 | 1/6 | 1/6 | |
| 66/- | 1/6½ | 1/6½ | 1/6½ | 1/6½ | 1/6½ | 1/6½ | |
| 71/- | 1/7 | 1/7 | 1/7 | 1/7 | 1/7 | 1/7 | |

| Invoice price— | CIGARS. | | | |
|----------------|--------------------------------|-----------|-----------|-----------|
| | 6/6 or under per 100, 1d. each | 7 for 1/- | 8 for 1/- | 9 for 1/- |
| 7/- to 11/6 | 2d. | 5 | 8 | 11 |
| 12/- | 3d. | 6 | 9 | 12 |
| 15/6 | 4d. | 7 | 10 | 15 |
| 23/6 | 5d. | 8 | 11 | 23 |
| 27/- | 6d. | 9 | 12 | 27 |

MANUFACTURERS' LETTER OF REPLY.

"To H. G. Hey, Organising Secretary,
"United Kingdom Tobacco Dealers' Alliance,
"68, Crown Street, Halifax.

"Dear Sir,—Have considered the minimum selling price schedule submitted by you on behalf of the Governing Committee of your Alliance, and, provided all other manufacturers likewise agree, prepared to support same, and uphold such prices by either refusing to supply anyone cutting or underselling, or by charging a higher price of 10 per cent. on tobaccos and 12½ per cent. on cigarettes manufactured by ———, until such cutter has agreed to observe the current minimum retail selling price schedule of the Alliance.

"Signature....."

"Address....."

NEW LINE.

MESSRS. W. D. & H. O. WILLS' "FIRE-FLY"
CIGARETTES.

We have received from Messrs. W. D. & H. O. Wills samples of a capital line of cigarettes they have just placed on the market. They are rather happily named "Fire-fly," and are neatly packed in lead foil packets containing one ounce. The cigarettes run 27 to the ounce, and are made of genuine Virginia tobacco of good flavour and in sound condition. Each package contains an admirably designed Transvaal War Medal, with a portrait of one or other of our leading generals. We note with great satisfaction that Messrs. Wills are determined that the retailer shall have a fair profit out of the new line, since they attach the following conditions of sale to each supply of the cigarettes. We think there should be a big sale for such really excellent quality at so moderate a price.

"FIRE-FLY" CIGARETTES,

whether bought direct from us or from any dealer, are sold on the express agreement that

ON AND AFTER 1ST OF JULY, 1901,

they shall not be retailed at less than

6D. PER 1 OZ. PACKET,

and shall not be re-sold except subject to these conditions as a term of the sale.

The acceptance of the goods by any purchaser will be deemed to be an acknowledgment that they are sold to him on these conditions, and on these conditions only, and that he agrees with the vendor (as our agent in this respect) to be bound by the same.

These Cigarettes are supplied to a Wholesale Dealer on the above express agreement, and also on the additional terms that these conditions shall remain attached to every package sold wholesale, and shall form part of the terms upon which such Wholesale Dealer re-sells every such package.

If these conditions are not agreed to, the goods must be returned at once to the vendor.

W. D. & H. O. WILLS LIMITED.

THE T.T.B.A.

A MEETING of the Committee of the Tobacco Trade Benevolent Association was held on June 13th. Mr. William Klingenstein presided, and amongst those present were Messrs. H. J. Siemssen, C. Vogelsberger, E. Grahner, H. L. Wright, W. O. Muller, L. M. Rait, J. C. Biggs, S. Barrett, J. L. van Telder, P. C. Brachi, H. C. Westerveld, E. S. Caton, A. Pringle, E. C. Osman, T. Durbridge, G. J. Freeman, Baron Elkan, and Geo. Chambers.

After the usual business of considering new applications from distressed members of the trade for pensions, and the granting of temporary relief to several applicants, the Honorary Secretary, Mr. Geo. Chambers, read the outline of a scheme for arranging a general collection throughout the trade on a special day. The facts are that the present revenue of the Association, from annual subscriptions and interest on investments, is not sufficient to enable the Committee to meet the applications for pensions, the admitted candidates for such far outnumbering the vacancies. It is also felt that the pension of less than 7s. 9d. a week is insufficient, and might be well increased to about 10s. a week; and that the erection of a few almshouses would be a great boon to some of the pensioners. The revenue only comes from a comparatively small section of

the trade, while all candidates from any part of the United Kingdom, or any grade of the trade, are eligible.

By instituting one day in the year when all will be invited to give according to their means, it is now hoped that a more general interest will be taken in the Association, and that the area of its operation will be greatly increased.

A resolution accepting the scheme was unanimously agreed to, and a small committee of reference was appointed.

It has now been decided that the general collection shall take place on Friday, October 4th. The principal merchants, tobacco manufacturers, tobacconists, and others in the various branches of the trade will be asked to institute a collection of small sums—say shillings—in their own immediate circle, and collecting cards will be issued for the purpose.

The help will also be invited, and it is believed generously accorded, of the travelling representatives of the trade.

We are asked to state that any special donation towards the object the Association has in view, which to carry on in its entirety will entail an expenditure of from £5,000 to £10,000, may be sent direct to the Hon. Sec., Mr. Geo. Chambers, 37, Fenchurch Street, London, E.C.

All donations and collections will be acknowledged in the principal trade journals.

Collecting cards will be issued in due course, and will be obtainable from any member of the Committee.

A NEW CIGAR RING.

MESSRS. GOODMAN & HARRIS, Cigar Manufacturers, of Leicester, have secured a patent connected with Cigar Rings, the use of which we understand they have no desire to retain entirely to themselves. It is very simple, and in the way they are having them made they can be easily removed from the cigars; it is only necessary to lay hold of the outside of the ring at the centre, and pull up or down, and the paper tears right across instead of a small piece only being torn away. Every smoker of banded cigars knows the trouble there is to remove the ring without the wrapper of the cigar becoming broken; there is no trouble in removing Goodman & Harris' rings. The following is an extract from the specification:—

"A thread of suitable material is secured to the inner face of the ring, so that in laying hold of a piece of the paper containing the thread the ring will tear entirely down, thereby cutting or severing the ring, which is then free of the cigars."

There are other provisions in the specification to meet would-be infringers.

BIGIO HAZAN & CO.'S CIGARETTES.

THE following circular has been issued to the trade under date of July 1st, 1901:—

DEAR SIR,

We respectfully beg to inform you that we have appointed Messrs. Singleton & Cole Ltd., 11-16, Cannon Street, Birmingham, sole agents for our specialities. We are perfectly satisfied that both the interests of our clients and ourselves will be well looked after by the new arrangement. We shall now be able to devote the whole of our time and attention to our Cairo factory, and we guarantee that our present high reputation will be more than maintained.

We take this opportunity of thanking you for all past favours, and it will be our aim to make Bigio Hazan cigarettes the most acceptable of all brands imported from Egypt.

Yours faithfully,
BIGIO HAZAN & CO. LTD.

From the "London Gazette."

Receiving Orders.

FRUMIN, BARNET, tobacconist, 181, Grange Road, and 42, Grange Road West, Birkenhead, and 99, Yorkshire Street, and Hilton Arcade, Oldham. Date of petition, May 25th, 1901; receiving order, June 10th, 1901, on creditor's petition.

SIMKIN, JAMES (trading as James Simkin & Co.), cigar merchant, 9, Dawes Street, Bolton. Date of petition and receiving order, June 14th, 1901, on debtor's own petition.

HAZEL, ALFRED, tobacco dealer, 811, Old Kent Road, and 317, Camberwell New Road, London. Date of petition, May 25th, 1901; receiving order, June 21st, 1901, on creditor's petition.

TAYLOR, GEORGE HENRY, tobacconist, 28, Bradshawgate, Leigh, Lancashire. Date of petition and receiving order, July 1st, 1901, on debtor's own petition.

WHITLOCK, JOHN LAWSON, trading as Whitlock and Co., tobacconists, 180a, Cheltenham Road, Bristol. Date of petition and receiving order, July 6th, 1901, on debtor's own petition.

RENNELLS, JOHN WILLIAM, tobacconist, 238, Bute Road, Cardiff. Date of petition, June 19th, 1901; receiving order, July 3rd, 1901, on creditor's petition.

RICHARDSON, FRANCES (known as Frances Carter), tobacconist, spinster, 306, Shales Moor, Sheffield. Date of petition, May 25th, 1901; receiving order, July 4th, 1901, on creditor's petition.

First Meetings and Public Examinations.

SIMKIN, JAMES (trading as James Simkin & Co.), cigar merchant, 9, Dawes Street, Bolton. First meeting, June 28th, 1901. Examination, July 2nd, 1901, at Court House, Bolton.

FRUMIN, BARNET, tobacconist, 181, Grange Road, and 42, Grange Road West, Birkenhead, and 99, Yorkshire Street, and Hilton Arcade, Oldham. First meeting, July 1st, 1901. Examination, July 12th, 1901, at the Court House, Birkenhead.

HAZEL, ALFRED, tobacco dealer, 811, Old Kent Road, and 317, Camberwell New Road, London. First meeting, July 5th, 1901. Examination, August 1st, 1901, 11.30 a.m., at Bankruptcy Buildings, Carey Street, W.C.

TAYLOR, GEORGE HENRY, tobacconist, &c., 28, Bradshawgate, Leigh, Lancashire. First meeting, July 15th, 1901. Examination, July 16th, 1901, 3 p.m., Court House, Bolton.

Adjudications.

FRUMIN, BARNET, tobacconist, 181, Grange Road, and 42, Grange Road West, Birkenhead, and 99, Yorkshire Street, and Hilton Arcade, Oldham, June 12th, 1901.

SIMKIN, JAMES (trading as James Simkin & Co.), cigar merchant, 9, Dawes Street, Bolton, June 14th, 1901.

HAZEL, ALFRED, tobacco dealer, 811, Old Kent Road, and 317, Camberwell New Road, June 27th, 1901.

TAYLOR, GEORGE HENRY, tobacconist, &c., 28, Bradshawgate, Leigh, Lancashire, July 1st, 1901.

Opposite to Aldgate Pump.

AVISS BROS., LTD.,

81, Fenchurch Street, LONDON, E.C.

(Two minutes from Aldgate Station).

MANUFACTURERS, IMPORTERS AND DEALERS

IN ALL CLASSES OF

CIGARS AND CIGARETTES.

CALL OR INQUIRE FOR PRICES.

Sole Agents for G. & J. A. Caravopoulo's Egyptian Cigarettes, Finest quality, and at lowest prices in the market.

ELLIS, FRANK ERNEST WATTS, tobacconist, &c.,
3, Royal Arcade, and 52, Cowbridge Road, Cardiff,
July 4th, 1901.

Notices of Intended Dividends.

COLLINGS, CHARLES EDMUND, tobacconist, 82,
Caledonian Road, London. Last day for proofs, July
3rd, 1901. Trustee, E. Leadham Hough, Official
Receiver, Carey Street, W.C.

GOODMAN, EDWIN CHARLES, tobacconist, 1, Camden
Road, Tunbridge Wells. Last day for proofs, July 17th,
1901. Trustee, Alexander Mackintosh, Official Receiver,
24, Railway Approach, London Bridge, S.E.

Notices of Dividends.

COLYER, ALBERT MONTAGUE, tobacconist, 30, York-
shire Street, Burnley. First and final, 10d. in the £,
payable June 25th, 1901, at the Official Receiver's Office,
14, Chapel Street, Preston.

HIPWELL, EDMUND GOODMAN, tobacconist, &c.,
54, Welford Road, Leicester. First and final, 3/8 in the
£, payable June 20th, 1901, at the Official Receiver's
Office, 1, Berridge Street, Leicester.

LIEBERMAN, PHILIP, tobacconist, 88, Hessle Road,
and 4, Lowgate, Kingston-upon-Hull. First and final
of 1s. 4d. in £, payable July 15th, 1901, at Official
Receiver's Office, Trinity House Lane, Hull.

Notices of Release of Trustees.

COMBER, GEORGE (trading as George Comber & Co.),
3, Adelaide Terrace, Shanklin, I.W., tobacco and cigar
merchant. Trustee, H. C. Damant, 19, Quay Street,
Newport, I.W. April 30th, 1901.

SMITH, WILLIAM FREDERICK (trading as George
Thompson & Smith), tobacconist, &c., High Street,
Strood. Trustee, Edward Allen, 12, King Edward
Street, Rochester. April 26th, 1901.

STAFFORD, EDWARD (lately trading as E. Strafford and
Co.), tobacconist, 25, High Street, Chatham. Trustee,
R. T. Tatham, 9, King Street, Maidstone. April
30th, 1901.

Applications for Debtors' Discharge.

BROOMHEAD, JOHN CHARLESWORTH (trading as
John Broomhead), tobacconist, &c., 80, South Street,
and 6, London Road, Sheffield. Date fixed for hearing,
July 25th, 1901, 2 p.m., at County Court Hall, Sheffield.

NEAL, DAVID, cigar importer and cigarette manufacturer,
lately carrying on business at 37, Lower Kennington
Lane, and prior to that, at 44, London Road, Croydon.
Date fixed for hearing, July 26th, 1901, 11 a.m., at
Bankruptcy Buildings, Carey Street, W.C.

Appointment of Trustee.

FRUMIN, BARNET, tobacconist, 181, Grange Road,
and 42, Grange Road West, Birkenhead, and 99,
Yorkshire Street, and Hilton Arcade, Oldham. Trustee,
William Denton, 7, Sweeting Street, Liverpool. July
3rd, 1901.

Partnerships Dissolved.

The partnership hitherto existing between ISAAC MOSES
and EPMANINONDAS VALERIANI, carrying on
business as tobacconists and cigar importers at 14,
Charing Cross Road, London, under the style or firm of
Valeriani & Mansell, was dissolved as and from the 15th
day of June, 1901, by mutual consent.

The partnership hitherto existing between DAVID ROSS
CLARKE and CHARLES HECHT, carrying on business
as import and export Havana merchants and general
commission agents at 23, St. Mary Axe, E.C., under
the style of "D. R. Clarke & Co.," has been dissolved
by mutual consent as and from 30th of June, 1901. All

debts due and owing to or by the said late firm will be
received and paid by the said David Ross Clarke, who
will carry on the business in future. July 1st, 1901.

The partnership heretofore subsisting between JOSEPH
BROWN and GEORGE FREDERICK BROWN,
carrying on business as tobacconists and newsagents
at 12, County Road, Walton, Liverpool, under the style
of "J. Brown & Son," has been dissolved by mutual
consent as and from the 10th day of June, 1901. Debts,
&c., by George Frederick Brown. June 18th, 1901.

In the Matter of

ADA MARY STEVENS, tobacconist, Salisbury, who
appeared at the Salisbury Bankruptcy Court, on the 13th
ult., for her public examination. The case is one in
which the debtor has the sympathy of all concerned. It
appears, in answer to questions by the Official Receiver,
that she is now out of business, but she formerly carried
on the business of a tobacconist in Silver Street,
Salisbury. She now resided at Grosvenor House,
Churchfields. She said that her son, who managed the
business, wanted to go away, as he thought he had
a good appointment, and he gave up the business. She
subsequently gave it up because she had got tired of it.
Her son had had no experience of it except during the
year which he was in it with her. When she left the
management in his hands, it was then in a good
flourishing condition, as it had been for the past 14
years. Roughly speaking, the profits were £800 a year.
When she left the business it was in a thoroughly
solvent state. There was a considerable amount on the
books; usually there was about £1,600. The good
book debts at the time she left were about from £1,000
to £1,100. She gave her son everything, so that he
had the collection of these debts. She simply went out
of the business and her son went in. She kept the books
for her son until he obtained a book-keeper, but she gave
up then, and from that time she did not understand the
books, as they were kept by a double entry. She had
a look round occasionally after she left, and saw that
the orders were good, and increasing rather than
decreasing.—The Official Receiver: Can you give us
any reason for the business coming so utterly to
grief as it apparently did.—Mrs. Stevens: My son went
into the wholesale and left the retail. It is a business
that requires a great deal of supervision. She did not
employ a Mr. Randall or Mr. J. K. Dowden; she
believed they were appointed at the first meeting of
creditors. With regard to the matter of the Eastleigh
business she did not know much about it. She under-
stood that her son was to pay £200 for it. A Mr. Hall,
who was a retired army pensioner, travelled for her son,
and afterwards went out to South Africa with the
Yeomanry. She believed her son agreed to pay £200
for Hall's business at Eastleigh. £150 of that sum was
to be paid at the time of the purchase, and the remaining
£50 when Hall came back from South Africa.—The
Official Receiver read correspondence, from which it
appeared that the sum agreed upon was £440, and that
the money had not been paid.—Mrs. Stevens replied that
she understood that £200 was the price agreed upon.—
The Official Receiver: It seems that your son paid
double the sum you understood was the price, and now
what does Hall claim £400 for?—Mrs. Stevens: I don't
know. Continuing, she said she owed a considerable
sum to Mr. Whitehead, and she handed him a policy on
her life as a security for the debt. He was still a large
creditor. Up to the time she left the business she
kept proper books, and by referring to them at
any time could tell her exact financial position.
She always paid her accounts regularly and consequently

always had discount.—In answer to the Registrar the Official Receiver said the business was sold on the 5th November of last year. Mrs. Stevens re-took the charge of the business after her son went away prior to the selling of it to Mr. Snook, the present owner. She thought the purchase money would have paid everybody. She was not aware of the large over-draft which her son had drawn at the Wilts and Dorset Bank until she paid the balance of the purchase money—which she received in addition to £1,000 paid shortly after the purchase—into the bank. She had no idea there was such a large sum owing. Her son arranged that she was to have £400 a year out of the business, but as a matter of fact she did not receive more than £200 a year.—Mr. Jackson (who appeared on behalf of Messrs. W. D. and H. O. Wills, of Bristol), remarked that his clients were very reluctant to take these proceedings. They, in common with all other creditors of Mrs. Stevens, felt that she was not personally responsible, and they had the greatest sympathy for her.—The examination was closed. The debtor's statement of affairs show gross liabilities amounting to £1,841 5s. 9d., of which £1,641 5s. 9d. is expected to rank for dividend. The assets are estimated to produce £534 19s. 9d., leaving a deficiency of £1,106 6s.

JAMES CRAIG, tobacconist, Douglas.—At the Douglas Bankruptcy Court, on June 24th, Mr. Lay presented a petition on behalf of W. V. Manley, trustee of James Craig, tobacconist, Victoria Street, asking to be allowed to carry on the business for three months.—The trustee said that he had carried on the business with a view to selling. He had a price offered which he considered totally inadequate. He considered that if he had leave to carry on for three months longer he would be able to sell.—The Coroner deposed to noticing creditors, and the trustee said he had sent a circular to each of the creditors.—Leave as asked for was given.

ROBERT BEVIL WOODLEY.—At the Liverpool Bankruptcy Court, last month, the debtor, who carried on business as a tobacconist and tobacco factor in St. James' Place and Park Place, Liverpool, was called for public examination, but was neither present nor represented. The liabilities, so far as can be ascertained, are about £800. Mr. Hood attended on behalf of the petitioning creditors. The Official Receiver said that he thought there was no doubt the bankrupt had absconded. He had sold his places of business, and had drawn about £285 out of the bank, and had apparently taken the money so obtained with him. He (the Official Receiver) had ascertained the numbers of the bank notes drawn out of the bank, and he had also discovered where they were cashed, and the dates on which they were cashed, and he would now try and trace the bankrupt. The examination was adjourned *sine die*.

EDWIN CHARLES GOODMAN.—At the Tunbridge Wells Bankruptcy Court, on June 17th, this debtor appeared for his adjourned examination. As reported in our last issue, the case was adjourned for the production of an amended statement of accounts. He now stated that he had been unable, so far, to get out the details of his affairs since called upon to do so at the Court held in May. Time had not allowed of his doing so. He wished to let the inquiry go back to the commencement of his business affairs, and, if this were done, he would be glad to comply with the orders of the Court in getting out details as requested, if he were allowed time to properly do so.—Mr. Bretten said in the absence of the additional details asked for, the examination must again be adjourned with the Registrar's approval.—This being done, Goodman came up again on the 24th ult., when he pleaded that he had done his best under difficulties to get the details asked for by the Court. With the Deputy Official Receiver's approval, the examination was declared closed, subject to the signing of the notes at the office of the Registrar.

WILLIAM LITCHFIELD, tobacconist, &c., 174, Holton Road, Barry, and 136, High Street, Tonyrefail. The first meeting of creditors in this estate was held at Cardiff on the 19th ult., when the debtor alleged as causes of his failure bad trade and over-buying. The gross liabilities were estimated at £286 17s. 5d., of which £264 7s. 9d. is expected to rank, and there is a deficiency of £136 13s. 5d. The Official Receiver remains trustee.

F. KAPLAN & CO.—At the Glasgow Bankruptcy Court, last month, before Sheriff Strachan, Miss F. Kaplan, sole partner of the firm of F. Kaplan & Co., tobacco manufacturers, Glasgow, was examined in bankruptcy. The state of affairs showed a deficiency of £562 12s. 1½d.; liabilities amounting to £652 8s. 3½d., and assets to £89 16s. 2d.

SAMUEL SIGALL.—Before Sheriff Balfour, at the Glasgow Bankruptcy Court, on the 27th ult., the debtor, lately a tobacconist of 377, Paisley Road, Glasgow, was examined. He said he commenced business three years ago with a capital of £15. His state of affairs—liabilities £613, assets £70—showed a deficiency of £543, which he accounted for by bad trade. The examination was closed.

DAVID NEAL, trading as David Neal & Co., 37, Lower Kennington Lane. The debtor appeared at the London Bankruptcy Court on the 14th ult. for public examination. As reported in our last issue the statement of affairs showed total liabilities £1,031, against assets (after preferential claims of £9 7s. 6d. are deducted) of about £222. The debtor began business as a wine and spirit merchant, at 44, London Road, Croydon, in 1899, and to this business he subsequently added cigars and cigarettes. In July, 1900, he opened premises at 37, Lower Kennington Lane, for the purpose of manufacturing cigars and cigarettes, but had then no capital. The Croydon business he had already sold. After trading for ten months he sold off his stock and closed the premises. He attributed his failure to loss at Croydon, and inability to recover a sum of £200 for which he had obtained judgment. The examination was concluded.

JAMES SIMKIN, cigar merchant, trading as James Simkin & Co., at 9, Dawes Street, Bolton. The first meeting of creditors in this estate was held on June 28th, when the figures produced showed liabilities amounting to £331, and a deficiency of £318. From the Official Receiver's Report, it appears that the debtor commenced business in 1900 with no capital except a guarantee from his bankers for an overdraft of £200. He travelled for orders in Bolton and the surrounding districts, and although his expenses were heavy in the first six months, business was good during the last six months. His resources being exhausted, and being unable to obtain further credit, he filed his own petition when a creditor issued a writ. He attributed his failure to want of capital.

HENRY HARRIS GELMAN, late tobacconist, of 117, Porter Street, Kingston-upon-Hull, but now of 4, Pretoria Avenue. The debtor appeared at the Court House, Hull, on the 17th ult. for his public examination. The liabilities are stated to be £68 11s. 9d., and assets £9 10s. He stated that he had carried on business under the name of H. Harris on account of mistakes being made in the spelling of the name "Gelman." He attributed his failure partly to his having to keep his mother and sisters; from one of the latter he borrowed £29. He transferred the business to her, but after about a fortnight she left the place. He had been working in Bristol, but he had not instructed anyone to tell his creditors that he was in America. It was not true that he had sent stuff to the auction room almost as soon as he received it. Eventually the examination was ordered to be concluded.

Facts and Figures about Tobacco.



MR. JOHN E. J. HOLMES deals exhaustively in the *Morning Post* with what we may justly call the sensational development of the tobacco trade during the last 60 years. We find, says Mr. Holmes, "that during the year 1898 no less a quantity than 83 million pounds of tobacco was imported into the United Kingdom for home consumption, yielding to the Exchequer a net revenue of over £11,000,000 compared with £4,500,000 produced by spirits, £4,000,000 by tea, and £1,500,000 by wine. A similarly significant proof of the extensiveness of the tobacco trade is shown in the figures dealing with the amounts paid to the Excise, from which it appears that there are something like 340,000 tobacco dealers in the United Kingdom—275,000 in England, 30,000 in Scotland, and 35,000 in Ireland; the tobacco license of 5s. 3d. yielding to the revenue over £87,000 per annum. The amount received during the same period in respect to manufacturers' licenses was in round figures £7,000, there being a total of 424 manufacturers in England, 55 in Scotland, and 26 in Ireland.

"The figures dealing with the growth of the home consumption of tobacco during the past half century are simply astounding. In 1840 the quantity so cleared from bond was 24,000,000 lb., representing a consumption per head of the population of 13½ oz. Ten years ago the total quantity cleared had increased to over 60,000,000 lb., representing 1 lb. 9½ oz. per head, while in 1898 the total had increased to over 83,000,000 lb., representing almost exactly 2 lb. per head of the population, and later official figures indicate a still further increase. Quantity and average alike have steadily increased, but far more than in proportion to the population, as is evidenced by the jump from under 1 lb. per head to just 2 lb. per head during the half century; the biggest jump was from a total of 72,000,000 lb. to a total of 83,000,000 lb., and an average of 1 lb. 12 oz. to an average of 2 lb. from 1897 to 1898."

To these figures we may with advantage add the following statistics from America. The domestic production of leaf tobacco in 1899 was about 600,000,000 lbs. Nearly half of this was exported. But a good deal was imported also. About 92,500,000 lbs. of leaf were made up into cigars in America. The tobacco manufactured for smoking in pipes amounted to about 102,000,000 lbs., while the raw material going into the domestic cigarettes was not far from 14,500,000 lbs. No allowance is made here for imported cigars. These numbered 30,000,000, or not to exceed 1,000,000 or 1,500,000 lbs., in 1899, and all this, sad to say, despite the efforts of the anti-tobacco faddists, who must surely by this time feel that their efforts to stop smoking are almost as effectual as trying to empty the sea with a teacup.

Dealing with the districts where the weed is produced, Mr. Holmes says:—

"Where do you get your tobacco?' is a query familiar to everyday life; but where do we get our tobacco? To find that out we must make a journey of some 3,600 miles to the land of the water melon and the 'buckwheat cake,' and there shall we find 'the weed' in all its glory of production and manipulation. The tobacco-supplying district of the world to-day—we refer, of course, to that used in our pipes and cigarettes—is practically centred in the Southern States of Virginia, Kentucky, and Tennessee, and also more recently in those of North and South Carolina. After the crop is grown and cut, and after it has undergone a certain amount of drying and sorting on the farms, it is taken by the farmer—the old-fashioned Southern name of 'planter' has of recent years disappeared

—to his 'market town,' where the crop which he brings in piecemeal is deposited and sold by auction daily, and it is then that the real business of 'handling' the weed begins. At these sales congregate the buyers for the home supply from all parts of the earth—from the United Kingdom, Germany, France, Italy, and other European countries, as well as from the Colonies, and even from far-off Japan. It will be sufficient for this article if we confine ourselves to the way tobacco is manipulated for the United Kingdom. The buyers for this country select their purchases from the grades offering suitable qualities for the demand of the British trade, after which the tobacco is carted off to the factories and entirely re-sorted, re-handled, and dried for shipment. It is then packed in hogsheads or tierces, put on board 'the cars,' and finally transferred to the mighty liner to be shipped to Liverpool or London, or sometimes in a lesser degree to Glasgow or Bristol. The principal market, of course, is the natural Atlantic seaboard of Liverpool, and here we have to-day—the quantity has grown at a surprising rate during the last decade—the enormous stock of 100,000 hogsheads, practically all of which will be used for the manufacture of the article in its various forms in this country. It may here be stated that a hogshead comprises 1,100 lb., and a tierce (with the leaf more lightly packed) 800 lb., and as each package—calculating from 6d. to 8d. per lb. for the raw material, and 3s. per lb. for duty—represents an average of £170, it is seen that the value of the Liverpool stock when cleared would be something like £17,000,000. The London stock in bond to-day is about 40,000 packages, representing by the same method of calculation £6,800,000, and the Glasgow and Bristol stocks together some 10,000 packages, representing about £1,700,000. At the present time the Liverpool stock is in several warehouses, but the Mersey Docks and Harbour Board have recently completed and will shortly open for the storage of tobacco what is admitted to be the finest warehouse in the world. This alone will have storage capacity for some 70,000 hogsheads and tierces of tobacco, the two older warehouses adjoining having together capacity for another 40,000 packages."

Mr. Holmes deals with the all-important question of "cutting," and having explained the workings of the present system, an explanation which we need not quote, as our readers are too painfully familiar with it, goes on to discuss the scheme of the United Kingdom Tobacco Dealers' Alliance. "An attempt to stop the system of 'cutting' is now being made by the United Kingdom Tobacco Dealers' Alliance, which is endeavouring to coerce the manufacturers into an agreement not to supply any other than members of the Alliance, these for their part agreeing not to sell under certain specified rates of profit. The attitude of the manufacturers is one of waiting until the Alliance is really and truly an alliance of retailers; and it seems to be extremely doubtful if it will ever become this. The great majority of traders would welcome the extinction of the ubiquitous 'cutter,' but it is too much to hope that their very natural desire would be gratified. Everything, indeed, points to a continuance in the tobacco trade of the system of 'cutting,' which prevails in a greater or less degree in these days of keen competition in every trade and industry of the country." We trust that the conclusion of the writer may prove incorrect, and that, even should the Alliance, despite all their perseverance and energy, fail, some other means may be found of mitigating the evil. Mr. Holmes makes no reference to the "minimum schedule" now insisted upon by many manufacturers, but we cannot help thinking that this is at present the only practical solution of the question.

OUR NOTED

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ROSEBUD.

RED VIRGINIA.

BURLEY GOLDEN CUT.



BROADWAY MIXTURE.

SWEET AS THE ROSE.

IN $\frac{1}{16}$, $\frac{1}{8}$ PACKETS AND $\frac{1}{4}$ LB. TINS.

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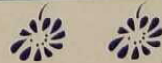
69, 71 & 73, CARTER LANE, DOCTORS' COMMON, LONDON, E.C.

THE TIP TOP 2d. PACKET.

Monastery Cigarettes



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



Adkin & Sons,

LONDON, E.

NEW BRANDS

The following appeared in the *Trade Marks Journal* of June 12th, 1901:—

Vivace.—237,420. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. April 12th, 1901. *By consent.*

Santaval.—237,421. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. April 12th, 1901.

Alvasados.—237,592. Tobacco, whether manufactured or unmanufactured. Swain & van den Arend, High Cross Cigar Manufactory, 1, High Cross Street, and Town Hall Lane, Leicester; cigar manufacturers. April 20th, 1901.

La Sarella.—237,742. Tobacco, cigars, and cigarettes. The firm trading as Edmund Alton & Co., 154, Derby Road, Nottingham; cigar and cigarette manufacturers. April 27th, 1901.

Crotalo.—237,940. Tobacco, whether manufactured or unmanufactured. Gilliat Hatfeild and Gilliat Edward Hatfeild, trading as Taddy & Co., and also as James Taddy and Co., 45, Minories, London, E.; tobacco and cigar manufacturers. May 6th, 1901.

Mau-Mau.—237,963. Cigars and cigarettes. Daniel C. Coley & Co. Ltd., 15, Harp Lane, Great Tower Street, London, E.C.; wine, spirit, and cigar merchants. May 7th, 1901.

Felix Culpa.—237,980. Tobacco, whether manufactured or unmanufactured. Singleton & Cole Ltd., 11-16, Cannon Street, Birmingham; 22 and 23, Mardol, Shrewsbury; 36, Dudley Street, Wolverhampton; and 13, Digbeth, Walsall; cigar and tobacco manufacturers. May 8th, 1901.

La Hillierdo.—238,057. Tobacco, whether manufactured or unmanufactured. J. Millhoff & Co. Ltd., 27, Commercial Street, London; tobacco, cigar, and cigarette manufacturers. May 10th, 1901.

Flip Flap.—238,088. Manufactured tobacco. Kinnear Ltd., 57, Park Lane, Liverpool; tobacco manufacturers. May 11th, 1901.

My Moke.—238,090. Manufactured tobacco. Kinnear Ltd., 57, Park Lane, Liverpool; tobacco manufacturers. May 11th, 1901.

Ptarmigan.—238,091. Manufactured tobacco. Kinnear Ltd., 57, Park Lane, Liverpool; tobacco manufacturers. May 11th, 1901.

The following appeared in the *Trade Marks Journal* of June 19th, 1901:—

236,324. (Design of Pullman Car and Signature.) Tobacco, whether manufactured or unmanufactured. A. Alexander & Co., 129, Shaftesbury Avenue, London, W.C.; cigarette manufacturers. February 22nd, 1901.

The Three Lancers.—"The essential particulars of the Trade Mark are the words 'The Three Lancers' and the facsimile of the signature of the applicants, and the applicants disclaim any right to the exclusive use of the added matter." 236,325. Tobacco, whether manufactured or unmanufactured. A. Alexander & Co., 129, Shaftesbury Avenue, London, W.C.; cigarette manufacturers. Feb. 22nd, 1901.

237,537. (Design.) Manufactured tobacco. Albert Levy, trading as La Casa de la Habana and Ardath Factory, 62, Leadenhall Street, London; tobacco manufacturer. April 18th, 1901.

The following appeared in the *Trade Marks Journal* of June 26th, 1901:—

Ghree.—237,208. Tobacco and cigarettes. The Army and Navy Co-operative Society, Ltd., 105, Victoria Street, Westminster, London, S.W.; manufacturers. April 2nd, 1901. *By consent.*

Airs and Graces.—237,409. Cigars. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. April 12th, 1901. *By consent.*

Open Door.—237,622. Tobacco, whether manufactured or unmanufactured. F. & J. Smith, 153/161, George Street, and 29/33, North Albion Street, Glasgow; tobacco, snuff, and cigarette manufacturers. April 22nd, 1901. *By consent.*

Snipers.—"The essential particulars of the Trade Mark are the following: The combination of devices and the word 'Snipers,' and the applicant disclaims any right to the exclusive use of the added matter, except in so far as it consists of his own name and address." 237,730. Tobacco, being a smoking mixture. Beresford Thomas Foyle, trading as Foyle & Sons, 37, Houndsditch, London, E.C.; and of Holly Cottage, Gravel Lane, Chigwell, Essex; general merchant and sundryman. April 26th, 1901.

Even Betting.—238,041. Tobacco, whether manufactured or unmanufactured. Junius Adrian Thomas Caton, 6, Monument Station Buildings, London, E.C.; merchant. May 10th, 1901.

Sunnybank Mixture.—"The essential particulars of the Trade Mark are the following: The combination of devices and the word 'Sunnybank,' and we disclaim any right to the exclusive use of the added matter." 238,164. Manufactured cut tobacco. Salmon & Gluckstein, Ltd., Clarence Works, York Road, City Road, St. Lukes, London, E.C.; tobacco manufacturers. May 15th, 1901.

Toucan.—238,301. Tobacco, whether manufactured or unmanufactured. Godfrey Phillips & Sons, 112, Commercial Street, London, E.; cigar importers and manufacturers. May 20th, 1901.

Horizon.—238,316. Manufactured tobacco. Kinnear Ltd., 57, Park Lane, Liverpool; tobacco manufacturers. May 21st, 1901.

The following appeared in the *Trade Marks Journal* of July 3rd, 1901:—

El Merfaro.—236,175. Tobacco, cigars, and cigarettes. Hudden & Co. Ltd., 134, Victoria Street, Bristol; tobacco, cigar, and cigarette manufacturers. February 16th, 1901.

Los Torogas.—236,241. Tobacco, cigars, and cigarettes. J. Reeve & Sons, 6 and 8, Burley Lane, Leicester; tobacco and cigar manufacturers. February 20th, 1901.

Tiara.—237,496. Tobacco, whether manufactured or unmanufactured. Singleton & Cole Ltd., 11 to 16, Cannon Street, Birmingham; 22 and 23, Mardol, Shrewsbury; 36, Dudley Street, Wolverhampton; and 13, Digbeth, Walsall; cigar and tobacco manufacturers. April 17th, 1901.

Xebec.—237,941. Tobacco, whether manufactured or unmanufactured. Gilliat Hatfeild and Gilliat Edward Hatfeild, trading as Taddy & Co., and also as James Taddy & Co., 45, Minories, London, E.; tobacco and cigar manufacturers. May 6th, 1901.

Loyalist Mixture.—"The essential particulars of the Trade Mark are the following: The combination of devices and the word 'Loyalist,' and we disclaim any right to the exclusive use of the added matter, except in so far as it consists of our own name." 238,013. A mixture of manufactured cut tobacco. Salmon & Gluckstein Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. May 9th, 1901.

SHIP'S TOBACCO CIGARETTES.

Packets
 of
12
 Cigarettes
 Retail
 at
3d.



Free
 sample
 Package
 and
 Wholesale
 Price on
 application.

ROBINSON & BARNSDALE, LTD.

Sole Licensees, NOTTINGHAM.

London Address: 183, ALDERSGATE STREET, E.C.

NEW BRANDS—continued.

El Humito.—238,035. Cigars, cigarettes, and tobacco. Cope Brothers & Co. Ltd., 10, Lord Nelson Street, Liverpool; cigar manufacturers. May 10th, 1901.

La Remoda.—238,037. Cigars, cigarettes, and tobacco. Cope Brothers & Co. Ltd., 10, Lord Nelson Street, Liverpool; cigar manufacturers. May 10th, 1901.

Nepolas.—238,059. Tobacco, whether manufactured or unmanufactured. J. Millhoff & Co. Ltd., 27, Commercial Street, London; tobacco, cigar, and cigarette manufacturers. May 10th, 1901.

Buck Up.—238,087. Manufactured tobacco. Kinneat Ltd., 57, Park Lane, Liverpool; tobacco manufacturers. May 11th, 1901.

Indian File.—238,112. Tobacco, whether manufactured or unmanufactured. Ogden's Ltd., Boundary Lane, Liverpool; tobacco manufacturers. May 13th, 1901.

Uncle Owdem.—238,114. Tobacco, whether manufactured or unmanufactured. Ogden's Ltd., Boundary Lane, Liverpool; tobacco manufacturers. May 13th, 1901.

Flying Pennant.—238,228. Manufactured tobacco. W. D. & H. O. Wills Ltd., Bedminster, and Ashton Gate, Bristol; and 53, 54, and 55, Holborn Viaduct, London; tobacco manufacturers. May 17th, 1901.

Tajada.—238,235. Tobaccos, cigars, and cigarettes. The firm trading as Edmund Alton & Co., 154, Derby Road, Nottingham; cigar manufacturers. May 17th, 1901.

Lone Trail.—238,285. Tobacco, whether manufactured or unmanufactured. John Proctor, Gallowtree Gate, Leicester; tobacco manufacturer and importer. May 20th, 1901.

Malpartus.—238,367. Tobacco, whether manufactured or unmanufactured. Swain & van den Arend, High Cross Cigar Manufactory, 1, High Cross Street, and Town Hall Lane, Leicester; cigar manufacturers. May 23rd, 1901.

Negadia.—238,369. Tobacco, whether manufactured or unmanufactured. Swain & van den Arend, High Cross Cigar Manufactory, 1, High Cross Street, and Town Hall Lane, Leicester; cigar manufacturers. May 23rd, 1901.

Slapdash.—238,375. Tobacco, cigars, and cigarettes. Arthur Everard Catchpole, trading as A. Everard & Co., 231, Oxford Street, London, W.C.; tobacconist. May 23rd, 1901.

Glove Fight.—238,541. Tobacco, whether manufactured or unmanufactured. Ogden's Ltd., Boundary Lane, Liverpool; tobacco and snuff manufacturers. May 31st, 1901.

Tobacco's Share in American History.

In the New World, tobacco played an important part in supplying the colonists with means for establishing and maintaining their settlements. The first European to raise the plant was John Rolfe, husband of Pocahontas, who began his experiments in 1612, only five years after the founding of the Virginia Colony at Jamestown. Four years later Governor Yeardley introduced the culture generally into the colony, and it quickly became the great staple of Virginia. In 1617, the open lots, the market places, and the very streets of Jamestown were planted with it. In their eagerness to get sudden wealth, the colonists forgot to save ground for their food, and the growing city, apparently prosperous, was on the verge of starvation. Only an expedition into the interior that uncovered the stores of grain of some of the Indian tribes saved it from disaster. Thereafter personal greed was restricted by law, and each planter was compelled to reserve a portion of his land for food.

The early colonists were adventurers without family ties; so it became evident that in order to succeed, the planting of homes must be encouraged. Women being few, it was decided to import more of them from England. Ninety maidens of good character were found ready to go to the new colony and accept their chances with the eager swains across the sea. By arrangement, each man was to pay for the outfit and transportation of his wife in tobacco—the currency of the colony—120 pounds, worth about £16 sterling. It was the story of the Romans and the Sabines, only in Virginia the wives were gained without bloodshed, and with tobacco instead of by the sword.

When Charles II. ascended the throne, he re-enacted the old law that the English colonies should trade only with England. What was more, the law was strictly enforced. The result was disastrous to Virginia. Tobacco, her staple product, her very currency, went to one market only. The planter humbly fell on his knees and implored the buyer to give what he would. The colony was in the clutch of a grinding monopoly, and ruin stared her in the face, but there was no escape.

Then the tobacco growers resorted to "stints" and "plant cutting," which largely reduced the crop. They hoped to enhance the price, but instead it fell lower than ever, and out of this pittance the duty was still exacted.

Reduced to beggary, the colonists were ripe for revolution. The man and the occasion offered, and in 1676 the Virginia planters enrolled themselves under General Bacon in open revolt against the Mother Country. Of course the movement was doomed to failure. After a few months Bacon died—stricken down, some said, by fever bred in the trenches at Jamestown; others whispered that his death came from the poisoned dagger of some assassin. With him ended the revolt, and there was nothing for the colonists to do but to submit to the punishment, and again bend their necks to the burden. Bacon was a hundred years ahead of his time. The avalanche that finally swept away British rule was to gather for a century before it fell; but the beginning of the trouble between the colonists and the home government was in Virginia, and the immediate cause was the attempted monopoly of tobacco.

The culture of tobacco spread from Jamestown with the expanding colonies. Virginians went over into the rich fields of Kentucky, taking with them the tobacco seed and their slaves. To-day the slaves have vanished, but Kentucky produces nearly half the tobacco crop of the United States. Imitating their Southern neighbours, some of the New Englanders raised tobacco between 1640 and 1650; but it had too mild a flavour to suit the taste of that age, and its culture was practically abandoned for nearly two centuries. About 1830 it was discovered that the soil of the Connecticut Valley would produce a tobacco whose leaf, though still mild, was well adapted to make wrappers for cigars, which were then coming into rapid favour. This was the Yankee's opportunity, and soon the valley blossomed with fields of tobacco. By 1867 the two States of Connecticut and Massachusetts were producing more than ten million pounds, of a home value of one and a quarter million dollars. Their production has since increased slowly, and is to-day about three million pounds greater.—*Munsey's Magazine.*

WE would impress upon the Retail Trade generally that we were the originators of the Scheme for effectually putting a stop to Cutting of Prices.

“Conditions of Sale” are attached to the under-mentioned goods, and we would ask traders to read these Conditions carefully, as they constitute an absolutely binding Agreement between manufacturer and retailer.

Our goods at the undermentioned prices give the retailer a good return for his labours, and are in consequence worth pushing.

One uniform price all over the Country, and a fair retail profit for every dealer.

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PRICE LIST ON APPLICATION TO

JOHN PLAYER & SONS LTD.,

Castle Tobacco Factory, **NOTTINGHAM.**

| TOBACCO. | 1 oz. | 2 oz. | 4 oz. | CIGARETTES. | 10 | 20 | 50 | 100 |
|---------------------|-------|-------|-------|-------------------|--|-----|-----|-----|
| Gold Leaf Navy Cut | 4½d. | 9d. | 1/6 | Mild Navy Cut | 3½d. | 7d. | 1/6 | 3/- |
| Medium Navy Cut | 4½d. | 8½d. | 1/5 | Medium Navy Cut | 2½d. | 5d. | 1/- | 2/- |
| Tawny Navy Cut | 4d. | 8d. | 1/4 | Players “Weights” | 5d. per oz. & pro rata, or not more than 5 for a 1d. | | | |
| Navy Mixture | 5d. | 9½d. | 1/7 | King of the Road | 5d. per oz. & pro rata. | | | |
| Eighty Club Mixture | 4½d. | 8½d. | 1/5 | Drumhead | 5d. | ” | ” | ” |
| Pedigree | 5d. | 10d. | 1/8 | Heavy Weights | 6d. | ” | ” | ” |
| Old Stocks Mixture | — | — | 2/3 | Silk Cut | 6d. | ” | ” | ” |
| | | | | No. 3 Virginia | 8d. | ” | ” | ” |

CONDITIONS OF SALE.

Goods are sold only on the following Conditions:—

THESE Tobaccos, whether bought directly from us or from any Dealer, are sold on the express agreement that they **shall not be retailed at less than** the above-mentioned prices, and shall not be re-sold except subject to these Conditions as a term of the sale.

The acceptance of the Goods by any purchaser will be treated as an acknowledgment that they are sold to him on these conditions, and that he agrees with the Vendor to him (as Agent in this respect for us) to observe the same.

These Tobaccos are supplied to a Wholesale Dealer on the above express agreement and also on the additional terms that these conditions shall remain attached to every packet sold wholesale, and shall form part of the terms upon which such Wholesale Dealer re-sells the same.

If these Conditions are not agreed to, the Goods must be returned at once to the Vendor.

No one is permitted to use our Registered Trade Mark upon any sale by retail at less than the above-mentioned respective prices.

JOHN PLAYER & SONS Ltd.

The Weed and its Enemies.



UNDER the title of "The Fascinator,"* Mrs. Noel Thatcher reprints an essay which secured a £50 prize offered some years ago by Sir W. C. Trevelyan, Bart., for the best essay on the Moral, Social, and Economical Results of the use of Tobacco. The work is of such an extraordinary nature, even for an anti-tobacco faddist, and is, moreover, such a compound of blatant absurdity and religious bigotry that it is indeed surprising to find that any responsible publisher should undertake its production. Judging from the following extract from the preface, it appears that Sir W. C. Trevelyan, the awardee of the prize, declined to carry out his undertaking to disseminate the work unless it was considerably altered and revised, a decision of the wisdom of which no one who has given any attention to the astounding ignorance and prejudice of the writer can be in doubt:—"Though some have—amiably and unamiably—objected to the religious bias of this work, one especially, a late learned professor, and, sad to say, brother of a 'holy cardinal,' yet the writer felt she dare not expunge a line, though the penalty for so refusing has been the non-fulfilment of a promise made by the awardee of the prize regarding the publication of the book 'throughout Europe and the British Isles.'"

Though the book under review was of course destined to convert the world of smokers from their filthy habits, we doubt if any more useful service to the cause of the divine weed could have been rendered, and the widespread publication of Mrs. Thatcher's remarkable *brochure* would, we feel sure, considerably increase the number of worshippers of My Lady Nicotine, since the writer defeats her own ends by her lack of charity and the gross exaggerations which are to be found on every page. The following gem, which fitly concludes the preface, is a fair specimen of what is to be found further on:—"How imperative it becomes that the thoughtful, the philanthropic, should, Phinehas-like, stand between the tainted and the free, and attempt to stay a plague more disastrous than the pestilence with which rebelling Israel was scourged of yore—a pestilence, not of 'three days' only, but for continuous years, and ever increasing in its dimensions." This sweeping statement needs no comment; needless to say, little is to be found in support of it except assertion. The writer in her first chapter contends that smoking is "an offence against the laws of God in our nature"; her argument being that indulgence in any habit shown to be deleterious to health must be immoral, since "man is formed with a physical organisation so marvellously conformed with the mental that the well-being of the one cannot be dissociated from the other." The argument is undoubtedly sound, only the proofs given of the alleged injuriousness of smoking are not convincing; indeed, they have long ago been shattered by the battery of rigid scientific investigation. For instance, much stress is laid on the fact that nicotine is a very deadly poison, and that a drop or two of it placed on the tongue of a cat produced in one minute convulsions and death. This is, of course, well known, but it has been proved to demonstration that practically the whole of the nicotine contained in tobacco escapes during combustion and, therefore, has no injurious effects whatever upon the smoker's system. This the writer is constrained to admit, for she says, "in the process of smoking a considerable proportion of the poisonous matter escapes," though she endeavours to minimise the value of the admission by going on to say incorrectly "there is yet sufficient in every whiff to influence the whole system."

In the same chapter, in answer to the question "Is consuming tobacco sinful?" Mrs. Thatcher rises to the sublime heights of scornful denunciation. Read, smokers, and tremble, or if you will not tremble, solace your shattered nerves with another pipe. "Can he who would risk bartering health—money—time—domestic felicity—God's Rest Day—the privileges of the house of prayer, for a narcotic drug, be the type of moral excellence? Can the paralysed, or the dyspeptic, or the man in tremor, Can the hobgoblins in the dark, or the ultimate idiot drivelling in a lunatic asylum, be a fair specimen of high morality?—and that evils such as these *do* spring from the use of tobacco, evidence is not wanting." In a note the reader is referred to the "works of various learned professors" for evidence as to these truly shocking effects of the weed. We have not troubled to consult the treatises of the learned gentlemen, since we know perfectly well that *immoderate* indulgence in tobacco, or in anything else, tends to produce serious evils, and we do not seek to controvert such an obvious fact, our purpose being to show that moderate smoking is not only not deleterious, but positively beneficial to the average healthy constitution.

Having demonstrated to her own complete satisfaction the sinfulness of consuming tobacco, Mrs. Thatcher, in the desire to denounce every one connected with the trade in the accursed thing, proceeds to make what we consider a gratuitous and disgraceful attack upon a hard working and deserving body of women workers—let her speak for herself, since no summary can adequately convey the utter absurdity of the argument.

"If the frivolous and demoralised are among the purchasers of tobacco—and who will say they are not?—how dangerous the position for an inexperienced girl to be found selling the drug; and to be expected in that position to make herself agreeable, obliging, obsequious; for her manner to be such as to prove attractive to customers, while all the safeguards which the proprieties of good society throw around a woman, are swept clean away; the volatile, the semi-inebriate, the libertine—purchasing cigars of a young woman!

"It will easily be seen that the majority of customers frequenting cigar-shops would be ready to talk and joke with the person serving them. Would not the very article dealt in suggest topics for gossip with which to begin an acquaintance—a flirtation?—followed too often by the invitation to the public dancing (the public scandal!), where narcotic weed and narcotic drink so often prove the wide open 'gate which leadeth to destruction'—physical, mental, eternal!—affording sad and ample scope for the laudable operations of Rescue Societies and Midnight Movements."

All the objections urged to the sale of tobacco by women apply with equal force to the sale of sweets, and we say without fear of contradiction that the girls serving in confectioners' and tobacconists' shops are as well conducted and as modest as any other class of women workers.

Smoking being anathema, of course the various adjuncts the smoker utilises come in for severe treatment. Thus are the pouch and the pipe held up to the scorn of the reader:—

"The poor, maudlin inebriate idolises not his glass, his bottles, earthenware or pewter cup; even the poets who have sullied their genius and wasted their gifts upon eulogising 'the cup,' have employed a figure of speech—the thing containing for the thing contained. But the smokers!—more besotted than ever the votaries of Bacchus, adore with a devotion the very receptacle which contains their poison. The 'pouch'—euphonious name!—how indispensable! It is dubious whether the most rigid attendant at church so constantly carries with him his Prayer-book

* "The Fascinator," a Prize Essay, by Mrs. Harriette A. Noel Thatcher. Price 1s. Ideal Publishing Union, 33, Paternoster Row, E.C.



FABRICANTES DE TABACOS

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

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

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Princessas

*In 100's and
50's.*

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as do these the cigar-case or tobacco-pouch. But the devotion, the adoration, paid to these sinks into insignificance compared with the veneration, the admiration bestowed upon a duly browned, a scientifically roasted, a cleverly toasted pet pipe."

Mrs. Thatcher has extraordinary notions about the smoker, for she seriously argues that the invention of the fusee is to blame for "generations of smokers," her idea being that when the flint and steel had to be used it was more trouble, and consequently the vice was not made so easy for its degraded victims. This notion is truly comical, as if any smoker would risk spoiling the flavour of his cigar or cigarette by lighting it with a fusee when he had any other means of ignition handy. One of the examples given of the awful effects of the habit will, I fear, cause a ribald sneer from the unregenerate. "I have known a temperance lecturer of great distinction positively decline to lecture until he has been furnished with a pipe of tobacco to screw his nerves up to the point of eloquence." Poor lost being, it is painful to think of the misguided sinner keeping the faithful waiting for his winged words what time he was puffing away at his pipe!

Mrs. Thatcher, to do her justice, if she condemns men for smoking, has even stronger words for those of her sex who are addicted to the weed, and, of course, describes the young ladies who puff cigarettes as "fast," a word which implies more than a whole vocabulary of abuse. "It is monstrous," she goes on, "that educated, delicately brought up women should thus embrace the abhorrent mania." We are not told how it is possible to embrace a mania, but let that pass. Naturally, however, the man gets the blame, for we are told that the ladies are governed by the example of the stronger, the "superior" sex.

We derived one piece of information from Mrs. Thatcher's work, namely, that in fashionable houses in the vicinity of Hyde Park ladies are in the habit of smoking long churchwarden pipes. We wonder where this astounding item of news came from. We confess we should rather like a snapshot of a party of ladies engaged in this fascinating occupation. We could multiply extracts to show how utterly blinded by prejudice the writer of this silly pamphlet is, but space will not permit. The work, if considered as an effort of humour, is well worth its price demanded for it.

LITERARY MEN AND TOBACCO.



IF we may put our faith in the example of the literary man, the evils of tobacco are entirely such as lean to virtue's side, says *Success*. Lamb, to be sure, complained of headaches as a result of the pipe, but then he smoked so hard that he could compare himself to a burnt-out volcano, and admitted that nothing but the headaches prevented him doing immortal honour to the herb in an immortal ode. As it was, he managed to leave behind him one of the highest tributes that any literary man has ever paid to tobacco.

It was fitting that Carlyle should be a smoker, for has he not told us that tobacco "reek" is the only element in which, by our European manners, men may sit silently together without embarrassment, no one being bound to say one word more than he has really and actually got to say. It was one of the pet objections of the Chelsea sage that other men should talk much when he was there; and who knows but he may have sometimes set the cigars before his friends with no other view than to secure the silence of smoke. Carlyle did not greatly affect the cigar himself, preferring the more homely pipe. In the little cottage at Ecclefechan he had first stuck the "clay" in his mouth, and broke a baker's dozen of "cutties" on the jambstone before he had perfected himself in the art. Then when he settled down at Cheyne Row, what consignments of "clays" did he not have sent from Scotland! There has quite lately come to light a letter in which he shows himself as particular on this matter as on the adjustment of the nicest point in his philosophy of life. He wants a friend to see to the despatching from Edinburgh of "as many best pipes as ten shillings will buy and pack," and they must be the pipes of that "eminent pipe-maker, Thomas White, down in the Canongate, not far from John Knox's house." The friend is further requested to "see that the people be most careful in the packing, and then to ship by the first steamer, for my hurry is considerable." This Edinburgh order, it seems, was entirely due to Glasgow's carelessness in the execution of a previous commission of the kind. "You must understand," says the sage, "that I had ordered from Glasgow no fewer than five gross of a still nobler sort of pipes than White's, but the wretched people having packed them in a deep box (instead of a broad shallow one), and with sawdust (in place of fine hay), the whole

concern arrived here in a state of dust and ruin, some forty-five pipes safe in all."

If it were not for the dictum of Sam Slick that tobacco has made more philosophers than aught else in this blessed world, one would be somewhat grieved to find so much anxiety expressed by the author of "Sartor" over the pipe that perisheth. But perhaps he was on his last "cutty" when this Edinburgh order was being executed, in which case he would no doubt feel as Bismarck expressed himself in regard to one's last cigar—it is just then, and when there is no immediate chance of getting another, that one understands its value.

Speaking of Bismarck one recalls a touching story told in Bullen's life of the great Chancellor. At Koniggratz he had just one cigar left in his pocket, and this he carefully guarded during the whole of the battle as a miser guards his hoard.

"I did not feel justified in using it," he says, "and painted in my mind the happy hour when I should enjoy it after the victory. But I had miscalculated my chances. A poor dragoon lay helpless, with both arms crushed, murmuring for something to refresh him. I felt in my pockets and found I had only gold, and that would be of no use to him. But I still had my treasured cigar. I lighted this for him and placed it between his teeth. You should have seen the poor fellow's grateful smile. I never enjoyed a cigar so much as that one I did not smoke."

Bismarck's fondness for the weed was indeed almost as great as that of the young Bohemian of whom Lord Beaconsfield tells. This gay spark, it appears, always had a lighted pipe put in his mouth by his servant the first thing in the morning.

"It is so pleasant," he observed, "to have the proper taste restored to one's mouth before one is sensible even of its want." So far good, but, really, Mr. Disraeli must excuse our asking for the proverbial grain of salt before we try to swallow the statement that the said Bohemian always smoked out his pipe before he awoke.

But, in truth, there have been among our literary men smokers almost as indefatigable as Beaconsfield's Bohemian. The gentle Elia answered a query as to how he acquired his "prodigious power of puffing," by saying that he had toiled after it as some men toil after virtue. And what

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more worthy of toiling after, if Professor Huxley's description of the weed as "the greatest sweetener and equaliser of the temper," may be accepted as correct. More pronounced than that, too, was the view of Lord Lytton, who declared that "he who doth not smoke hath either known no great grief, or refuseth himself the softest consolation next to that which comes from heaven." George Wither would certainly have agreed with Lytton, for during his long imprisonment in Newgate he found in the pipe not only solace, but suggestions for pointing a moral. When the smoke "ascends on high" we are bidden by George to "think on the worldly vanity of worldly stuff," but as a rule we prefer to think on—well, on something else. Thackeray and his cigar were inseparable. In his day there were no princesses—to say nothing of humbler members of the gentle sex—puffing the smoke from their pretty lips, and so we find him writing in his "Fitzboodle Papers":—

"What is this smoking that it should be considered a crime? I believe in my heart that women are jealous of it as of a rival. The fact is that the cigar is a rival to the ladies, and their conqueror too. Germany has been puffing for threescore years; France smokes to a man. Do you think you can keep the enemy out of England? Ask the club houses? I, for my part, do not despair to see a Bishop leaning out of the Athenæum with a cheroot in his mouth, or at any rate a pipe stuck in his shovel hat."

Not many years before this Cowper had written of the "pernicious weed whose scent the fair annoys" as unfriendly to the intercourse of society in "banishing for hours the sex whose presence civilises ours." It looks very much as if this objection were in the process of being minimised, and perhaps in a few short years "the fair" will have taken as widely to tobacco as the ecclesiastics have done since Thackeray's day.

With Thomas Henry Buckle the modest allowance of three cigars a day was so imperious a necessity that he could neither read, write, nor talk without them. Then there was Dr. Parr, who smoked at all times and everywhere, even in the drawing-room among the ladies, and yet managed to reach the ripe old age of eighty-eight. He is known to have smoked as many as twenty pipes in one evening, and he speaks of himself as composing his works and "rolling volcanic fumes of tobacco to the ceiling." It was while in the society of Dr. Parr at Cambridge that Robert Hall, the famous preacher, learned to smoke. A friend who called upon Hall while he was busy at the shrine of his worship said to him: "Ah! I find you at your old idol again." "Yes," said Hall, "burning it." It is said that when he returned Adam Clarke's pamphlet against the use of the weed to a zealous friend who had lent it to him, he did so with the following acknowledgment: "Thank you, sir, for Clarke's pamphlet. I can't refute his arguments, and I can't give up smoking."

Addison was seldom without a pipe in his mouth; and Hobbes after his early dinner smoked pipes innumerable, and yet had seven years more of life than Dr. Parr. Paley delighted in nothing so much as "a long Dutch pipe" on a winter's night. One of his friends has told us that he "would smoke any quantity of tobacco and drink any given quantity of punch," which is rather disturbing to those who think that the equilibrium of a moral philosopher should never be upset. According to Moore, Lord Byron, about the time that the horrors of obesity haunted him, declined to eat like ordinary mortals, and tried to satisfy the resultant hunger by chewing tobacco and smoking cigars. It must surely have been before he began to "chew" that he wrote that tribute to

"Sublime tobacco, which, from east to west,
Cheers the tar's labour, or the Turkman's rest."

Victor Hugo was a veteran smoker, but M. Zola, curious to relate, regards the practice as "silly." He says—perhaps truly enough—that "one smokes first from ostentation, and afterwards from habit." This opinion, however, is more than counterbalanced by that of M. Alphonse

Daudet, who finds that the more he smokes the better he works. "Doubtless," he remarks, "the abuse of alcohol and tobacco is folly; but after dinner nothing is so soothing as a good pipe taken with one or two little glasses of excellent brandy." And so say all of us that love the weed, leaving for the nonce the "excellent brandy" out of the reckoning, though that, too, may be good sometimes and for some constitutions.

The Danish Tobacco Trade.

TOBACCO may be sold by anyone in Denmark without a licence, and consequently, though many people deal in the commodity, there are but few attractive shops whose proprietors confine themselves wholly to the trade. The Danish nation, being of a frugal turn, have an exceedingly low legal tender in coinage, and the purchase of half a cigarette, in the smaller shops, for the amount of one "or" (about $\frac{1}{4}$ th of a penny) is not an unusual occurrence. On Sundays the law compels the tobacconist to close at noon, but the ubiquitous slot machines placed outside the merchants' doors continue business on their behalf without detriment to conscience or profit. Denmark grows no tobacco worth speaking about; the entire production is confined to a plantation about an acre in extent near the town of Fredericia. The product of this farm is dark in colour, rank in taste, and is only consumed by a few peasants in the immediate vicinity. Their pipes hold about 6 oz. in one filling, and are more than three feet long. The length of stem is advisable, and shows the natives' discretion in keeping the burning mass as far from their olfactory nerves as possible. Raw tobaccos are imported from nearly every tobacco-producing country, Sumatra and Brazil being the most favoured with regard to cigars. The total importation last year amounted to 9,801,000 lbs., and of this amount 9,196,000 lbs. were consumed in Denmark. By far the greater part of the tobacco imports are in the form of the manufactured article, as there are no important manufactories in the country, England, Germany, Holland, and America competing for the trade.

INFERNAL MACHINES.—The gentle Nihilist is now sending postal presents to the Chiefs of Police in Russia. The harmless-looking cigarette cases and watches which they incautiously open are designed to facilitate promotion in the service. Up-to-date novelists, please note.

SNUFF FOR HICCOUGH.—Dr. G. Tatevosoff, a Russian, draws attention to the excellent service which may be obtained from the ordinary snuff tobacco as a means for cutting short hiccough. In the case of an extremely obstinate hiccough, all the common remedies failed, and Dr. Tatevosoff at last made the patient thoroughly snuff into his nose a pinchful of the powder. "The effect was truly brilliant, the hiccough subsiding as if by magic," he states. Under the influence of the simple remedy the attacks steadily became milder, and ultimately vanished.

M.P.'S CIGARS.—An interesting sidelight was thrown on Parliamentary life during the attempt in the House of Commons to reduce the duty on cheaper kinds of tobacco. Mr. William Redmond, in the discussion, said he had been staggered by the lavishness of luxury revealed among legislators. It is by no means unusual to see members make a dash for the smoke-rooms says the *Evening News*, buy a shilling cigar, puff it for ten minutes, and then throw the remnant away. This is the popular "weed," but there are said to be other cigars at eighteenpence apiece, and still others at two shillings, which have their patrons in the House of Commons.

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THEY LIKE IT.—A Toronto teacher recently asked the girls in a junior class to write an essay on tobacco. Following is a verbatim copy in part of one of the compositions:—"Tobacco is a leaf of a tall plant it takes all the rich soil out of the ground then you can not plant the tobacco in that field the next year. A drop or two of Nictine that is in a strong cigar will kill a man. The Nictine is poison. The Nictine gives the tobacco its taste and smell. Why man says he smokes tobacco one man says it makes him think better, another man says it to make him not too think better another says it help digest their food. Another smokes to keep him with company, boys smoke to make themselves to look like a man the right reason man use tobacco is because they like it and they do not care if it harms them or if it don't."

RESULT OF JUNE COMPETITION.

The Winner of last month's competition, in which the word "Equal" was mis-spelt on page 229, was—

Mr. S. M. CLEGG, Beehive Tobacco Stores, Ironbridge, Salop, to whom a parcel of Messrs. Adkin & Sons' "Monastery" Cigarettes to the value of 20/- has been forwarded.

Our Mis-spelt Advertisement Competition.

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

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- CARAVOPOULO** (AVISS BROS., LD., 81, Fenchurch Street, E.C.). Egyptian Cigarettes, in all sizes.
- FLOR DE CRACK** (THE T.S. SYNDICATE, 55, Farringdon Street). Havana Cigars. 8 sizes.
- 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, 14/6 per 1,000. Subject to usual discount.
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- WALKING STICKS** (HENRY HOWELL & CO., 180, Old Street, London, E.C.).
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- WEST INDIAN PLANTERS & PLANTORES** (A. SCHEUCH & CO., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

OF WHOM AND WHAT TO ORDER.

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