

Published on the 15th of every Month.

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# The Cigarette World



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

**W. D. & H. O. WILLS, LTD.,**  
BRISTOL and LONDON,  
*Invite the Special Attention of the Trade to*

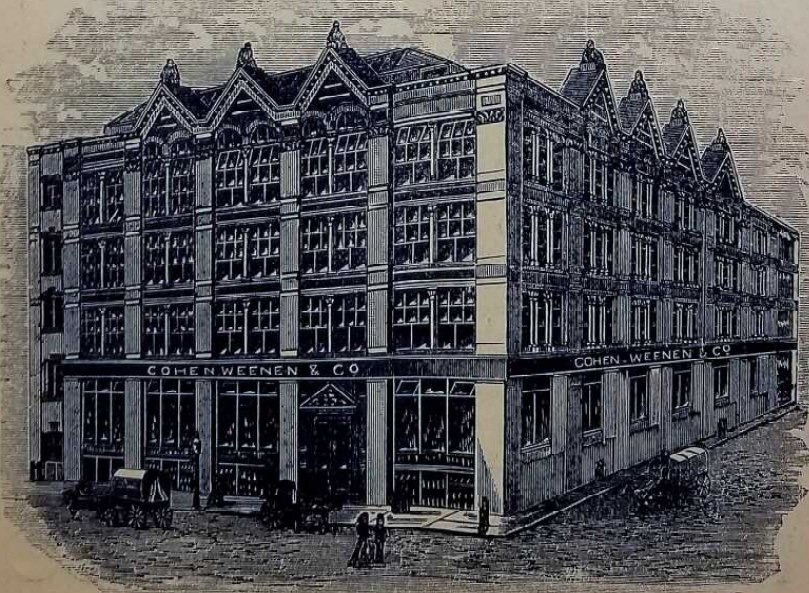
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IN THREE GRADES OF STRENGTH:  
 "MILD" Yellow Label.  
 "MEDIUM" Blue Label.  
 "FULL" Chocolate Label.

PACKED IN CARTONS OF 10 CIGARETTES  
 (With and without mouthpieces)  
 AND IN (50's) PATENT AIR-TIGHT TINS.

PRICE LIST AND FULL PARTICULARS AND TERMS ON APPLICATION.

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BIGGS'S COMMERCIAL "RICHMOND BOUQUET," 12 CIGARETTES and Mouthpieces, 3d. PRICES on application.

ESTD 1807. E.J. NEWBEGIN'S SWEET "Mabel Love" [REG] CIGARETTES

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

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

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

Proprietors—  
**ADKIN**  
AND  
**SONS,**

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LONDON.  
Established 1795.

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

**THIS JOURNAL**  
**ONE SHILLING PER ANNUM,**  
**POST FREE.**

**SHIP**

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**Cigarettes.**

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

**BRAND**

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**Cigarettes.**

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

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

PRICE LISTS ON APPLICATION.

# PHILLIPS

— SWEET —

# GUINEA

# GOLD

# 5

## CIGARETTES

# 10

Guaranteed Pure Virginia.  
*Sweet, Cool, and Fragrant.*

THE   
**Latest and Best Line**

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IN

**WEIGHT  
CIGARETTES**

IS THE

Brand **“52”** Brand

***FINEST VIRGINIA HAND-MADE.***

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**COHEN, WEENEN & CO.,**

***52, Commercial Road, LONDON.***



# Professional Window Dressing.

NOTE THIS: IT WILL ADVANTAGE YOU.

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

Windows dressed and Stocks taken Monthly or Yearly  
by Contract.

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

**H. BOWDEN & CO.,** 30<sup>a</sup>, WARWICK ST.,  
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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.

MAY 15th, 1900.

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

WE beg to inform you that our revised  
Price List is now ready, and will be  
forwarded on application. "Conditions of  
Sale" are attached to our principal Packet  
Tobaccos, copies of which will be enclosed  
with the Price List if desired.

\* \* \* \* \*

**John Player & Sons, Ltd.,**

CASTLE . . .  
TOBACCO FACTORY,

**Nottingham.**

\* \* \* \* \*

P.S.—Our New Sweetened Tobacco "PEDIGREE"  
is selling freely; it is supplied in 1-oz. and  
2-oz. Lead Packets, and in ¼-lb. decorated  
Tins, at 6/4 per lb.

THE Bristol and District Tobacconists' Association have been  
unable to succeed in maintaining the price of 3¼d., at which they  
had decided to sell the pre-budget 3d. tobaccos (excluding twist),  
and even twist will now be sold by some retailers at 3d. It is  
extremely unfortunate that in a town so closely identified with  
the trade, tobacconists should have failed to secure a reason-  
able basis of prices, since it is obvious that at present rates  
there is not a living profit. The Chairman, Mr. C. Knight,  
attributed the failure of the Association chiefly to the want of  
loyalty of its members, but also drew attention to the diffi-  
culties caused by the publicans persisting in selling at the old  
prices. This difficulty is apparently hard to get over, since the  
publicans make such large profits out of their customers on  
refreshments that they can well afford to sell their tobacco at  
a very low rate. It is, however, notorious that the publican's  
customers only buy from him for the sake of convenience, and  
that the article supplied has been purchased not for the sake of  
its quality but at the lowest price possible. The Bristol trade  
should not, however, have been deterred from making suitable  
arrangements to secure fair prices by the action of the licensed  
victuallers, as they are surely strong enough to effectually deal  
with competition from such a quarter. The irregular class of  
customer usually secured at a public house is after all no lost  
to the legitimate trade, and may safely be disregarded.

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

# COLONIAL

HAND-MADE  
HAVANA  
FILLERS.

ATTRACTIVE.  
ARTISTIC.  
BEAUTIFULLY FINISHED.

# EMPIRES

EQUAL TO ANY 4d. CIGAR.

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

SIDNEY PULLINGER, *Ld.*,

NOTTINGHAM  
and  
BIRMINGHAM.



ADKIN'S  
"SOLDIERS OF THE QUEEN"  
CIGARETTES

5 FOR 1<sup>d</sup>

Manufactured by ADKIN & SONS,  
LONDON.



WE are glad to note that the retail tobacconists of London have taken steps to form a union to protect their interests, and principally to prevent "cutting" in the price of packet tobaccos. It is a curious fact that in many directions Londoners have shown themselves wanting in energy and cohesion as compared with the provincial centres, and have thus unfortunately given the "cutters" the best opportunity of insidiously undermining their business; had the step now proposed been taken some time ago, the evil might have been put an end to at an early stage—now the battle promises to be long and keen. Still it is by no means too late, and loyalty combined with vigour may yet secure the victory. The small retailer should understand that with him it is something more than a question of expediency, it is indeed a struggle for life, therefore he should strongly support the Association, by means of which alone he can hope to improve his position. We may further point out that prospects are now much brighter than they have been, since manufacturers are coming into line, and though the profit on the schedule prices may be small in some cases, yet there is much satisfaction in the reflection that the selling price is fixed. There is no need for us to labour the question; if the London retailer is not completely blind to his own interests, he will not only join, but work assiduously to make his brother traders join the union, and what is of vital importance, he will follow whatever decision the majority may arrive at after full deliberation. If he will only do this, it is not improbable that something like a revolution in the trade will be brought about.

WE must confess, however, that the proceedings at the meeting of the newly-formed South London Tobacconists' Association last month are by no means encouraging. A resolution was put to the vote pledging the members to abide by the Association Price List, but was defeated, *only the mover and seconder voting for it*. Unless the trade are willing to adopt, and, what is more, to conscientiously adhere to a fixed scale of prices, they had much better not waste valuable time at the meetings of the Association, since without such an arrangement it is clearly impossible for any useful end to be achieved. We trust that wiser counsels will prevail, and hope that the gentlemen who were wise enough to bring forward the proposal will stick to their guns till they succeed in bringing round their opponents.

ABDUL the "blanked" has forwarded a present of Turkish tobacco and cigarettes for our soldiers and sailors in South Africa. This is probably from a desire to keep in with England, and may be due to the kind offices of Silomo. Abdul might, however, begin by paying his own soldiers and sailors a little on account of their arrears of pay.

WHAT remarkably interesting information the "bitty" papers give their readers! A paragraph from one of them has just reached us containing the soul-stirring intelligence that one million cigarettes are smoked in London every day. We shall

not dispute the accuracy of the statement, and we may add that over a million fools waste a weekly "brown" on such journals, though it is only just to the good sense of the country to add that the circulation boasted of in many of the wretched numbers needs dividing by two to come near the truth.

THE West Hartlepool Conference has been anxiously debating the vital question: "Should Sunday school teachers smoke?" and, alas! there was not found even one just man to defend the weed, though smoking was denounced vigorously as "filthy," "unseemly," and "wasteful." Sunday school teachers should of course be vegetarians, non-smokers, and teetotalers, and should wear Jaegers. Their games should be backgammon and dominoes (billiards savours of sin), and their evenings should, when possible, be spent at Exeter Hall. Had the question been: "Should Sunday school teachers smoke *in class*?" the answer would have been obviously in the negative; but why they should not enjoy a few whiffs after their work is done, we fail to see.

SMOKERS visiting the Paris Exhibition should note that the order has gone forth from the Prefect of Police that smoking shall not be allowed within the covered precincts of the Exhibition. Pipes, cigars, and cigarettes are prohibited in all the palaces, sections, and pavilions, and already many persons have been summoned for persistently smoking after having been warned of the order by the policemen or attendants. Smoking can only be indulged in outside the buildings of the Fair. The reasonableness of the prohibition is obvious, since a fire would be a truly appalling catastrophe.

A GENTLEMAN who writes to a morning contemporary over the signature of "A Hater of the Weed," waxes furiously indignant over the notion that the Y.M.C.A. should provide smoking rooms for their members:—

"It would appear that the spirit of the age is to bring down Christianity to the level of the world instead of to raise the world to its standard. No better idea could have been suggested to make or liken so valuable an institution to that of a common tavern as that to have such a room set apart within the walls of a Y.M.C.A., and the attitude taken by its members is worthy of copy by the more worldly Y.M.C.A. I am acquainted with. I would glean from your would-be wise and very suggestive friend his ideas of a Y.M.C.A. success is to be from a numerical stand only. Let every member who pays his annual subscription not only pay it for the sake of being a member for some of its social benefits, but for the best and most blessed of purposes of leading others to leave the free and easy life of ease and freedom to that of a higher, holier, and more Christian walk toward the goal which all true men desire to achieve. I would like to know how our friend makes smoking a Christian virtue, and one so necessary to be attached to a Christian institution. Perhaps before long we will find a minute upon our church records suggesting smoke rooms being attached thereto."

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.)

Manufacturers of the Popular Registered Brands of Cigars.

Established 1832.

**La Fragancia AND Gironde**

**JAMES STEEL & CO.**

TELEPHONE 5102  
Telegrams, "AROMA, LIVERPOOL."

ELAINE, IMPERIALES, CISSIA, PAULA, LA STELLA, MY FANCY, LA AROMA, EL GLOBO, COURTS, FABARISA, STEEL'S MEXICANS (CON. FINA & REG. PRINCIPES) etc  
Factory: 78, DUKE ST., LIVERPOOL.

N.B.—The Trade only Supplied.

Price Lists on Application.



Sit down, Sir,  
and read this!

**TRAPPER**



**CUT NAVY PLUG**

Packed ONLY in 1/2 oz. Cases to retail at  
**THREE HALF-PENCE.**



Sample and Price may be obtained (on receipt of Trade Card) from  
**RICHARD LLOYD & SONS, London.**

**HOFFMAN HOUSE CIGARS**

(The HILSON COMPANY, NEW YORK, U.S.A.)

Agents for the Provinces:

**IND, COOPE & CO., Ltd., Burton-on-Trent,**  
**CIGAR IMPORTERS & BONDERS.**

Telephone:  
137, NATIONAL.

Telegrams:  
WHISKY, BURTON-ON-TRENT.

TERMS AND PRICES ON APPLICATION.



It is but a narrow notion of Christianity to seek to prohibit rational and harmless pleasures. Mr. Spurgeon, who would, we presume, be called a Christian even by "A Hater of the Weed," had no such absurd views, and dearly loved a good cigar, even, we have heard, going so far as to smoke on the way to church. Why on earth should not a man who smokes be capable of leading others to a higher life? It is this kind of pernicious bigotry which does the most serious damage to the Y.M.C.A., an institution which, properly managed in a liberal spirit, could be of incalculable benefit.

MR. JOSEPH HATTON, in one of his charming "Cigarette Papers" in *The People*, thus pleasantly discourses about "Tobacco on the Stage":—

"The cigar, the pipe, and the cigarette have all made good play for the actor. Mr. Beerbohm Tree is a master of what is called 'business' on the stage. I recall a subtle touch in 'Called Back.' As the villain, Tree, intent upon watching an adversary, quietly lays his cigarette paper on his knee, drops his pinch of tobacco upon it, rolls it, and conveys it to his lips, never once withdrawing his eyes from his opponent. In just the opposite direction of unreality, in Toole's business with the pipe in 'Uncle Dick's Darling.' However true Toole was to the life of dear, unsophisticated Uncle Dick, you never felt that he was smoking. The attitude was perfect, the situation all that the actor could make it, but he was not smoking. The fact is, Toole could not smoke. When in later years he affected to be inhaling the fumes of a cigarette, he was simply trying to smoke camomile flowers. Willard, as the villain of a powerful play which he produced in America, used to literally chew the butt end of a cigar during a trying episode of the drama. Byron was wont to walk through a comedy with a cigar as Gillette does, and got fairly dramatic suggestion out of it."

MR. HATTON also chats pleasantly about Carlyle, and his remarks are well worth quoting:—

"One of the most human of the many portraits of Carlyle represents him sitting in a low seat by a winter fire. His pipe has evidently just been removed from his lips. The smoke rises in a wreath from the bowl. The Sage of Chelsea is on the point of speaking.

"What a smoker he was, that same illustrious Carlyle! How he loved his pipe! Have we said so before, and chatted about him in these pages? Well, there are some subjects that are never old. During the budget debate the other day I thought of a remark of his that I wish some strong member had quoted. Not that I would have desired to worry the Government, but if I had been the Chancellor of the Exchequer, before I had increased the tax on English beer and English spirits I would have gone heavily for French wines and ditto brandies. 'The Government,' said Carlyle, 'lay a tax of some hundreds per cent. upon the poor man's pipe, while the rich man's wine pays scarcely one-tenth of this impost; but it is a comfort to think that (as I have been told) the amount of tobacco smuggled is about as great as that which pays the duty.'

"Loving silence and meditation, Carlyle naturally loved tobacco, and he loved it in one way—tucked into a long clay pipe. 'Nobody comes whose talk is half as good as silence. I fly out of the way of everybody, and would much rather smoke a pipe of wholesome tobacco than talk to any one in London just now.' But surely that was liver! Even under the tyranny of dyspepsia a man must be clever, tremendously learned, must have a memory choked full of splendid reminiscences to love silence before pleasant companionship. But Carlyle was all in all to himself; though he loved a crack with an agreeable man of well-stored mind. Smokers love to have this strong man on their side, who could say with power: 'Tobacco is one of the divinest benefits that has ever come to the human race.'"

A PARAGRAPH is going the rounds as to the alleged virtues of Boer tobacco, and the imaginative writer suggests that in the course of the next year or two all smokers will be consuming it, and that tobacco growing will eventually be one of the principal industries of Natal. In Africa no doubt there is a demand, but this is owing to the extreme dryness of the climate, and the weed, which there is carried about loose in a dry powdery form, would certainly be quite unsmokable in this country. Neither, indeed, can Boer tobacco be justly described as the "fragrant" weed, its odour being simply intolerable to all but its devotees—indeed men have been known to be completely overcome with the smell emitted by the pipes of their companions, though themselves heavy smokers of ordinary tobacco. We think there is not much chance of the fearsome product gaining a hold on English smokers, despite the efforts of the ingenious scribe who penned the paragraph in question in the attempt to suggest another "possible result of the war."

ON another page will be found a summary of the fortieth annual report of the Tobacco Trade Benevolent Association. The Association has continued its usual valuable work, and ended the year with a balance in hand of £520 6s. 1d. This is about £45 better than last year's result, and indicates that increasing support is being extended to the work. Nevertheless, with a total of £425 5s. in annual subscriptions, and £14 3s. 6d. in new annual subscriptions, there is a large margin for development, and we trust that next year the balance will be even more satisfactory. The work is carried out with zeal and energy by all concerned, and the good done in relieving genuine cases of distress is incalculable. We know of no better object than this to commend to the generous support of the trade, and we would urge all who value the efforts which have been made through this organization to lighten the burdens of those who have fallen into misfortune, to make still further sacrifices in order that the loyal and devoted Committee may be enabled to extend their field of operations. We gather that the question of providing almshouses for some of the pensioners has been most pressing, and we hope that the trade will respond liberally to the special appeal which will, we understand, shortly be made to them.

"LA CINGARA," finest imported Mexicans.

Sole  
Importers:

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

# USEFUL LINES FOR TOBACCONISTS

(All our own Manufacture.)

**PACKET SHAG TOBACCOS.**

**BRIGHT FLAKES.**

**RICH DARK FLAKES.**

English Glory	1/16	1/32					
Chester Cut	"	"					
Friendship	"	"					
Light Flake	... 1 lb.		Boxes	3/10		per lb.	
Golden Bud	... 1 lb.		"	4/-		" "	
Bright Flake	... 1 lb.		"	4/2		" "	
Perfect Treat	... 1 lb.		Tins	3/9		" "	
Friendship	... 1 lb.		Boxes	3/8		" "	
Afghan	... 1 lb.		Tins	4/1		" "	
Heavy Dragoon	... 1 lb.		"	4/4		" "	
Hurricane	... 1 lb.		"	4/4		" "	

*Subject to the usual Trade Discounts.*

Besides being Tobacco, Cigar, Cigarette, and Pipe Manufacturers, we are the originators of the "MIXED PARCEL" System, and stock ALL MAKES Tobaccos, &c., in larger and greater variety than ever.

We are using every endeavour to get out our NEW GENERAL PRICE LIST with all possible speed. It will be a gigantic Trade Encyclopedia, and simply invaluable to tobacconists. In the meantime all goods are charged at Manufacturers Revised Prices.

Our £5 MIXED PARCELS are specially useful during this crisis in the trade, and we allow our maximum discounts on them, and pay carriage.

ALL ADDRESS NECESSARY

**SINGLETON & COLE, Ltd.**  
**BIRMINGHAM.**

THE prize of 20s. worth of Messrs. Jacobi Brothers & Co.'s "Sweet Cherry-tipped Cigarettes," in the advertisement of which we purposely mis-spelt the word "application" last month, goes to Mr. Thomas Ashford, tobacconist, of 167, Alfreton Road, Nottingham. Unfortunately the word "faithfully," in Messrs. Millhoffs' advertisement, was also mis-spelt, through a printer's error, but Mr. Ashford's letter being the first one opened and being correct, we do not consider ourselves called upon to entertain the latter word. Had, however, a competitor's letter containing the word "faithfully" been the first one opened, we would, as in previous cases, have honoured it by awarding that competitor a prize as well as to the sender of the word intentionally set out. It is interesting to note that, among the coupons we have received in this competition, are those bearing addresses, not only in England, Scotland, Ireland, Wales, and the Channel Islands, but also France, Germany, Belgium, and Denmark; while a Cape Town reader sends us the correct solution to the February competition, but this, we fear, arrives too late, except for "honourable mention."

THE United Kingdom Cigar Manufacturers' Federation deserve hearty support in their efforts to obtain an equitable re-adjustment of the present heavy rates charged by the railway companies for the carriage of their products.

THEIR demands in this respect cannot be said to be anything but reasonable, when we remember that the companies carry imported cigars for a much lower charge. They ought to be the more willing to make concessions in this instance, since they have in many cases the profit attaching to the carriage of the raw material from the port of arrival to the factory. Unfortunately, however, the present is not a favourable opportunity of approaching railway companies, since in all directions they are striving to recoup themselves for their heavily increased expenditure on coal.

A POINT in the manifesto recently issued by the Federation is that the boxing of the cigars is in many cases a large proportion of the weight carried. In view, therefore, of this difficulty, may we venture to throw out the following as a suggestion:—

Manufacturers of British cigars owe a considerable amount of their trade to the production of retailers' private brands; where these are intended more particularly to be sold over the counter by the tobacconist himself, would it not be possible to pack them in boxes of 500? Where the proprietor of the brand possessed a connection which entailed the supply of his cigars in fifties or hundreds, as before, a certain proportion of his order might be filled with these sizes. Another point in favour of this suggestion is that it would greatly reduce the cost of production per thousand, owing to the economy effected in the labelling and cost of cedar boxes.

## Cuban Necessities.

AN official paper has recently been issued by the Government of the United States, containing a number of interesting facts relating to the tobacco industry of Cuba. Much of it is historical and descriptive of the different types of tobacco grown, but with the pamphlet is issued a supplementary and important statement of the present condition of the industry, made by Mr. Gustave Bock, of the firm of Henry Clay & Bock & Co., Ltd. Mr. Bock naturally traces the present state of the tobacco trade in Cuba to the Spanish-American War, and states that the principal causes of destruction are three, and sub-divides the third reason into five heads, as follows:—

1. Depopulation of the country.—It is an undoubted and recognized fact that the scarcity of men employed in the country has greatly reduced the production of tobacco, limiting it to small zones, where, at great expense and sacrifice, a small production has been obtained. This reduction in the population is estimated at 65 per cent., as may be seen by the statistics of the districts of Guana, Remates, Grifa, Cortes, and Sabalo, in the province of Pinar del Rio, to which we will limit ourselves, not to make these notes too long. Before the war there were 36,000 inhabitants in the province named, and the average production of leaf tobacco was 60,000 to 65,000 bales. To-day there are scarcely 6,000 inhabitants, and the last crop was barely 6,000 bales; and these were produced thanks to the efforts of a foreign syndicate, which, risking its capital, and with few hopes of future compensation, began the work of reconstruction, thereby saving thousands of families from a certain death.

2. Seizure of Cattle.—Cattle (this most important feature in agriculture) have been reduced to such small numbers, that in some tobacco districts there are absolutely none, and in the few places where there are any left they are entirely insufficient for the most urgent requirements. Cattle in this island is an article of first necessity. Without exaggerating the expression, oxen constitute the right hand of the farmer during the crop. Their work commences with the plough and continues without rest until the crop is gathered and taken to the seaboard. They cannot be replaced by any other animal, as has been proved by experience, practice having shown that horses and mules are unavailable to this service in view of the special topography of the Vuelta Abajo district and the climate of the island of Cuba. One of the chief reasons of this scarcity is the constant seizure of the cattle by the government troops, carried on unmercifully. It is not necessary to prove that this state of affairs will bring about the complete annihilation of cattle, leaving the poor labourer and the majority of the inhabitants of the Vuelta Abajo in the most precarious of circumstances. The consequences of this unjustifiable measure will affect not only those employed in that province in the fields, but also those in the towns and in Habana depending exclusively on the tobacco industry. Without a crop, without raw material, the factories will have to close their doors, and the misery, with all its horrors, brought about by the system of reconcentration, will only be renewed.

3. Loss of Capital and Credit.—The disappearance of capital, and the consequent absence of credit, are due essentially to the above mentioned causes. It is unnecessary to prove this statement; it has been the inevitable. These are, I repeat, the principal causes which have brought about this disastrous condition of the tobacco industry.

That the reconstruction be permanent it is necessary to give ample protection to the farmer, and for this we need:—

1. The Promotion of Immigration.—All obstacles to the return of the white man to his labour in the fields should be removed. As the existing number of white labourers is entirely insufficient for

T. VAFIADIS & Co.'s Cigarettes, packed in neat tins of 25 without extra charge.

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

Freeman's  
**'DARVEL BAY'**  
(BORNEO)

Cigars  
STILL HOLD THE LEAD,

AND SELL AS FREELY AS IMPORTED HAVANAS.

*Made in six sizes.*

Sole Agents : JOHN CARIDI & CO.,

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

Telegraphic Address:

"DRASTIC, LONDON."

LONDON, E.C.

Telephone: 477 Avenue.

the needs of the cultivation of tobacco, it is necessary to favour as much as possible the immigration of Canary Islanders, who constituted, before the war, the majority of the tobacco growers. Their knowledge and condition make them suitable for the working of these fields in preference to others.

2. Free Importation of Cattle.—The immediate free importation of cattle is necessary, as only a few oxen and milkers are left. As I have already stated, oxen are the principal factors in the farmer's work in this district, and it is necessary to import them without delay and free of duty, as the labourer cannot afford to pay the exorbitant duties now enforced. Immediate attention should be given to this subject, in view of the fact that work on the next crop must begin in a very short time.

3. Inducement to Capital and Revival of Credit.—With the free importation of cattle, immigration of white labourers, and the establishment of a firm and stable government, undoubtedly this district would return to its former prosperous condition. Peace, order, and work, would invite capital to lend a vigorous and impulsive hand to regain the district's lost wealth and credit.

4. Construction of Roads.—The province of Pinar del Rio has always felt the want of communication with the commercial centres. After three years of war, between neglect and destruction, there are to-day practically no roads. This evil has caused an increase in freight rates, and in some cases the rates exceed the value of the goods. To promote the industry of the province new roads should be built and the old ones reconstructed.

5. Establishment of a Corps of Rural Police.—The establishment of a corps of police is an important point to the country districts under conditions now given to the civil guards, an armed force for the persecution of bandits and the maintenance of order in the country districts of Cuba. It is not to be expected that all the vagabonds, thieves, and bad characters that existed before the revolution have decreased in numbers, considering the irregular lives they must have been leading, and now that peace is restored that they will become honest and good workmen. Protection against this class of people can be afforded the tobacco grower by a well constituted corps of rural police.

Continuing, Mr. Bock says: To insure a planter the sale of his crop at a price in proportion to the cost of production, it is absolutely indispensable that the regulations prohibiting the importation and re-importation into this island of all foreign manufactured or unmanufactured tobacco should continue in force, excepting only snuff and chewing tobacco, that have always been imported here and have in no way hurt our trade or agriculture. Of the many laws and decrees which the Madrid government has issued to favour this colony none has been wiser than this prohibition of the importation of foreign leaf tobacco, thereby avoiding the importation of a leaf of inferior quality by unscrupulous persons, who, after manufacturing the cigar in the way usual in this country, made, perhaps, with a small portion of Cuban leaf, would export it as genuine Habana—a business which would prove most profitable to the adulterator, but which in time would totally ruin the reputation of our products, both agricultural and industrial, bringing about a decrease in prices which would eventually cause a cessation of the cultivation of tobacco.

The production of tobacco in normal times is estimated at: In Pinar del Rio, called Vuelta Abajo, 260,000 bales; in Habana, called Partido, 70,000 bales; in Las Villas, Sta. Clara, called Remedios, 130,000 bales; and in the Eastern provinces, called Mayar y Gibara, 100,000 bales—a total of 560,000 bales which, on an average of 50 kilos, per bale, approximates 62,000,000 pounds. In Vuelta Abajo there is much uncultivated land, and with permanent peace and a stable government that could insure protection to capitalists, this production could easily be almost doubled in Vuelta Abajo and the other provinces named.

Having thus expressed his views concerning the production of tobacco-leaf, Mr. Bock proceeds by referring to its manufacture, in the following words:—

It is impossible to estimate how important an industry it would be to-day, if, instead of the setbacks it has received, its energies had been allowed to develop. The universal reputation which this leaf enjoys, owing to the excellency of its quality and the perfection of its manufacture, would increase threefold if the industry were promoted. It is to-day the second most important industry in the country, and in the provinces of Habana and Pinar del Rio it is the foremost. With 100,000 cwt., costing \$4,000,000 in 1889, the following has been manufactured: For exportation, 250,000,000 cigars, valued at \$11,500,000, and for local consumption, 50,000,000 cigars, valued at \$2,000,000—a total of 300,000,000 cigars, valued at \$13,500,000, to which is to be added the annual output of cigarettes, valued at from \$3,000,000 to \$4,000,000 per annum.

However, the importance of this industry must not be gauged by these figures, but by the fact that the proceeds of it circulate rapidly and give life and movement to other industries that depend upon it, which in the city of Habana alone employ from 18,000 to 20,000 workmen, who, with their families, represent from 45,000 to 50,000 people. Having cursorily glanced over its actual importance, let us study its future. Even if under the auspices of peace and adopting the proper measures for the future of the agriculture and production of tobacco, a brilliant and promising future is assured, this cannot be said, unfortunately, of its industry and manufacture. The future of the former is promising; it has no rival in the world. There is one Vuelta Abajo district. But the latter, besides being handicapped by excessive competition, has the insurmountable obstacle of being taxed by the treasuries of countries burdened by a heavy national debt, while other nations, like the United States, levy heavy duties on cigars to protect their national industry in its various phases. In proof of this, mark the following figures, which show the gradual decrease of the manufacture of tobacco in this island, a decrease which nearly reaches 50 per cent. of the normal: In 1889 there were 250,467,000 cigars exported to all countries; 211,823,000 in 1890; 196,667,000 in 1891; 166,712,000 in 1892; 147,365,000 in 1893; 134,210,000 in 1894; 158,662,000 in 1895; 185,914,000 in 1896; and 123,417,000 in 1897. Thus the exportation of cigars decreased from 250,000,000 in 1889 to 123,000,000 in 1897—speaking in round numbers. On the other hand the exportation of leaf tobacco has increased the same 50 per cent.—from 177,000 bales exported from the port of Habana in 1889, to 250,000 bales exported in 1895, using round numbers. It is then easy to understand the actual condition of the tobacco industry and its dependencies, and that of the numerous families who live by the work that this gives them. Their future, therefore, cannot but be darker unless laws are not immediately passed and enforced to protect them and raise them from the abject state in which they find themselves.

To protect and promote the prosperity of this industry it is necessary:—(1) To maintain the suppression of export duty on cigars, ordered by the local government of this island on December 31, 1897, both on cigars and cigarettes and packages of cut tobacco, as well as on tobacco in fibre or powdered, which are considered as industrial products thereof. (2) To maintain to its full extent the export duty on leaf tobacco, ordered at the same time, of \$12 per 100 kilos (220 pounds), for that grown in the provinces of the west and centre of the island (Vuelta Abajo, Partido and Remedios). (3) It is also indispensable that the prohibition of importing and re-importing all tobacco, whether prepared or in leaf, be maintained."

#### A SMART HUSBAND.

STRANGER (midnight): "I should like you to go to 999, Suburb Avenue to see my wife."

DOCTOR: "All right; I'll be ready as soon as I can get my carriage. Wait, and you can ride with me."

DOCTOR (two hours later): "I can see nothing the matter with your wife, except that she seems pretty mad at being waked up."

STRANGER: "Remarkable recovery, I must say. Here's your fee."

WIFE (five minutes later): "Why in the name of common sense did you bring a doctor to see me?"

HUSBAND: "There was a break-down on our line, and it was cheaper than hiring a cab."—*New York Weekly*.

# "FLOR DE ROSEBERY"

GUARANTEED FINEST SELECTED HAVANA FILLERS.

Acknowledged to be the finest quality **3<sup>D.</sup>** Cigar in the Market.

**Edmund Alton & Co., Nottingham.**

MANUFACTURERS OF HIGH-CLASS BRITISH CIGARS.

Muratti's Ariston Cigarettes

IN ENAMEL POCKET  
CASES OF 25.  
NEW LINE JUST OUT.

Muratti's Nebka Cigarettes

SALES OVER  
**20** MILLIONS  
ANNUALLY.

Muratti's Gold Flake Cigarettes

THE MOST PERFECT  
**2D.** LINE  
ON THE MARKET.

B. MURATTI, SONS & Co., Ltd.,  
MANCHESTER & LONDON.

**THE**

# FLOR DE MUNSHEE

(CIGARS and WHIFFS),

The Perfection of Mild Indian Cigars.

\*\*\*\*\*

SOLE AGENTS—

**JOHN CARIDI & Co.,**

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

Telegraphic Address: "DRASTIC," LONDON

Telephone: 477 Avenue.

## Our Smoking Mixture.

**TOBACCO AND MICROBES.**—At the Hygienic Institute of Pisa University it has been discovered that Virginia cigar smoke kills the microbes of seven different diseases. Other kinds of tobacco retarded the development of the germ. This is thought to be the reason why Florida smokers enjoyed an immunity from yellow fever during the epidemic.

**"FIGGERS."**—The *Gaulois* publishes some facts for the benefit of the members of the Anti-Tobacco Society in France. The sum accruing to the French Treasury through the tobacco monopoly was increased last year to 329 million francs. The quantity sold was 38,161,627 kilogrammes, which represents one kilogramme per inhabitant, and nearly three kilogrammes for every male adult. The average consumption of tobacco for each inhabitant has almost tripled during 70 years. In 1830 the average consumption was 352 grammes; in 1845, 529; in 1861, 763; in 1875, 840; in 1880, 907; in 1890, 744; and in 1898, 990 grammes.

**MORE VICTORIAN LEAF.**—It has been decided by the Minister of Agriculture, in view of the satisfactory price—4½d. per lb.—obtained in the London market for the balance of the Victorian tobacco leaf shipped by the "Vondel," to continue the export of that article. There are about 100 tons of leaf in the Wangaratta district available for export, and this will be prepared for shipment under the supervision of Mr. Bondurant, Government tobacco expert. On all leaf sent through the department to London an export bonus of 3d. per lb. is paid.

**THE SMUGGLING CHINEE.**—The days must be past in which an extensive system of smuggling cigars, tobacco, opium, &c., from China was possible, but still it is found to be worth the while of the Customs Department to employ a number of officers and staff of deputies to do what is technically termed "rummaging" on board ship. Yesterday, as a *Herald* reporter was aboard one of the steamers from the Flowery Land, this interesting duty was in progress. A number of men armed with screw-drivers, hammers, sounding-rods, and sharp-pointed pieces of steel or iron, called "prickers," were exploring the steamer for the little "plants" of cigars or tobacco so dear to the Chinese heart. Here one man was seen climbing the rigging, and how he could have scented the fragrant weed at so great an elevation above the deck seemed strange. Yet sure enough, upon reaching the electric lamp which serves as a headlight, the guardian of the revenue hauled out package after package of Chinese tobacco, which he let drop on the deck, 50 ft. below, with the remark, "What do you think of that?" Upon asking a bystander if he could explain away the intuitiveness of that officer, he replied, "Oh, yes, some one gave him the tip. When you know the Chinese, you simply find that nine times out of ten there is a traitor in the camp." While the tobacco shower was falling out of the lamp, another Customs searcher was prodding out packet on packet from beneath a steam-winch fixed to the deck, but which, it turned out, had a hollow space in the ironwork composing the bed of the winch. No ordinary passer-by would have hesitated to declare that it would be as impossible to pick tobacco out of that apparently solid casting of iron as to extract gold from it. Nevertheless, package after package came from it. In the grand saloon were men sounding the highly-polished panels, while some others were hauling out boxes of cigars from beneath the richly-upholstered cushioned settees, and from behind bright

mirrors. The result of the afternoon's work was not far short of a ton of Chinese tobacco and Chinese cigars.

**CANADIAN TOBACCO.**—The Canadian farmers who of late years have paid attention to the cultivation of tobacco are said to be so satisfied with the results that it is intended to greatly increase the number of acres devoted to the nurture of the weed. Mr. Auld has recently given some particulars of the Canadian industry, from which we gather that Canadian tobacco is used by twenty-five factories, and he estimates that the Canadian farmer has reached a point in the cultivation by which about £120,000 per annum is realised which previously went to America. He is of opinion that the consumption of Canadian tobacco is rapidly increasing, and fixes 9,000,000 pounds as last year's consumption. America, however, still leads, while perhaps the Continent of Europe comes next. It is interesting to note that Germany is the greatest consumer of tobacco per head, next comes America, and although the Britisher is a long way behind he is steadily creeping up.

**REUTER'S CORRESPONDENT** at Madrid reports that serious disturbances have taken place in the province of Murcia, owing to the increase in the tobacco duties. This is not very surprising, for the cigarette is as indispensable to the Spanish artisan, peasant and loafer as the pot of "four 'arf" is to the industrious British workman. When, however, we learn that at La Union a man caught smoking was killed as a protest against the new duty, we begin to lose sympathy with the Spanish devotees of the weed. True, the murder was committed by a member of an Association which boycotts the use of tobacco as a protest against the new duty. No doubt it was very annoying to this member to find another man smoking when he was debarred from smoking himself, but he might have protested a little less violently. Seriously, the new duties by which the Spanish Finance Minister is trying to replenish the exchequer are causing grave discontent throughout Spain. Instead of increasing taxation to an unbearable limit, the Treasury should have devoted its energy to economising expenditure, and to a more effective collection of the taxes previously imposed.

**A BUILDING** in the French Exhibition grounds will be devoted to the manufactures carried on by the French Government. The principal of these are tobacco and matches, both of which are State monopolies, and the show will include the process of manufacture and the appliances and machinery employed. Both establishments are of considerable importance. The tobacco manufactories produced in 1898 more than 76 million pounds of the leaf in its different forms, realising a sum of 404 million francs (£16,160,000), and giving employment to 1,550 men and 15,100 women. The average wages paid to the men is 5f. 36c. per day, and to the women 3f. 34c. They enjoy, besides, other favours, such as pensions for old age and to widows and orphans. The match industry, which has only been since 1889 under the direct management of the State, is of less importance, but, nevertheless, employs 619 men and 1,450 women. The day's wages are higher than in the tobacco workshops, the men's averaging 5f. 90c., and the women's 4f. 33c. The occupation is, however, an unhealthy one, in spite of the precautions taken and the efforts of chemists to discover new methods and substances to minimise the risks of fire and explosion, and the danger to health from manipulating them. In view of this Exhibition, the Department of Finance, on which the two manufactories depend, has published monographs describing the history of these branches of industry. The number of matches consumed in France in 1898 was 34,481 millions, an average of 2.11 per day per head of the population. It is stated that the rate in Russia is 4 per head, in Switzerland 5.2 per head, in Germany 5.4 per head, and in Austria 7.9 per head. The small consumption in France may be explained by the high price at which the matches are sold.

# “CARLTON.”

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

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

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

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

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

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

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**WM. CLARKE & SON**  
**LIVERPOOL & LONDON.**





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

## MULTUM IN PARVO.

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

### Trade Notes and Announcements.

THE CHURWELL CIGAR MANUFACTURING Co., of Leeds, have acquired the business lately carried on by Messrs. Young & Co., at Crown Street, Halifax.

The death of MR. GEORGE E. CRAVEN, tobacconist, of Station Road, Osset, will not interfere with the continuance of the business, which will be carried on by Messrs. William & Herbert Craven, under the style of Craven Brothers.

MESSRS. J. FRANKAL & Co., cigarette manufacturers, have removed to 332, Mile End Road, E.

MESSRS. S. GAWITH & Co., Kendal, have forwarded to Lord Roberts, at Bloemfontein, 5 cwt. of tobacco for distribution amongst those troops most in need of it.

MESSRS. GOODMAN & HARRIS, the well-known and old-established cigar manufacturers, of Leicester, are now represented in Lancashire, Cheshire, Durham, and the Potteries district by MR. JOHN TAYLOR. Mr. Taylor is well known and popular on the road, so the combination should prove a good one.

THE HAVANNA CIGAR MANUFACTURING Co., of Havannah, Cheshire, have received an order from Mr. G. Coultts Antrobus, J.P., for a case of cigars to be forwarded to the Cheshire Regiment, at present in the Transvaal. A stipulation on the order was to the effect that each box had to bear the name and address of the manufacturers, so that the regiment might know that the cigars were made in their own county.

A London firm of cigar importers inform us that they have received advice from their agents in Manila that there is a considerable rise in the price of leaf tobacco in that city, some descriptions having advanced 50 per cent.

MESSRS. LUSBY, LTD., of 44, Upper East Smithfield, E., write us to the effect that, owing to the large number of British cigar contracts which they have received from the wholesale houses, they have decided to discontinue supplying all proprietary articles, and confine themselves to goods of their own manufacture. The proprietary stock has been disposed of to Messrs. Foyle & Sons, of Houndsditch, who will be pleased to supply these goods in the future.

MESSRS. GEORGE MASON & SON, of Spital Mills, Chesterfield, are still offering prizes amounting to £200 in connection with the sale of their various specialities. It is not too late to write them for particulars.

MR. J. G. MIDDLETON, tobacconist, Skegness, has been elected a member of the Urban District Council.

MESSRS. MURRAY, SONS & Co., LTD., of Belfast, have decided to name their new factory the "Whitehall Tobacco Works"—Whitehall being the birthplace of Sir George White. The firm wrote to Sir George to ask if their intention met with his approval, and received in reply the following letter from the hero of Ladysmith: "R.M.S. Dunvegan Castle, at sea, April 1, 1900. Dear Sir.—Your most kind, and to me gratifying letter, dated 'Belfast, March 1,' reached me just before I sailed from the Cape, invalided. I have to thank you very much for your congratulations on the relief of Ladysmith, where we had a trying time; but the garrison was a good and brave one, and I think saved Natal. I shall consider myself highly honoured if your directors decide to call Murray, Sons & Co.'s new premises the 'Whitehall Tobacco Works.'—Believe me, yours very faithfully, GEO. S. WHITE."

MESSRS. NOAKES, CARDEN & Co. have been compelled by city improvements to change their Liverpool offices. Their address in that city is now 2, Hood Street, Whitechapel, Liverpool.

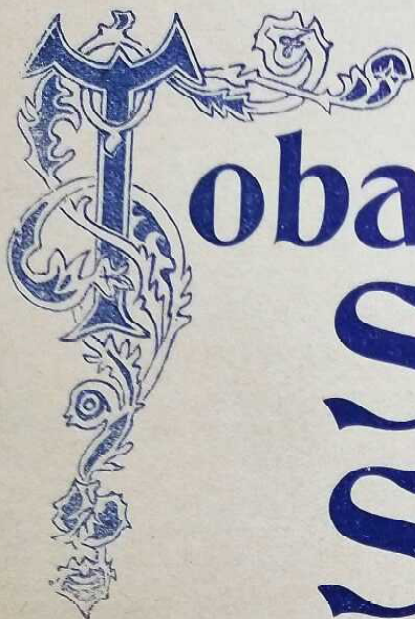
The two directors of MESSRS. LUSBY, LTD., Captain Orr and Mr. Cazenove, who are at present serving with Her Majesty's forces in South Africa, were not forgotten by the shareholders at the annual meeting of the Company, held on the 30th ult. A vote of thanks and other pleasant greetings were passed, to be forwarded to the gallant gentlemen.

MR. R. RATCLIFFE, tobacconist, of Oswaldtwistle, has been appointed excursion representative of the Liverpool and North Wales Steamship Co., Ltd.

MESSRS. EDWARD SAMUELSON & Co.'s report for the month of April states that the market for North American tobacco showed little animation during the past month. There was a noticeable increase in the demand for lower priced strips, Western and Virginia. The higher duty, it seems, will call for an increased quantity of inferior tobacco, and as all the world has been running on the common grades, which are in limited supply, values of these have been pushed far beyond the normal range, just as good and fine qualities have been depressed in the opposite direction. The goddess of cheapness has too many followers at present. Shippers turn their attention now to the coming crop, and anxiously ask how much tobacco will be displaced by cotton, which is now at a paying price. Some assert that a serious curtailment in the crop of brights is possible. The weather, however, is, after all, the chief factor, and even if the sections down South should grow cotton again instead of tobacco, it would matter little, so far as this country is concerned. In the West the usual preparations are being made to grow as much as possible.

The SOUTH LONDON TOBACCONISTS' ASSOCIATION met again at the Horns Assembly Rooms, on the 11th ult., but beyond reading the replies received from several manufacturers and electing a vice-president, very little progress was made in the real business of the society. A motion to the effect that members should pledge themselves to a price list of the Association was defeated by a large majority, only the proposer and seconder voting for the resolution.

MESSRS. LAYTON & KIRKLAND, manufacturers of the well-known "San Martino" brand of cigars, and who are now established at their new works, Milton Street, Leicester, have recently brought out a line of "Darvel Bay" and "Havanna" blend, which cannot fail to commend itself to the connoisseur. The quality and workmanship are of the highest class, and go far to prove the truth of the assertion that the Cuban manufactured cigar has a rival in that of British make.



THE

# Tobacconists' Supply Syndicate

Telegraphic Address:  
"CRACKERS, LONDON."

Telephone No.  
1235, HOLBORN.

## OUR NEW BUDGET PRICE LIST

Is in course of preparation and will be brought right up to date, and will be the most complete List in the Trade.

We hold the

### Largest and Most Varied Stock in London,

Saving the Trade time, trouble, and expense.

ALL GOODS SENT OFF ON THE DAY ORDER IS RECEIVED, our clients can rely on having the Largest Discounts obtainable on all orders sent to us at the present time.

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

**Warehouse :**

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

**Factory :**

21, FARRINGDON STREET, E.C.

**Branch Depots :**

10, LONG LANE, E.C.

127, STRAND, W.C.

43, HIGH STREET, PUTNEY.

36a, HILL ROAD, WIMBLEDON.



20, SUSSEX PLACE, SOUTH KENSINGTON.

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

263, PORTOBELLO ROAD, W.

238, GREAT PORTLAND STREET, W.

115, OLD KENT ROAD, S.E.

## TRADE NEWS AND NOTES—continued.

An amended table of exceptions from the general customs tariff of France, which is in force in Martinique, has just been issued, showing the following modifications with regard to tobacco:—“VIII.—Articles of Consumption—‘Colonial Produce.’—Leaf tobacco, 100 francs per 100 kilogs. (£2 os. 8d. per cwt.). Smoking tobacco and snuff, 100 francs per 100 kilogs. (£2 os. 8d. per cwt.). Chewing tobacco, 300 francs per 100 kilogs. (£6 1s. 11d. per cwt.). Cigars and cigarettes, 300 francs per 100 kilogs. (£6 5s. 11d. per cwt.).

A proposal has been put forward, emanating from the Edinburgh Tobacconists' Association, for the federation of the various Tobacconists' Associations of Scotland on similar lines to federations already existing in England. The main objects of the federation will be to consolidate the interests of all retailers throughout Scotland, and to secure, if possible, a uniform price list. There are at present over half a dozen retail tobacconists' associations in Scotland, most of which have been formed recently with the view of preventing excessive cutting of prices.

**LANCASTER AND DISTRICT TOBACCONISTS' ASSOCIATION.**—The annual general meeting of the Lancaster and District Tobacconists' Association was held at “The Crown” hotel, Morecambe, on Wednesday, the 2nd inst. Mr. A. Poole (President), Morecambe, occupied the chair, and there was a moderate attendance of members, most of whom were from Lancaster. The President regretted the very small attendance of Morecambe members. It may be mentioned that this Association is an old-established one, having been instituted in 1878. It was re-organised and extended in 1891, and since that time has flourished considerably. The past year has, however, been the most successful since the Association was established, the present membership being larger than at any previous period. The report, which was unanimously adopted, showed that there was at present a balance in hand of £11 7s. 6d. It was decided to hold the annual picnic on Wednesday, June 20th, when a drive will be taken to Arnside.

**MESSRS. SPENCER & Co., LTD.**, write to the *Madras Mail*, under date April 17, as follows: “It was, we think, on January 4 last, that you were good enough to give publicity to the fact that we sent 50,000 ‘Gold Mohur Bouquet’ cigars to South Africa, for the use of the sick and wounded among the Imperial Forces. We are now glad to be able to inform you that the Commissariat Storekeeper-General, Bombay, under date the 7th inst., informs us that he has received a communication from Lieutenant-Colonel F. W. B. Landon, D.A.A.G., Cape Town, dated February 14, in which he refers to the gift in the following appreciative terms: ‘They have been distributed amongst the wounded, and were much appreciated. Lord Roberts, V.C. and Commander-in-Chief, desires that you will express his thanks to the donors for their generous present.’”

**MESSRS. ALEXANDER NADEL and AMELIA ZAKHEIM**, cigar and cigarette manufacturers, carrying on business at 57, High Street, Whitechapel, E., as Nadel & Co., have dissolved partnership. Debts and accounts by Amelia Zakheim. Dated May 2, 1900.

**Limited Companies.**

**BRITISH DELI AND LANGKAT TOBACCO Co., LTD.**—A meeting of the holders of the 6 per cent. first mortgage debentures was held recently, at Winchester House, for the purpose of considering and, if thought fit, passing a resolution embodying the acceptance by the debenture holders, in exchange for their present bonds, of

debentures in a new Company, forming as at present part of a total issue of £70,000, and repayable at 105 by a sinking fund of 1 per cent., and, in addition, the appropriation of 20 per cent. of the profits in each year. Mr. Magnus Mowat, who was voted to the chair, in moving the resolution, remarked that, shortly after the great tobacco crisis of 1891, the Company issued a prospectus for £70,000 6 per cent. mortgage debentures, repayable at par in the beginning of 1902, £50,000 of which was allotted to applicants, the remainder being kept for the time being by the Company, and available for financing purposes. In 1895 about £2,500 of the debentures were drawn for repayment, the tobacco season of 1894 being a prosperous one. The directors had been busily engaged for a considerable time in trying to put the Company in a better position, and, in order to get the full benefit of the recent alterations in management, an addition to the present working capital had become absolutely necessary, and for this purpose they called a meeting of the largest shareholders. The latter appointed a committee, who went fully into the subject. The conclusions arrived at were, perhaps, the fairest in the interests of all concerned, and the directors were prepared to give the scheme their support. After dealing with certain objections that might be raised by debenture holders, and remarking that the Company had a good chance in the future, the chairman said that the preference capital now existing ranked next to the debts and debentures of the Company, and the new preference would do the same. As a consideration for giving up the preferential rights, the new scheme provided what he considered ample compensation. It was only by putting the existing preference and ordinary shareholders into one class that the latter could be expected to contribute. As to the ordinary shareholder, the scheme provided fairly for him, for if the concern were sold to-morrow, he would possibly get nothing, but by the adjustment and assessment proposed he ought to be a gainer, if the Company were to be at all successful in the future. In conclusion, he referred to the encouraging prospects of the Company. Surgeon-General A. C. de Renzy seconded the resolution. Mr. Huttenbach asked whether the terms offered to the debenture holders were such as to give a reasonable assurance that the scheme would be accepted by the ordinary and preference shareholders. Speaking from a shareholder's point of view, he thought that with the better security the interest should be reduced from 6 to 5 per cent. The chairman replied that the whole question had been very fully considered, and he must repeat that in his opinion it was the fairest which could be devised in the interests of all concerned. The resolution was carried *nem. con.*

**E. GABARROT & Co., LTD.**—A short time ago, it will be remembered that, owing to certain information which came to the knowledge of the directors of this Company, a committee of inspection was despatched to Mexico to inquire into the state of the Company's affairs in that country. As a result, on their return, strong measures were taken for the ejection of Mr. Gabarrot from the management of the Company's property. The following circular has now been issued, announcing how the new régime is working, and is, we think, a gratifying one for the shareholders:—

“2, Tokenhouse Buildings, E.C.,

“April 17, 1900.

“Dear Sir or Madam,

“In accordance with the promise given at the extra-ordinary general meeting held on 16th February last, I am instructed to give you the following information:—Our General Manager at Jalapa appears to be amply justifying the confidence we placed in him on his appointment, and which we expressed at the meeting of the 16th February last. He had at first to contend with

TRADE NEWS AND NOTES—*continued.*

difficulties incident to the change of management. The Company's business has considerably increased, although there has scarcely been time as yet to reap benefits from newly-established agencies. Orders have been coming in freely, and our deliveries in Mexico and shipments to other countries from the 1st January to the middle of March, 1900, are 24 per cent. in excess of the average of the four preceding years. As to the satisfactory character of the business, we are enabled to make the following statements based on the reports of our General Manager at Jalapa:—Profits on the business have considerably improved week by week. He reports a heavy increase in the manufacture of cigars, and, according to his showing, the net profits on the present output would be sufficient to pay the full preference dividend. It should be stated that profits in the earlier months of the Company's operations have not been on this scale, but now everything is working smoothly, and the outlook is promising. Should the business continue on the lately improved ratio, the directors feel justified in remarking that the ordinary shares now held in trust for the benefit of the preference shareholders will, with the other ordinary shares, become of value. We have secured the permanent services of a competent English accountant, with a thorough knowledge of Spanish. Complete accounts to date are due in the earlier part of August. The Company has no creditors. In addition to freehold lands, buildings, plant, machinery, trade marks, &c., the liquid assets amount to £30,000.

"By order of the Board,  
"W. M. REEVES, *Secretary.*"

**LUSBY, LTD.**—The shareholders in this Company held their second annual general meeting on the 30th ult., when the report of the directors was unanimously agreed to. Satisfaction was expressed by all concerned at the progress the Company had made in the past year, and an important and generous scheme, introduced by Mr. E. J. Lusby to the meeting, received the hearty co-operation of all present.

**MIDLAND CIGAR BOX MANUFACTURING Co., LTD.**—Registered on April 4, by H. Simpson, Bowling-green Street, Leicester, with a capital of £10,000 in £1 shares. Object, to acquire a portion of a factory at Mill Lane, Leicester, and to manufacture and deal in cigar and other boxes, packing cases, &c. The first directors (to number not less than three nor more than seven) are E. Reeve (Chairman), T. Allen, C. A. Goodman, F. Johnson, W. Ward, and W. Sedgwick. Qualification, £100. Remuneration, £1 1s. each per board meeting attended (£2 2s. for the chairman). Registered office, Rowton Buildings, Bowling-green Street, Leicester.

**THE PASQUALI CIGARETTE Co., LTD.**—Registered April 11, with a capital of £600 in £1 shares, to acquire and to carry on the business now carried on at 31, Conduit Street, London, as the Pasquali Cigarette Syndicate. The first directors are C. H. Helbert, The Rt. Hon. W. S. Robert Earl of Craven, and W. A. F. Coleridge. Qualification, £100.

The dividend of the **TURKISH TOBACCO MONOPOLY COMPANY** has been fixed at 14 f.

**SINGLETON & COLE, LTD.**—The third annual general meeting of the shareholders in this Company was held on the 9th ult., at the Grand Hotel, Birmingham, under the presidency of Mr. H. C. Clarke. The other directors, Messrs. Joseph Cole, G. W. Singleton, C. P. Plant and F. Simmons were also among those present. The report showed that the net profits of the year 1899, after making provision for bad and doubtful debts and depreciation, amounted to £6,877 10s. 4d. An interim dividend at the rate of 5 per cent. per annum having been paid in September last as a result of the first six months, a

dividend of 7 per cent., free of income tax, for the remaining portion of the year was recommended, this leaving £3,308 17s. 5d. to be carried forward to next year's account. By writing off the reserve of £8,323 8s., and taking £676 12s. out of the balance of profit and loss account brought forward from last year, the goodwill of the Company has been written down from £21,000 to £12,000. The Chairman, in moving the adoption of the report, thought that the purchase of the business of Messrs. C. H. Dobson & Son had been in every way a satisfactory one, the Company was in a sound condition, and now had a quotation on the Birmingham Exchange. Mr. Simmons, in seconding the motion, referred to the arduous duties cast upon the managers by the Chancellor of the Exchequer's changes in the past two years. The report was adopted, and Mr. Simmons, the retiring director, was re-elected, as were also the auditors, Messrs. James Vine and Francis H. Hinde. It is satisfactory to note the improved position of the Company, as their liabilities to creditors are £17,000 less, and the net profits £1,000 more, than these two items stood at in the last balance sheet. The stocks and amounts owing by sundry creditors are similar to last year's figures. The excess of the liquid assets over liabilities amounted to between £80,000 and £90,000, without taking into consideration freehold and leasehold properties, which remained in the balance sheet much under value.

**NEW LONDON BORNEO TOBACCO.**—The report of the directors of the **NEW LONDON AND AMSTERDAM BORNEO TOBACCO Co., LTD.**, for 1899, to be presented at the meeting to be held in London, on 16th inst, states that crop 1898, consisting of 1,691 bales, sold at an average of 87c. per  $\frac{1}{2}$  kilo. The proceeds amounted to £16,329, against a total expenditure in Borneo of £9,153. The net profit is £5,906, but as a debit of £2,785 was brought forward, the available balance is £3,121, out of which the directors propose a dividend of 1s. per share, equal 5 per cent., to place to reserve £450, and to carry forward £20. As to crop 1899, 197 fields were planted, yielding  $11\frac{3}{4}$  piculs per field, or about 1,600 bales, and 400 bales have been sold at an average price of 139c. per  $\frac{1}{2}$  kilo, leaving about 1,200 bales still to dispose of. As to crop 1900, good progress has been made in clearing, and it is expected that not less than 200 fields will be planted.

**Festive.**

An exceedingly pleasant evening was spent by the employés of **MESSRS. BEWLEY & Co., LTD.** (of "Flor de Dindigul" fame), on the 27th ult., when they held their annual Bohemian concert in the Crown Room, Holborn Restaurant. Mr. Baron Elkan occupied the chair, and genially ruled over a large and appreciative company. The programme was a varied one, several members of the staff vying with professional "talent" for first honours, and with so much success as to leave the result in considerable doubt. One thing, however, was certain, and that was the thorough enjoyment of all present.

**Fires.**

At about half-past seven in the morning of the 26th ult., a serious fire broke out upon the premises known as Wool Chambers, Sunbridge Road, Bradford, the upper stories of the building being occupied by **MESSRS. EDWIN ACKROYD & Co.**, cigar manufacturers. The firm gave employment to some forty women and girls, but it is believed that at the time of the outbreak no one was upon the premises, as work does not commence until eight o'clock in the morning. The fire brigade on their arrival found that the flames had already secured a very

## TRADE NEWS AND NOTES—continued.

strong hold of the whole of the rooms occupied by Messrs. Ackroyd & Co., and for a few minutes the spread of the conflagration was very rapid and alarming, the flames quickly bursting through the roof. After a very hard fight, extending over an hour and a-half, the fire was overcome, having practically been confined to the rooms in which it had broken out. These, however, were completely gutted.

Shortly before four o'clock in the morning of the 1st inst., the premises of 57, Castle Street, Belfast, in the occupation of MR. A. McMAHON, tobacconist, were discovered to be on fire. Constable Stafford, who made the discovery, after notifying the fire brigade, immediately made his way through one of the first story windows, and proceeded to an upper floor, where he found Mr. and Mrs. McMahon, with three children, asleep in a suffocating smoke. Their exit through the shop in the basement being cut off by the flames, he assisted them in effecting an escape on to the scullery roof in the rear. He himself was eventually rescued by the firemen. The damage which was done proved comparatively slight.

## Obituary.

MR. CHARLES HENRY LEDGLEY, tobacconist, of St. Leonard's Road, Windsor, on the 24th ult., aged 26. The deceased leaves a widow and an infant son, for whom much sympathy is felt in the neighbourhood.

MR. PETER PURVES, tobacconist, of 66, Princes Street, Edinburgh, on the 12th ult., after a long illness. Mr. Purves succeeded to his father's business about fifteen years ago, and was a well-known and respected trader in Edinburgh.

MR. JOSEPH YELL, representative of Messrs. J. D. Levy & Co., cigar manufacturers; suddenly, at Epsom, on the 25th ult.

An inquest was held, on the 11th ult., at the Burnley Victoria Hospital, before Mr. H. J. Robinson, on JOHN WILLIAM BOOTH, who was fatally injured at the Lancashire and Yorkshire Tobacco factory the previous day. James Hankinson, foreman, stated that the deceased worked under him, and he gave him orders to take some tobacco out of the press. He had been doing the work for some time, when witness heard him shout "Oh," and saw his head underneath the press. The weight that had fallen on him was five or six hundred weight. Asked what caused the accident, witness said one of the bolts gave way. There was something the matter with the machine before work began in the morning, and a mechanic was there to repair it when the accident occurred. There was no necessity for deceased to put his head under the press, but doing so made the work easier. A defect in it was discovered. The jury found that deceased met his death through the collapse of the press, and considered that negligence had been shown in allowing him to work, seeing that the defective state of the press at the time was known.

The funeral of the late MR. THEODORE BOGOSOFF took place on the afternoon of Saturday, the 5th inst., at Arno's Vale, Bristol. Mr. Bogosoff was foreman in the cigarette department at Messrs. W. D. & H. O. Wills' tobacco factory, in whose employ he had been for the last 21 years. The respect in which he was held by his fellow workers was exemplified by the beautiful floral tributes sent from the various branches of the factory, as well as by a large number of those attending the funeral. At Bristol bridge between 200 and 300 of the girls from the cigarette department joined the mourners, and followed to the cemetery. The service was conducted by the Rev. A. W. Riley, who delivered a brief address to the large crowd of mourners gathered round the grave.

## Law and Police.

## LAW.

DIAMOND CIGARETTE COMPANY *v.* MYERS. In the Lord Mayor's Court, on March 11, the Diamond Cigarette Company, Chiswell Street, sued Mr. L. Myers, 11, Poultry, to recover £13 4s., the balance of an account for goods supplied. Mr. Saunt (instructed by Mr. Pumfrey) was counsel for the plaintiffs, and the defendant was not represented. Mr. C. Snelling, plaintiffs' representative, gave evidence as to the defendant having ordered goods to the amount of £18 4s. He had paid £5 on account, leaving the balance now sued for. The jury found a verdict for the plaintiffs for the amount claimed.

NELSON *v.* OAKES BROS. & Co. At the Cardiff County Court, on April 10, before His Honour Judge Owen, the case of Edward Nelson *v.* Oakes Bros. & Co. was heard. Mr. Lewis Morgan appeared for plaintiff; Mr. A. P. Ingledew defended. The claim was for £26 for damages for non-fulfilment of contract. Plaintiff said that in November last defendants' traveller called upon him. He had been in the habit of giving the firm large orders for cigars, and on the occasion named asked for special terms for a supply, which was to be used for display in the window of plaintiff's Queen Street shop. An extra rate of discount was agreed upon; plaintiff gave a large order, and at once went to considerable expense in fitting up the window with cases, &c., to display the cigars. The firm afterwards repudiated the arrangement, and plaintiff sought to recover the expense incurred. In cross-examination plaintiff said that he had opened a new shop at 63, Queen Street, Cardiff, under the name of "Edwards & Co." Mr. Ingledew: Was not the name "Edwards & Co., Limited"? Plaintiff: It was Edwards & Co. Mr. Ingledew: Did you have that name posted on the shop? Plaintiff: Yes. Mr. Ingledew: And was it not "Edwards & Co., Limited"? Plaintiff: Possibly it was. His Honour: But do you mean to say that you had the word "Limited" there? Plaintiff: I cannot remember now. His Honour: Well, but you must know such a thing as that. I am not sure that you would not bring yourself into the clutches of the Companies Acts. Mr. Ingledew: It is a deliberate fraud, sir, and I say it advisedly. Plaintiff (excitedly, and thumping the desk with his fist): It is wrong, sir. You have no right to say such a thing. It is most unjustifiable. His Honour: I do not think it is a justifiable remark, Mr. Ingledew. Mr. Ingledew: Well, I withdraw, your honour. The Judge: This is a serious matter, Mr. Morgan. Mr. Lewis Morgan: I appreciate that, sir. But the traveller knew the plaintiff perfectly well. They had been dealing with each other before. Mr. Nelson (excitedly): I do not owe anyone a penny in the town. His Honour: Now, now. I think you had better leave it to your solicitor. In further cross-examination plaintiff said that he intended to turn the business into a company, of which he was to be the managing director, and he told the traveller so. The order that he gave amounted to about £75. Israel agreed to the arrangement, as he said he wanted to "get into Cardiff." For the defence, the traveller, Louis Israel, said that the name "Edwards & Co., Limited," was on the window of the shop. He saw Nelson, who told him that only the new shop was turned into a limited liability company concern, and that he was managing director. When the order was given, it was on the understanding that the firm agreed to it. The largest order that he had taken previously was for £10 or £12. The order in question was taken on the credit of "Edwards & Co., Limited," and when the firm found that there was no such company they refused to supply the goods. His Honour said that the order seemed to have been given in the

## TRADE NEWS AND NOTES—continued.

name of a non-existent company. Judgment must be given for defendants.

In the Divorce Division of the High Court of Justice, on April 25, before Mr. Justice Barnes, the case of *HARDING v. HARDING and HILLS* was heard. This was a suit of Mr. Arthur B. Harding, manager of a tobacconist's shop at Cheltenham, for a divorce, on the ground of his wife's adultery with the co-respondent. The suit was undefended. Evidence was given to the effect that the marriage took place at Paddington, on February 18, 1890. At the time petitioner was a professional singer. He afterwards got employment with a London firm of tobacconists, and latterly he had gone to manage a branch shop at Cheltenham. He had separated from his wife, and evidence was given to prove that she had been cohabiting with the co-respondent at Brighton. A decree nisi was granted.

In the Queen's Bench Division, on April 30, before Mr. Justice Grantham and a special jury, the case of *KING v. THE RIMBOEN CIGAR COMPANY* was tried. It was an action by Mr. Frank King, of Ipswich, a commercial traveller, to obtain damages for false imprisonment and malicious prosecution. The defendants, Mr. Henry Lafone and Tom Brown, directors of the Rimboen Cigar Company, of 61, Gracechurch Street, E.C., denied false imprisonment, and pleaded as to the prosecution that there was reasonable and probable cause. The case was originally tried by Mr. Justice Day and a jury last year, but on appeal being taken to the Court of Appeal last February, a new trial was ordered on the ground of misdirection. Mr. Marshall Hall, Q.C., Mr. Cannon, and Mr. Lewis Glyn appeared for the plaintiff, and Mr. Gill, Q.C., and Mr. Abinger for the defendants. Mr. Marshall Hall, in opening the case, said the plaintiff had long had a connection in the eastern counties as a traveller in cigars and cigarettes. In the summer of 1898, he entered the employment of the defendants at a salary which, at the time the events occurred, was arranged at £2 a week and commission, with expenses. The defendants objected to his receiving payments from customers, which he had no desire to do, but in a few cases of old customers, who insisted on paying him personally, he gave receipts, but intimated that they would receive official receipts from the head office in London. Among old customers of the plaintiff was Mr. H. Smith, of the "Running Buck," Ipswich, who gave a small order for cigars value £2 6s. 3d. He desired to pay cash, as he had no banking account, and this the plaintiff intimated to his employers, who wrote, "You can receive his cheque and send it on, or he can get a postal order and send it on"; all this fuss, said counsel, instead of paying in cash the traveller at the door. The defendants became dissatisfied with the amount of business the plaintiff was doing, and, on October 12, they gave him a week's notice to terminate his engagement. The plaintiff thereafter sent in his postage account for stamps, telegrams, poundage on postal orders, &c., £2 7s. 1d., which he had previously neglected to transmit. In acknowledging it, the defendants wrote, "An experienced traveller has just remarked to us that these are amounts which should come out of the travelling expenses allowed. It is for you to say as soon as possible whether you intend to travel for the Rimboen Cigar Company on modified terms. We have no objection to giving you a good commission." Not a suggestion was made that it was not an honest, *bonâ fide* account. A rather heated correspondence followed, the plaintiff refusing to represent the company on any terms whatever, and as his postage account remained unpaid, Mr. King, in the course of a letter of October 23, wrote to the defendants: "Re H. Smith, 'Running Buck Hotel,' Ipswich. Amount, £2 6s. 3d., discount, 3d.—Total, £2 6s. Postage account, £2 7s. 1d. Balance due to me, 1s. 1d. N.B.—I have collected above account as

requested by your letter of September 30, and, to save time and trouble, retain the amount in settlement of the postage account enclosed, which still shows a small balance in my favour." Defendants wrote that they would hold King and Smith jointly liable for the account, and though they knew well enough that the money had been paid to their traveller, they chose to sue Mr. Smith for the amount, £2 6s. 3d., in the City of London Court. Mr. King was called as a witness on behalf of Mr. Smith, and Commissioner Kerr dismissed the case, defendants having to pay the costs. On the evening of the same day, December 7, the plaintiff, who had left the company's employment, was at Liverpool Street Station, intending to return to his home at Ipswich, when he was arrested by a detective, who was accompanied by Mr. Robertson, the manager of the company. He was told that the charge against him was embezzling this sum of £2 6s. 3d. He was marched through the streets to Old Jewry police station, thence on to another police station, and was locked up in the cells all night. Next morning he was brought before Sir George Faudel Phillips at the Mansion House, who dismissed the charge. The learned counsel asked the jury to give substantial damages for the indignities and the loss to his reputation to which the plaintiff had been subjected. Mr. Frank King, the plaintiff, went into the witness box, and bore out in evidence his counsel's opening as to the circumstances of his employment and arrest. At Liverpool Street Station the detective said to him, "If you are not going quietly, I shall have to put something on you." After being charged he was searched, and everything taken from him, even his rosary, against which he protested, and he was put in a cell for the night. Next morning he was walked down to the Mansion House. His reputation and success in business had greatly suffered by his arrest, as, in the very keen competition in the cigar trade, a commercial traveller against whom a charge of embezzlement had been brought was placed at a great disadvantage. Cross examined by Mr. Gill: At the hearing of the case in the City of London Court, he heard Mr. Commissioner Kerr say something about a matter for the police, but did not know that it referred to him. Mr. Robertson was, so far as he noticed, the only person prosecuting at the Mansion House, and he alone had signed the charge sheet. On the Company's statements and account was a printed notice that travellers had no authority to receive payment or give receipts. On May 15, 1898, he received a cheque, £1 15s., from Mr. J. Seales, of Ipswich, for two half-boxes of Murias supplied. That cheque he changed at the Station Hotel. He did not send it on to his employers immediately because the stamp account had then begun to run. He did not see the invoices, which continued to be sent from London to Seales. Did you say to him, "These people do not understand their business?"—I do not recollect saying anything of the kind. Witness, further questioned, said that on October 8 he received a letter from the defendants: "Mr. J. Seales writes that he paid you for cigars sent on May 15. We await your immediate explanation." On October 9 he sent the money, explaining that the omission was an unfortunate oversight on his part, and that he had forgotten the account. Re-examined: There was a contra account in his favour. After the defendants knew of the Seales account being kept back, and had received the postage account, they wrote the letter asking him if he had any proposal to make under which he could continue travelling for them, and offering to pay him a good commission. This was the plaintiff's case. Mr. Gill submitted that there was no liability shown against the defendants, there being no evidence of any authority by the defendants to Mr. Robertson to prosecute, but his lordship refused to withdraw the case from the jury. Mr. Gill then addressed the jury for the defence, observing that the defendants were two private gentlemen trading under the name of the

## TRADE NEWS AND NOTES—continued.

Rimboen Cigar Company at the time the cause of action arose, the Company having since been incorporated. It was their method of business that payments should not be received by travellers, but should be made direct to London; they made that a condition of their agreements with their travellers, they printed it on their bills, and there was nothing shameful or outrageous in it. He submitted that the plaintiff's explanation of the Seales transaction was not satisfactory. On the morning in October when he was peremptorily called to account by his employers for the sum he received from Seales in May previous, he collected the account from Smith; then forwarded to London Seales' payment, but retained that by Smith. The coincidence was remarkable. If a man's conduct was such as to place him under grave suspicion, he had no one but himself to thank if the law should be set in motion against him, and damages might be satisfied by a very small sum. Detective-sergeant Lyon, of the City of London Police, was called, and examined as to the circumstances of the arrest. He was in plain clothes. Mr. John Robertson stated that he was a clerk, and a Mr. Ashburner was manager of the business at the time the action against the plaintiff was taken. He attended at the Mansion House to give evidence, the defendants not being represented by a solicitor. At the police station, the previous night, Inspector Murphy produced the charge-sheet and asked him to sign it, when he told him that he had no authority to sign for the Rimboen Cigar Company, and if he did sign it would be under protest. The inspector then told him there would be no trouble. The defendants, Mr. Lafone and Mr. Brown, were out of town at the time, one abroad and the other away ill, and they knew nothing about the matter till afterwards. Mr. Ashburner conducted the whole business. Cross-examined by Mr. Gill: Inspector Murphy is in court, and I put it to you there is not a word of truth in what you say about signing the charge-sheet?—I say it is absolutely true. Witness did not know if Mr. Ashburner had authorised Inspector Murphy to arrest the plaintiff. At the City of London Court he did not represent himself as manager, but he cross-examined the witnesses. Parties without solicitors could do almost as they liked at that Court. (Loud laughter.) Mr. Henry Smith said he was formerly proprietor of the "Running Buck," Ipswich, and he paid the account in question to the plaintiff, on the latter stating that he had received a written authority from his firm to take the money. Mr. James Ashburner said that at the time these matters occurred he was manager of the defendant Company, which was the property of Mr. Lafone and Mr. Brown, and he was aware of the proceedings in the City Court against Smith. His Lordship: I suppose you directed that they should be taken?—Yes. Continuing, the witness said he subsequently saw Inspector Murphy on the subject, and the plaintiff King was arrested. Messrs. Lafone and Brown never knew anything of the trial in the Court of Queen's Bench before Mr. Justice Day until after it was all over. Cross-examined, he could not remember instructing Inspector Murphy to arrest the plaintiff. His Lordship: Do you suggest that Murphy arrested him on his own authority?—I never knew anything beyond pointing King out. Mr. Marshall Hall: What! You mean to say you do not know why Murphy sent his constable down to Liverpool Street for Robertson to point King out?—I thought it was a police question. But it took you a whole hour to describe him, did it not?—Well, a cigar or two were smoked, you know. (Laughter.) When you got to the police-court did you know that Robertson had signed the charge-sheet on behalf of the Company?—I read it; in fact I heard it from Robertson the previous evening. I did not protest against his authority for so doing. Why?—Well, perhaps I ought to have done, now I come to think it over. (Laughter.) In our Company Mr. Lafone and Mr. Brown are the capitalists. I very seldom saw them.

I had the sole control in their absence. Re-examined, the witness remembered asking whether, if he did not follow the advice of Commissioner Kerr in the City of London Court, he would be committing contempt of Court. (Laughter.) The jury found a verdict for the plaintiff, with damages £250.

HOVENDEN & SONS v. MILLHOFF. Tried before Mr. Justice Grantham and a special jury, on May 1, 2 and 3. This was an action brought to recover from the defendants certain sums paid by them to servants in the employ of the plaintiffs by way of bribes or secret commissions. Mr. Jelf, Q.C. and Mr. Munro appeared for the plaintiffs, and Mr. Marshall Hall, Q.C., Mr. R. E. Moor and Mr. Labouchere appeared for the defendants. Mr. Jelf, in opening the case, said the plaintiffs were wholesale dealers, and supplied large quantities of perfumery, cigars, cigarettes, &c., to tradesmen, and they brought this action to recover certain moneys which they alleged had been paid to their own servants, by way of secret commissions, by the defendants, from whom the plaintiffs bought large quantities of cigars. The plaintiffs alleged that the defendants sold them goods over a series of years at an excessive price, part of which was really paid as a bribe to the plaintiffs' buyers. It was a sort of transaction which had been much denounced by the Bench of late years, and was about to be made the subject of drastic legislative measures. Dealings between the parties began in 1886, and between that date and 1899 a trade amounting to something like £28,000 was done. At the time this was going on the plaintiffs had not the slightest idea that their servants were doing otherwise than their duty, which was to purchase the goods required at the lowest possible prices. Plaintiffs' buyers were induced by the defendant Millhoff to sanction sales at a higher price than they ought to have been, part of which went in bribes to these servants of the plaintiffs, and it would appear that during all these years the defendant firm was in the habit of paying the buyers half-yearly a commission of 2½ per cent. on all goods bought by the plaintiffs. The discovery of what was going on was made through a communication by a Mr. Hursey, followed by an interview with that gentleman and a Mr. Drapkin, who was formerly a member of the defendant firm. The chief agent in these transactions with the plaintiffs' buyers was the defendant Millhoff, and as 2½ per cent. on dealings to the amount of £28,000 would come to £700, the plaintiffs had been defrauded of that sum, as the goods were enhanced in price to that extent. These commissions were paid by cheque drawn to "self," which were cashed at the bank, and the money given to the buyers. Happily, however, a record was kept, as the counterfoils of the cheques contained a reference to these commissions. Two of the cheques were shown to Mr. Hovenden, who photographed them, but since then the cheques had been lost or stolen. On the counterfoils of the cheques was the expression "Commission account"; on one cheque that was in English, and on the other in Russian, and there were also the names of "Coulshaw" and "Kershaw," which were the names of the plaintiffs' two head buyers—one at the plaintiffs' Berner Street business and the other at their business in City Road. Mr. Robert George Hovenden, one of the plaintiffs, was called, and stated that a Mr. Hersey, communicated with him, and afterwards, at an interview with Mr. Drapkin, Mr. Hersey produced two cheques which witness at once photographed. The cheques were for £70, and 2½ per cent. on the business done with the defendants in 1896—viz., £2,800—would come to that sum. Two of the cigarette brands purchased by his buyers from the defendants were the "Prime of Egypt," at 8s. a pound, and "Shelley's Straight Cut," at 6s. a pound. He alleged that the firm had been greatly overcharged in respect of those two articles. In cross-examination witness said he

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TRADE NEWS AND NOTES—*continued.*

made no complaint against Millhoff as to the quality or weight of the goods supplied. He knew that Drapkin and Millhoff dissolved partnership in 1898, but he did not see Drapkin until 1899. He had heard of a firm "Major Drapkin & Co.," but had not dealt with that firm, and was not aware that Hursey was the manager of the firm. His firm gave Christmas boxes to the customers and sometimes to the buyers, but the cost was not put on the goods supplied. It did not strike him as suspicious that Drapkin should come to him and make allegations against his old partner, but he understood there was some ill-feeling between them. He might have put as much as 34½ per cent. profit on goods from Millhoff. He did not suggest that Millhoff increased his prices to plaintiffs after commencing to give a percentage to plaintiffs' buyers. His complaint was that the goods sold to them were charged at a higher price than was charged to other customers of the defendants. He believed that since they left the defendants their orders were sent on to the defendants by the middleman, and no doubt they had in that way to pay two profits. Coulshaw and Kershaw were trading on their own account, but he was not aware they were purchasing from Millhoff at the prices charged to his firm. The last he saw of the photographed cheques was when he handed them to Hersey after photographing them. Mr. Abraham Drapkin said that while in partnership with Mr. Millhoff it was the habit of the firm to give presents to the plaintiffs' buyers, which amounted to 2½ per cent. on the invoice turnover. In some cases he knew the plaintiffs were charged 7s. 6d. or 8s. per pound for the brand that other persons were charged 6s. 6d. a pound for. Mr. Hersey said, in the course of his evidence, that the cheques and information were supplied to him by Drapkin, who told him that it would be well to let Hovenden & Sons know that commissions were paid. Mr. J. Kershaw gave evidence that he had been a buyer for Hovenden & Sons for about three years. Millhoff gave him money presents generally twice a year; the amount would be about £8 each time. He never, however, gave an order to the detriment of his employers, nor was there any agreement between him and Millhoff; the amount of the gift might have varied with the extent of business done. Mr. Collier, who had bought cigarettes from the defendant firm for Messrs. Kearley & Tonge, said that he had bought Prime of Egypt cigarettes from the defendant firm at 6s. 6d. a pound, but he did not know whether they were of the same quality as the Prime of Egypt cigarettes sold to the plaintiffs. Mr. Schreiber, from the firm of Lambert & Butler, gave evidence to the effect that a branded article was of one quality. Mr. Marshall Hall submitted there was no case to go to the jury, as there was no evidence that the prices were unusual. Mr. Justice Grantham said he could not hold there was no case. Mr. Marshall Hall said he must submit, further, there was no evidence of any conspiracy or agreement, and consequently, no case to go to the jury. Mr. Justice Grantham—I cannot stop the case. Mr. Marshall Hall then proceeded to address the jury on behalf of the defendants. He said this was a case which went to the root of a matter which was prevalent in the United Kingdom. It went to the whole root of the question whether certain payments, which he suggested were mere voluntary payments, in a large way of business were in fact fraudulent and illicit commissions and recoverable as such from the persons who gave them. It was a wide and important subject, and one that had received the attention of the Lord Chief Justice, who had thought this an opportune time to introduce into the House of Lords a Bill dealing with what one might call the commercial cankerworm—secret commissions. When the Bill became law they would all know where they stood and would all start fair, and would know that if they gave a railway porter 2d. to put their bag in a railway carriage without sending a letter at the same time to the

stationmaster explaining what was done they would be liable to be sent to Holloway for seven days. (Laughter.) In this case the claim was for £700. Mr. Justice Grantham said he saw no evidence for anything like £700. Mr. Marshall Hall said that was what they claimed, but the evidence showed only some £90 or £100. Mr. Jelf said the claim also asked for an account. Mr. Marshall Hall said that what they were here to try was that Mr. Millhoff fraudulently, dishonestly, and wrongfully conspired with Kershaw, Coulshaw, King and others, buyers or servants of the plaintiffs, to charge the plaintiffs higher prices than were charged to other of the defendants' customers, and that the defendants gave money bribes to the said servants or buyers for the purpose of furthering the said frauds. It would be for the jury to say whether, in the circumstances, Mr. Millhoff was fraudulent and conspired with the plaintiffs' buyers to defraud the plaintiffs. If, as he invited them to say, they found that Messrs. Hovenden had in fact not lost one penny piece, that in addition they had been served honestly and consistently by their buyers, that Mr. Millhoff, for the sake of avoiding the risk of losing first-class business, thought fit to diminish the profits he was entitled to make, that would be a finding on which his client would be entitled to a verdict at their hands. But for the spite of Drapkin, and his desire to injure his old partner owing to a quarrel, there would have been no complaint made. He would call his client and other witnesses, and when they had heard the evidence he would ask the jury to say that his client was a much injured man, that there was no case of any substance against him, and that he was entitled to go forth without even the tinge of any fraud on his reputation as an honourable and honest man. Mr. Jacob Millhoff was then called and said that, though Russian by birth, he was a naturalised Englishman. He joined Drapkin in business in 1884, and was introduced to the plaintiff firm, to whom they charged the lowest possible prices for goods supplied. When lower prices were charged to other firms the cigarettes supplied were inferior in quality or smaller in size. He first began to give presents to the plaintiffs' buyers about 1888. Presents were made to King, Coulshaw, and Kershaw, but there was no arrangement or agreement to pay them anything, and there was certainly no conspiracy to induce the buyers to let him charge the plaintiffs an excessive price. No excessive price had ever been charged. The reason he gave these presents was that the amount of business with the plaintiffs was increasing, and Drapkin suggested a small present to the buyers in order to be on good terms with them. Therefore at the end of the year he distributed money among the buyers and their assistants. There was no arrangement as to the payment of a fixed sum, and nothing was ever said about giving them 2½ per cent. Special labels were used for the plaintiffs, but no charge was made for them, and he was induced to forego that charge at the instance of the plaintiffs' buyers. When the duty of 6d. a pound was taken off he allowed the plaintiffs the whole of it, because the buyers insisted, but with other customers the benefit was divided, the customer receiving half of it. Had he not made presents to the buyers he should not have charged the plaintiffs a halfpenny less. As to the cheques that had been produced, he could not say how they disappeared, but he never gave them to anyone. The most he had ever paid to any individual as a present was £9. In cross-examination, witness said the sums paid to the plaintiffs' servants varied each half-year according to the amount of business done, but he could not say how much he had paid in all or at any particular time. There was no direct gain in paying the plaintiffs' servants, but indirectly he gained by securing the goodwill of the plaintiffs' servants and by getting rid of unnecessary and unfounded grumbling. All merchants paid commissions, but he could not say what they amounted to in his case to outsiders.

## TRADE NEWS AND NOTES—continued.

He dared say it would amount to hundreds of pounds. Mr. Kitchin stated that when the account was first opened he was a buyer for Hovenden & Sons. He had received a present of a very few cigars and cigarettes from the defendant firm, but that was all. Mr. William King, formerly a buyer to Messrs. Hovendens, and now a tobacconist at Broadway, Wimbledon, said that he had bought from the defendant firm. He could not have bought the same quality from any other house at a lower price. He had received payments from Mr. Millhoff, but they had not influenced him. He had never conspired to defraud his employers. He had not told them, but it made no difference to them. He had worked to increase their trade, but he was paid by them for that. He did not know that he had done anything for Mr. Millhoff. Mr. F. C. Coulshaw, who had been a buyer for the plaintiffs, said that for fifteen years he had been in their service and had served them honestly. He got a bonus on their profits. He bought from the defendant firm. He could not have bought the same quality of goods at a lower price elsewhere. He received money payments from Millhoff, but they did not warp his judgment. His employers never asked him about these presents, but he thought that he would have told them if they had asked. There might be danger in it if it was overdone. He got about £32 a year in presents from Millhoff, and paid about £12 of it to his (witness's) assistants. In reply to the Judge, the witness said that he would not have taken £100, as he would have thought he was expected to do something for that. Mr. George Southey, managing director of the Wholesale Tobacco Supply Company, Ltd., said he had examined samples of the tobacco sold to the plaintiffs, and the prices were reasonable. Mr. B. Leon, the managing director of the St. Petersburg Cigarette Manufacturing Company, gave similar evidence. Evidence was then given that the Prime of Egypt cigarettes sold to Kearley & Tonge were of an inferior quality to those supplied to the plaintiffs. Mr. Marshall Hall submitted that there was no case to go to the jury, on the ground that the plaintiffs had set up a fraudulent conspiracy, but had failed to prove any agreement to defraud or any damage. Mr. Justice Grantham said that he would direct the jury that a buyer stood in a fiduciary relation to his employer, and was debarred from receiving commission from the vendor without disclosing the same to his principal. Whoever, being in the employ of another to buy goods, received a present from the seller was guilty of fraud, and was liable to repay the same to the buyer. Whoever, selling goods to an agent for reward, made any present to him, without the knowledge of the employer, in relation to such sale, knowing of the fiduciary relationship, was guilty of fraud, and might be called upon to repay the same, unless he proved that such payment was not intended to have, and did not have, any effect in his favour. The jury retired at 5.30 and returned into Court at 6.15. The questions left to the jury, and their answers, were as follows:—(1) Did the defendant fraudulently conspire with any of the plaintiffs' buyers to charge excessive prices for goods?—No. (2) Were the prices excessive?—No. (3) Did the payments, being admittedly unknown to the plaintiffs, have any effect on the minds of the agents in favour of the defendants, in inducing the agents to give the orders and to pay the prices stipulated for?—Yes. (4) If yes, what were the damages?—One farthing. Mr. Justice Grantham, in giving judgment on Monday, May 7, said this was a very important case, and, so far as he knew, it was the first time the issues had been raised in the form they were. Mr. Jelf, who appeared for the plaintiffs, had, no doubt for very good reasons, preferred to claim in a certain form, and the defendant had joined issue on that claim. He (his Lordship) thought there was another issue on which the opinion of the jury should be taken, and therefore he formulated his direction to the jury in the form he had

adopted. The result of their finding was this, that so far as the plaintiffs' claim was concerned they negatived it; price, and that was the issue the parties were prepared to go to trial upon. He (his Lordship) raised the other issue as to whether the minds of the buyers were influenced by the payment of secret commissions. The reply of the jury to that issue was that it did affect the minds of the plaintiffs' servants, but that the plaintiffs had not suffered damage thereby. On the whole of those findings he was of opinion that he ought to enter judgment for the defendants. The conclusion come to by the jury showed the difficulty there was in dealing with cases of this kind. Of course, the plaintiffs did not know that the informer in the case was a dishonest man; all the plaintiffs could do was to receive the information, which was to the effect that they had for many years past been cheated through bribery and the payment of commissions fraudulently to the plaintiffs' buyers. Under those circumstances the plaintiffs could only do what they did, viz., bring an action. When, however, the case came for trial, the plaintiffs found themselves in a difficulty, as they were bound to call Drapkin, the informer. Though Drapkin did not deny in terms what he had told the plaintiffs, he gave an entirely different explanation as to the transactions with Kearley & Tonge. He said that though he supplied them with cigarettes under the style of "Prime of Egypt," he supplied an inferior tobacco, which enabled him to charge a lower price. Not only did Drapkin prove that, but the defendant Millhoff also gave evidence to that effect. Mr. Hovenden himself, who gave his evidence in a most frank and honourable way, stated that though he had brought this action, founded as it was on the evidence of one of the parties, he was bound to admit that he was dealt with fairly by the defendant. Under those circumstances it was not to be wondered at that the jury found as they did, viz., that there was no conspiracy, that the prices were not excessive, but that the payment of the commissions affected the minds of the buyers, though the plaintiffs were not damaged by it. Under such circumstances he should not be doing justice if he did not direct a verdict for the defendants on the whole matter. Mr. Jelf, Q.C., applied that the defendant should be deprived of his costs. Mr. Justice Grantham saw no reason for taking such a course, and he then gave judgment for the defendant, with costs, but granted a stay of execution for a fortnight, pending an appeal.

**KING v. RIMBOEN CIGAR Co.**—On May 7, in the Court of Appeal, composed of Lord Justices A. L. Smith, V. Williams, and R. Romer, the case of King v. the Rimboen Cigar Co. came on for hearing.—Mr. Gill, Q.C., said that this was the application of the Company for stay of execution pending an appeal. Would their Lordships grant him an extension of time for moving for an appeal. His object was to gain a day or two's time with the view of seeing if the parties could come to terms, the prospect of which was not unlikely. Mr. Lawson Walton said he did not oppose the application. Lord Justice Smith said the Court would grant the application.

## POLICE NEWS.

On the 2nd inst., at Mansion House, JOSEPH SANDS, 31, labourer, was charged with stealing a number of meerschaum pipes, cigarette holders, and other articles of the value of £24 10s., from the shop-window of Mr. LAZARUS LEBER, tobacconist, of Broadway, Ludgate Hill, and with assaulting the police. The complainant's window was smashed and the contents were stolen. On Tuesday night a policeman saw the prisoner offering a valuable pipe for sale, and arrested him on suspicion of being concerned in the robbery. He became very violent, assaulted the officer in a savage manner, and

TRADE NEWS AND NOTES—*continued.*

was with difficulty got to the police-station. Three other pipes were found in his possession, and all were identified by Mr. Leber as his property, and as having been stolen when the shop-window was broken. Several convictions were proved against the prisoner, and Sir Joseph Renals sentenced him to six months' hard labour for the robbery, and three months for assaulting the police, nine months in all.

At the Victoria Courts, Birmingham, on the 2nd inst., before Mr. T. M. Colmore (stipendiary), ARCHIBALD FREEMAN, a stylishly-dressed young man, described as a commission agent, of 210, Holloway Head, appeared to answer several charges of obtaining goods by false pretences. It was alleged that for some time the prisoner has been victimising tradesmen all over the city. His *modus operandi* has been to go to a tradesman, and representing that he was "Dr. Wilson, of Hagley Road," or "Charles Taberner, of Nechells," give large orders for goods to be sent to those addresses. In other cases bogus addresses were given. Then the prisoner, having given the orders, said he would take a small part with him—in the case of wine merchants, who were amongst the victims, he took, perhaps, a couple of bottles of spirits. When the goods were forwarded to the addresses given by the prisoner they were returned, the householders disclaiming any knowledge of the orders. So many tradesmen were duped in this way that the police found it necessary to issue a warning notice to all the shopkeepers in the city. On Tuesday prisoner tried the same dodge on a wine merchant in the city. The latter, however, followed him to Pope's Restaurant, and the police were then communicated with, and Freeman was arrested by Detective-sergeant Goldrick and Detective Wright. Yesterday morning he was charged with obtaining by false pretences £1 from John Marshall, picture-frame dealer, of John Bright Street; two cigars, of the value of 2s., from Sidney Pullinger, Ltd, 41, Cannon Street; and a mackintosh overcoat, of the value of £4 10s., from the Temple Rubber Co., Temple Street. Detective Goldrick informed the Stipendiary that prisoner had given orders to various tradesmen amounting to as much as £20. A large number of complaints had been received concerning him. On Tuesday prisoner went to Mr. Marshall, in John Bright Street, and represented that he had a valuable picture, worth £400, which he wanted cleaning. He asked Mr. Marshall to call at his residence for the picture that night. As he was re-entering his cab he turned to Marshall, and with a smile remarked, "I find I am short of money just now. Can you let me have £1 till you call upon me to-night?" Marshall, believing his bona fides, let him have the sovereign. Prisoner took his arrest very nonchalantly, his only complaint being that the officers had spoiled his grilled chop at the restaurant. He now gave his address at 165, Bloomsbury Street, this being the address of his father, Mr. Alfred Freeman, surgeon. Prisoner was remanded for a week. Mr. Philip Baker, for the defence, applied for bail. Detective Goldrick objected, stating that the accused had no fixed address. His father would have nothing to do with him, and he lived on his wits. The application was refused.

At the West London Police Court, on April 17, LEONARD VICTOR SONGEST, 19, a clerk, who resided with his father in Upton Park Road, Chiswick, surrendered to his bail to answer the charge of stealing a packet of cigars, value 1s. 6d., the property of JAMES GREGORY, a tobacconist, of High Road, Chiswick. Mr. Hutton appeared for the accused, who was respectably connected. The charge was preferred by John Gould, the manager, who alleged that the accused, who was a customer, took the packet of cigars from a box on the counter while in the shop to purchase cigarettes. It appeared that the young man returned about twenty minutes afterwards, and

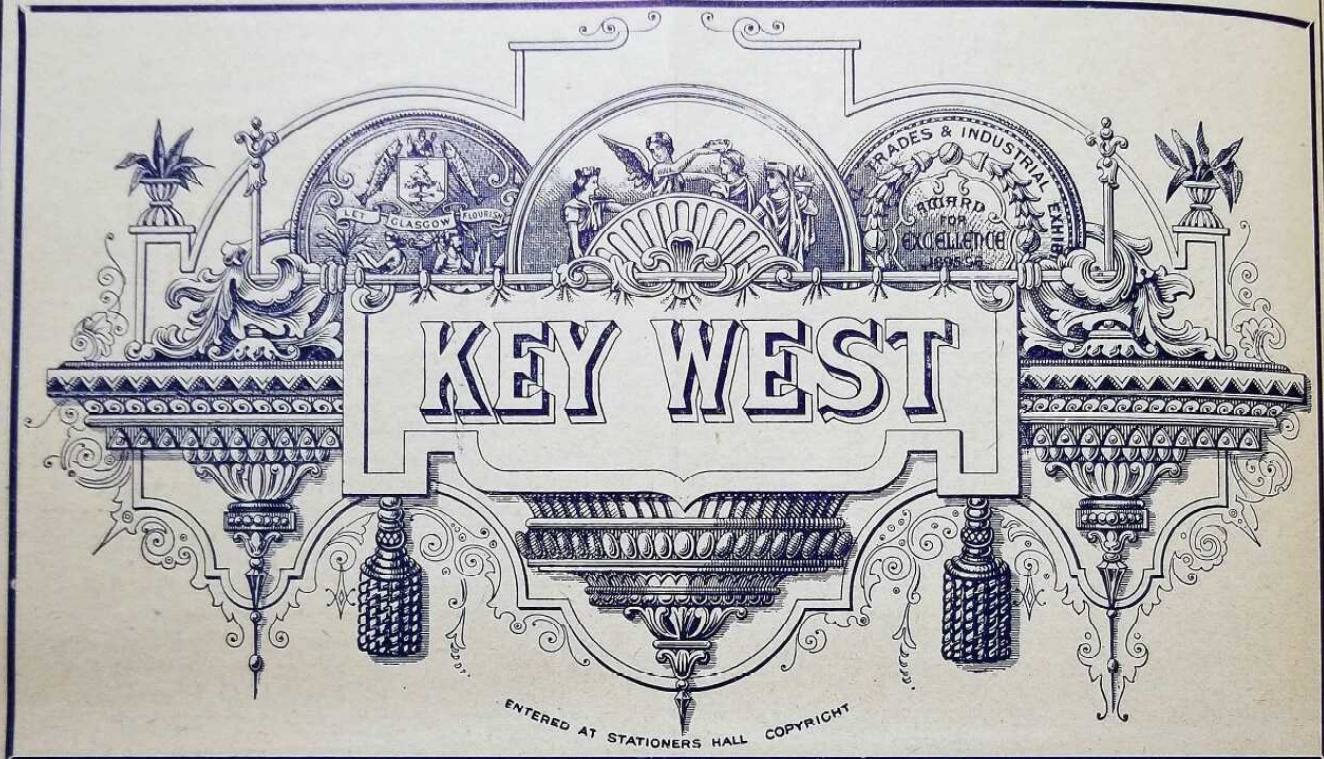
was then charged, but no cigars were found upon him. Mr. Hutton called attention to the fact that an opportunity was given to the accused to pay for the cigars, but he was indignant at the charge, and refused. The young man was called into the witness box, and accounted for the time after he quitted the shop. He said he returned for a box of matches. Mr. Lane, in dealing with the case, said he had no doubt of the bona fides of the manager, but said he believed the young man was not guilty, and that no jury would convict him. He therefore ordered him to be discharged.

At the Nantwich Police Court, on the 23rd ult., PERCY AUGUSTUS WILLIAM BAILEY, tobacconist, Sparstow, was charged with unlawfully selling tobacco at Nantwich, on December 19. Mr. P. Henderson, of Whitechurch, supervisor of excise, said the defendant called himself a cigar broker. The Commissioners of Inland Revenue had a complaint sent to them that defendant was engaged in illicit trading by going to shops and public-houses and selling tobacco. The defendant had sold to Mr. Artle five cigars and twenty-five cigarettes, for which he paid 5s. Mr. Henderson read the section of the Act which prohibited the hawking of tobacco. Mr. Artle gave evidence of the purchase of the cigars and cigarettes from the defendant. Mr. Henderson said the question was a rather grave one, because if people were allowed to sell tobacco in this manner there would be no protection for the revenue. The defendant said he did not think a sale by one licensee to another on licensed premises constituted hawking. It was the custom of the trade for tobacco dealers to drive from place to place and from public-house to public-house and sell on the spot. The defendant was fined 20s. and 13s. 6d. costs.

At the Notts Quarter Sessions, on the 27th ult., JOB TWELLS, 43, shoemaker, was indicted for feloniously breaking and entering the warehouse of MESSRS. T. E. & A. LEEK, and stealing therefrom 39 boxes of cigars, about 700 loose cigars, and two bundles of tobacco leaf, their property, value £18, on March 26. Mr. Cracraft pointed out there was absolutely no direct evidence of the robbery. He submitted that the evidence was not sufficient to identify prisoner as being the man concerned in the robbery. The jury found prisoner guilty of receiving the goods knowing them to have been stolen, and he was sentenced to 12 months' imprisonment and two years' police supervision.

At Swansea Police Court, on the 1st inst., summonses were returnable against thirty-eight tradesmen under the Sunday Observance Act, 1677, for carrying on their avocations on Sunday. Out of the above total nineteen referred to the sale of sweets, whilst the others included trading in tobacco, cigarettes, milk, ice-cream, oranges, &c. Mr. Lawrence Richards appeared to prosecute on behalf of the police. The first summons called on was preferred against J. ANDREWARTHA, High Street, for selling sweets, and Mr. Richards produced the necessary consent of the head-constable to the prosecution. The watch committee had decided to prosecute after vainly endeavouring to get the traders to close without proceedings. Police-constable Lloyd proved the case, which was that a little boy bought and paid for a pennyworth of lozenges. Mr. Leeder, who appeared for the defence, ridiculed the application of this antiquated Act in Swansea, and said the inception of the prosecution was due to a body called the Swansea Free Church Council. If they applied the Act fully, they would stop every man doing anything on Sunday, for all artificers, labourers, &c., were barred by it. He thought the Bench ought to adjourn the cases till after the watch committee met on the morrow. The Bench said the case was before them, and they had no alternative but to act. They fined

# CAUTION.



It having come to the knowledge of

**Messrs. R. I. DEXTER, of Nottingham,**

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

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

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

**MESSRS. J. E. EVANS-JACKSON & CO.,**

Patent Agents, BRISTOL HOUSE, HOLBORN VIADUCT, LONDON, E.C.

## TRADE NEWS AND NOTES—continued.

defendant vs. 6d. and costs. On the application of Mr. Leeder, it was decided that the remaining cases should stand over till after the watch committee had met.

At the London County Sessions (Clerkenwell sittings), on the 1st inst., ISAAC COHEN (23), JACOB WOOD (22), and MORRIS STEIN (18), labourers, were convicted, before Mr. Loveland-Loveland, Q.C., of having received quantities of tobacco, pipes, cigars, &c., value £15, stolen by burglars from the shop of BARNETT ROSENBERG, a tobacconist, of 68, Brick Lane, Spitalfields. Stein was ordered fifteen, Cohen nine, and Wood eight months' imprisonment with hard labour.

At the Pontefract Quarter Sessions, on April 25, FRANK RIDGWAY, alias SAMUEL NELSON (30), described as a traveller, who was indicted for obtaining money by false pretences from SARAH HOLGATE, the wife of James Holgate, with intent to defraud, at Pontefract, on February 19 last. The case occupied nearly the whole of the day. The allegation, as reported in full in the April issue of THE CIGARETTE WORLD, was that prisoner called upon the Holgates in February last, purporting to be a representative of a Messrs. Daniels & Co., of Liverpool, tobacco manufacturers, and he received £5 1s. for various articles and goods in the tobacconist line at a price of 2½ per cent. below market value. The goods did not arrive, and Holgate, seeing the prisoner in Leeds one day, was successful in having him arrested. Mr. Lowden prosecuted, and Mr. J. T. Kershaw, barrister, defended. Evidence was given by the Holgates and others, including Detective-sergeant Osborne, of Liverpool, who spoke to the fact that no such firm as the prisoner stated he represented existed. The jury found prisoner guilty. The Recorder said that, owing to the fact that prisoner had been in gaol for one month since his committal, he would only commit him to two months' hard labour.

At Bow Street Police Court, on April 18, HENRY LAZARUS, 20, tobacconist, of Beckenham Road, Penge, was charged, before Mr. Marsham, on a warrant issued under the Merchandise Marks Act, 1887, with applying a false trade description to certain cigars. Mr. Benjamin said that the prosecutors were SALMON & GLUCKSTEIN, LTD., well-known cigar manufacturers, with about 130 branches. That day he proposed to give nothing but formal evidence, and then ask for a remand. On another occasion the prosecution would be undertaken by Mr. Horace Avory. In the course of their trade the prosecutors manufactured and sold to the public a cigar known as "La Firmeza," and the prisoner was for some time in the employment of the prosecutors, but was discharged two or three months ago. He then started on his own account as a cigar manufacturer, and endeavoured to induce the managers of some of Messrs. Salmon & Gluckstein's shops to purchase cigars from him and sell them to the public as "La Firmezas." Unfortunately, some of the managers consented to do so, and carried on an illegitimate business at the expense of their employers, who, of course, had to pay rates, rent, and wages. Owing, however, to the perfect detective system employed by Messrs. Salmon & Gluckstein, nearly 90 per cent. of these cigars came into their hands. Detective Temblett stated that on April 17 he and Detective Barr went to the prisoner's shop in Beckenham-road, Penge. When the officer read the warrant to him the prisoner became very excited, and wanted it read a second time. When this had been done, he said, "I know nothing about it." He grew more excited, and witness had to take him to Penge police-station while he searched his shop. It was a tobacconist's shop recently opened by the prisoner. By the direction of Mr. Hurst (a superintendent in the employment of Messrs. Salmon & Gluckstein), witness seized some tickets, clips, and two glass brackets. The prisoner was afterwards

taken to Bow Street. He appeared to be very ill, a doctor was sent for, but he said there was nothing the matter with him. Mr. Benjamin said the tickets, clips, &c., would probably form the subject of a second charge. In answer to Mr. Wilson, the witness said he did not find on the prisoner's premises any cigars marked "La Firmeza." In re-examination, the witness said the tickets, &c., were identified as the property of the prosecutors. Mr. Benjamin opposed bail, and pointed out that it was a serious thing to incite the prosecutors' managers to do wrong. Unfortunately some of them were implicated. Mr. Wilson said that if his instructions were true these proceedings were taken out of jealousy. Detective Barr said that the prisoner tried to escape while under detention at Penge police-station. The prisoner's father said the tickets, &c., seized at his son's shop belonged to him (the father). Mr. Benjamin said he could bring at least a dozen managers to give evidence against the prisoner. The hearing was resumed at Bow Street police court on April 27. Mr. Horace Avory prosecuted on behalf of Messrs. Salmon & Gluckstein, Ltd. Mr. Harold Simmons defended, and said that, acting on his advice, the prisoner elected to go for trial. Mr. Avory said he thought that when the nature of the charge was disclosed, the magistrates would consider it too grave to be dealt with at this Court, and, in the case of conviction, the punishment must be imprisonment, and not a fine. The prosecutors (Messrs. Salmon & Gluckstein) had 128 tobacconist shops in and around London, and they employed something like 1,400 hands in their business. The prisoner had served as assistant in one of their shops, but was discharged in January last. Immediately afterwards he went to the managers of some of the prosecutors' shops, and suggested that they should buy cigars of him and sell them as "La Firmezas." This was a special brand manufactured by the prosecutors, and having a large sale, as the prisoner well knew. He also knew that the managers of the shops had no authority to purchase goods, all articles to be sold by them being supplied to them from headquarters. In addition to trying to corrupt these managers, and inciting them to commit an offence under the Merchandise Marks Act, he actually incited them to steal, for it was arranged that the cigars he supplied to them should be paid for out of their masters' money taken from the till in the shop. The managers therefore would be able to put into their own pockets the proceeds of the sale of these cigars, for the stock-taker, seeing that these boxes were apparently full of "La Firmezas" would mark them "Not sold." But the case did not rest there, for the prisoner was making the prosecutors, who were responsible for the acts of their servants, liable under the Act for applying a false trade description. Formal evidence was then called in support of Mr. Avory's opening statement. John Hurst, chief superintendent in the prosecutors' employment, proved finding at the prisoner's shop certain wire clips, glass shelves, and window tickets of a type specially manufactured by that firm. George Scott, of The Grove, Vauxhall, said that until April 17 he was the manager of the prosecutors' branch shop at Cheapside. The prisoner was formerly an assistant in the same shop. After the prisoner had been discharged he called upon witness, and offered to supply him with cigars similar to the "La Firmeza" brand at 15s. per 100. The witness consented to take some from him at that price. Mr. Marsham—You are not bound to answer questions. The witness said he was there to answer questions, and meant to do so. He bought 300 or 400 cigars from the prisoner packed in boxes labelled "La Firmeza," and at the prisoner's request he supplied him with some glass slips and clips belonging to Salmon & Gluckstein. Mr. Simmons—How long ago was that? The Witness—I could not tell you for nuts. What did he tell you at the time?—I am not troubled with a good memory. A convenient one, perhaps. Are you to be employed again

## TRADE NEWS AND NOTES—continued.

by the firm after this case is over?—I do not know. That's what's troubling me. Did you pay the accused for all the cigars you had from him?—No. Does that worry you also?—If he wants the fifteen bob for the other hundred he can have it. What did you do with the cigars?—Sold them to my friends. What is the name of the friend to whom you sold the biggest quantity?—That is my business. Then I won't press it—You cannot press it. What did you charge for them?—I decline to answer. Hugh Stewart, late manager at Messrs. Salmon & Gluckstein's, Ludgate Circus branch, said that the prisoner sold him about 500 cigars packed in "La Firmeza" boxes. The cigars were afterwards placed in the shop for sale. He supplied the prisoner with 20 or 30 "Firmeza" boxes. The difference of 5s. per hundred between the genuine and spurious cigars he put into his own pocket. Alfred Hayward, late manager of the Ludgate Hill Branch of prosecutors' business, also gave evidence as to buying cigars from the prisoner. The prisoner was again remanded.

## From the "London Gazette."

## RECEIVING ORDERS.

COLYER, ALBERT MONTAGUE, 30, Yorkshire Street, Burnley, tobacconist. April 7, 1900; on debtor's own petition.

BEERMAN, JACOB (originally sued and described in the receiving order as BREENAN, J.), 41, Broad Street, Golden Square, lately residing and carrying on business at 374, Essex Road, Islington, tobacconist. Petition filed, March 30, 1900; date of receiving order, April 23, 1900.

BENNETT, EDWARD JOSEPH, 11, Spread Eagle Yard, Meadow Lane, Leeds, lately carrying on business as a tobacconist at 108, Meadow Lane aforesaid. April 26; on debtor's own petition.

STAINSBY, JOSEPH, late tobacconist, Northgate, Darlington. April 6.

## FIRST MEETINGS AND PUBLIC EXAMINATIONS.

LOW, ROBERT HEWSON, Wellington Street and Albion Street, Newmarket, hairdresser and tobacconist. April 23, at the Official Receiver's office, and public examination at Guildhall, Cambridge.

COLYER, ALBERT MONTAGUE, 30, Yorkshire Street, Burnley. April 27, at the Exchange Hotel, Burnley, and public examination at Court House, Burnley.

BENNETT, EDWARD JOSEPH, 11, Spread Eagle Yard, Meadow Lane, Leeds, late tobacconist, carrying on business at 108, Meadow Lane, Leeds, aforesaid. May 11, 1900, at the Official Receiver's office, 22, Park Lane, Leeds. Date of public examination, May 22, at 11 a.m., at the County Court House, Albion Place, Leeds.

BEERMAN, JACOB, tobacconist, 41, Golden Square, London, lately carrying on business at 374, Essex Road, Islington. May 15th, at 11 a.m., in Bankruptcy Buildings, Carey Street, W.C. Date of public examination, June 20, 1900, at 11.30 a.m., at the same address.

## ADJUDICATIONS.

COLYER, ALBERT MONTAGUE, 30, Yorkshire Street, Burnley, tobacconist. April 7, 1900.

BENNETT, EDWARD JOSEPH, late tobacconist, carrying on business at 108, Meadow Lane, Leeds. April 26, 1900.

BEERMAN, JOSEPH, tobacconist, lately carrying on business at 374, Essex Road, Islington. May 5, 1900.

## NOTICES OF INTENDED DIVIDENDS.

MURPHY, DENNIS, 75, Wharf Street, Leicester, tobacconist. Last day for receiving proofs, April 24, 1900. Trustee: John Gulson Burgess (Official Receiver), 1, Berridge Street, Leicester.

SMITH, WILLIAM FREDERICK (trading as George Thompson & Smith), High Street, Strood, tobacconist and grocer. Last day for receiving proofs, May 2, 1900. Trustee: Edward Allen, 12, King Edward Road, Rochester.

LOW, ROBERT HEWSON, Wellington Street and Albion Street, Newmarket, hairdresser and tobacconist. Last day for receiving proofs, May 15, 1900. Trustee: Howard W. Cox (Official Receiver), 5, Petty Cury, Cambridge.

DOBSON, HENRY BEARDMORE (trading as C. H. Dobson & Son), lately carrying on business as a wholesale and retail tobacconist, at 28, Merrion Street, Leeds. Last day for receiving proofs, May 16, 1900. Trustee: William Walter Wylde, c/o J. W. Close, 7, Greek Street, Leeds.

SCOTT, WALTER LYTTLETON, tobacconist, 21, Spring Head, Wednesbury, Staffs. Last day for receiving proofs, May 19, 1900. Trustee: Samuel Wells Page (Official Receiver), 30, Lichfield Street, Wolverhampton.

## NOTICES OF DIVIDENDS.

LEECH, JOSEPH, 9, Curzon Street, Derby, tobacconist. Second and final of 1s. in £, payable April 18, 1900, at T. H. Harrison's, 18, Wardwick, Derby.

ERR, ALFRED, 6, Withy Grove, Manchester, and formerly at 2, Macdonald's Lane, and 11, Whittle Street, Manchester, tobacconist, &c. First and final of 2s. 1½d. in £, payable May 2, 1900, at offices of Trustee, Royal Chambers, St. George's Square, Huddersfield.

COHEN, ARTHUR (separate estate), trading in co-partnership under the style or firm of I. Hargreave & Co., cigar merchants, 169, New Bond Street, London. First and final dividend of 2s. 7d. in £, payable any day (except Saturday) between 11 and 2 at Bankruptcy Buildings, Carey Street, London, W.C.

BEDINGFIELD, SYDNEY SOAMES, tobacconist and newsagent, 14, Broad Street, Barry, and 279, Bute Street, Cardiff; late of 9, Custom House Street, Cardiff. First and final dividend of 2s. 8¼d. in £, on and after May 7, 1900, at 39, Broad Street, Bristol.

HOLROYD, JOHN GILL (trading as J. G. Holroyd & Co.), cigar merchant, Holmfield, Halifax, Yorks. First and final dividend of 4s. ¾d. in £, payable May 7, 1900, at the Official Receiver's office, Town Hall Chambers, Halifax.

WALKER, ARTHUR, tobacconist, &c., Cavendish House, Comberton Hill, Kidderminster. First and final dividend of 3s. 6d. in £, payable on May 3, 1900, at the Official Receiver's office, Wolverhampton Street, Dudley.

## ORDER MADE ON APPLICATION FOR DISCHARGE.

BADIAN, JULIUS (trading as Badian & Co.), cigar manufacturer and tobacconist, now residing at 19, St. James Road, Hightown, Manchester, lately at 58, Great Ducie Street, Strangeways, Manchester, and previously at 120, Broughton Lane, Lower Broughton, Salford, and now

TRADE NEWS AND NOTES—*continued.*

carrying on business at 58, Great Ducie Street, aforesaid, and previously at 120, Broughton Lane, aforesaid. Date of Order, April 9, 1900: Discharge suspended for two years, and that he be discharged as from April 9, 1902. The grounds named in Order for refusing an absolute Order of Discharge were:—Bankrupt's assets were not of a value equal to 10s. in the £ on the amount of his unsecured liabilities, and that this arose from circumstances for which he was responsible; that he had omitted to keep such books of account as are usual and proper in the business he carried on, and as sufficiently disclosed his business transactions and financial position within the three years immediately preceding his bankruptcy; had continued to trade for five months after knowing himself to be insolvent; had contracted the debt of £140 11s. 9d., proved by the petitioner's creditors, without having at the time of contracting it reasonable or probable ground of expectation of being able to pay it; and had failed to account satisfactorily for the deficiency of assets to meet his liabilities.

## APPOINTMENT OF TRUSTEE.

HOCHSCHILD, LOUIS (trading as the Foreign Cigar Co. and L. H. Child & Co.), Manchester, cigar merchant. Trustee: Harry Lloyd Price, 79, Mosley Street, Manchester, chartered accountant.

## PARTNERSHIP DISSOLVED.

The partnership heretofore existing between ALEXANDER NADEL and AMELIA ZAKHEIM, carrying on business as tobacco cutters, cigar and cigarette manufacturers, at 57, High Street, Whitechapel, E., under the style or firm of Nadel & Co., has been dissolved by mutual consent as and from the 2nd day of May, 1900. All debts due to and owing by the said late firm will be received and paid by the said Amelia Zakheim.

## In Re —

WILLIAM BROUGHTON.—The debtor, lately a glass and china dealer and tobacconist, of Duke Street, Douglas, Isle of Man, applied on the 24th ult., at the Douglas Bankruptcy Court, for his discharge. The petition showed that he was adjudicated a bankrupt on July 4, 1898. The claims proved against the estate amounted to £3,155 13s. 3d., and one dividend of 6s. 8d. in the £ had been paid, and money remained for a further payment. Mr. W. M. Kernish, the trustee, reported that the bankrupt had contributed to his failure by culpable neglect. Further examined, said that if the stock-in-trade had been sold in the ordinary way, 20s. in the £, or if the goods had been sold at cost price, 15s. in the £ would have been realised; but on account of the way the stock had been neglected, he had to sell it at prices which averaged below cost, and the estate would only realise about 10s. in the £. The discharge was granted, but was not to come into force until the latter composition was paid.

ROBERT HEWSON LOW, Newmarket, hairdresser and tobacconist, at the Cambridge Bankruptcy Court, on April 23.—The debtor said he first carried on business at Newcastle as a hairdresser. He left Newcastle to go to Durham, where he acted as a turf correspondent. He paid all his debts before leaving Newcastle. The turf correspondent business paid. Nine years ago he started a hairdresser's business at Newmarket. Two years afterwards he commenced business as a tobacconist, and he used to travel for orders within a radius of sixteen miles from Newmarket. He had a horse and cart. He kept a set of books very carefully, and he could at any moment

have ascertained his real position. Two years ago he was a little to the bad, and his deficit of £282 was spread over four years. He did not look into his affairs, because he had been so busy since he took up the wholesale tobacconist business.—Was it not rather more the case that you did not like to see how bad you were?—No. The debtor added that he always thought his stock-in-trade was more than sufficient to pay the creditors. When he took stock two years ago he considered he was solvent. The examination was formally adjourned until the next sitting of the Court, in order that the first meeting of creditors might be held. Mr. William Wild, solicitor, of Messrs. A. H. & A. Ruston, solicitors, of Newmarket, represented the bankrupt.

THOMAS TODD POTTS.—The (adjourned) examination of this debtor, a tobacconist, of Gorleston, was resumed on the 24th ult., at the Yarmouth Bankruptcy Court. Liabilities were returned as £302; assets, nil. Having spoken as to a house transaction in February last year, when he bought No. 2, Harbour Villas, Upper Cliff Road, Gorleston, with money chiefly raised by mortgage, and then sold it to his mother at a profit of £600, debtor was examined as to the East Coast Tobacco Company. His statement at the last hearing that no shares were issued was not true, as he issued a certificate to himself in the name of "Lieutenant Todd Potts" for shares Nos. 1 to 300. These went to the Provincial Union Bank of Ipswich (Kirkwood) as security. Debtor produced his bank pass book, and explained that he paid out various cheques for wines, carpentering and painting, to settle bills, and to wipe off £70 differences on the Stock Exchange. In fixtures and repairs to his property £660 was expended, and this he admitted he sold for £200 to a man named Bussey, who afterwards re-sold it to his (debtor's) mother. The examination was further adjourned to the June Court.

JULIUS BADIAN.—The debtor, who had carried on business in Manchester as a cigar manufacturer and tobacconist, applied last month, through Mr. David Cohen, solicitor, for his discharge. The Official Receiver (Mr. C. J. Dibb), in his report, stated that the receiving order was made in December, 1898, on a creditor's petition. The liabilities were of comparatively small extent, and the assets realised only a few pounds. The debtor attributed his failure to endorsing accommodation bills. The Judge granted the debtor his discharge suspending it for two years.

EDWARD KENSAL.—Particulars have been issued by the Official Receiver for the Brentford District, of the affairs of this debtor, who lately resided and carried on business as a tobacconist at 276, High Street, Acton. The debtor's statement of affairs shows unsecured liabilities £389 6s. 4d., and assets nil. The bankrupt states that he commenced to trade in March, 1889, with a capital of £100, of which £70 was borrowed; £50 of this is still owing. There are fourteen debts for goods obtained, and an amount of £100 is stated to be owing to the bankrupt's wife for money borrowed. The failure is attributed to losses by betting, and to the fact that the household and personal expenses were in excess of his income.

J. N. KOFELASKY, cigarette manufacturer, of 33, Jewry Street, Aldgate.—The debtor appeared before Mr. Registrar Brougham for public examination last month, when the statement of affairs, as they appeared in our April issue, were borne out by the bankrupt. The examination was concluded.

HORACE W. KING, tobacconist, of Cornfield Place, &c., Eastbourne.—On the application of Mr. Warren (of Messrs. Hillman & Burt), on the 1st inst., the public examination of the debtor was adjourned to May 29 at 2.30 p.m.

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From M. BEEDLE & Co.,  
No. 1 (late 4 & 5),  
TOTTENHAM COURT ROAD, W.  
February 5<sup>th</sup>, 1900.

Messrs. J. MILLHOFF & Co.,  
27, COMMERCIAL STREET, E.

Gentlemen,

In answer to your letter of January 26<sup>th</sup>, in reference to the number of "PICK-ME-UP" Cigarettes I have sold (over the counter only), my books will prove that when the tobacco trade journals mentioned recently that a West End tradesman sold at the rate of fifty-five thousand a month, they were quite correct. Regretting my delay in answering your letter, which I know you will excuse, as you are well aware that I have been very busy opening my new shop at No. 1, Tottenham Court Road.

I am, Gentlemen,  
Yours faithfully,  
(Signed) M. BEEDLE.



## TRADE NEWS AND NOTES—continued.

**PRESTON & Co.**, tobacconists, 17, West Blackhall Street, Greenock.—A petition for cessio was presented in this case at the Sheriff Court, Greenock, on the 4th inst., at the instance of Mr. James Hart, tobacconist, Glasgow. Mr. John Preston stated that he had carried on business at West Blackhall Street, Greenock, and at Argyll Street, Dunoon, under the title of Preston & Co. He was the sole partner in the firm; and he had formerly signed a trust deed in 1885 in favour of a Glasgow gentleman. The stock in both shops belonged to himself, but the stock in the West Blackhall Street shop had been sequestered for the past eighteen months' rent. The liabilities were shown to be £174 16s. 3d., and the assets £69 1s. 3d., leaving a deficiency of £105 15s. Mr. A. M. Blair, writer, appeared for petitioner; Mr. T. R. Jacobs for debtor; and Mr. J. W. Anderson for creditors.

**BENJAMIN FEINSTEIN**, of 21, Great Southsea Street, Southsea, tobacconist and journeyman tailor.—The examination of this debtor was held on the 30th ult., at the Portsmouth Bankruptcy Court, when the statement of affairs showed liabilities amounting to £119 19s. 4d., assets £14, and a deficiency of £105 19s. 4d. Debtor attributed his failure to ignorance of the tobacco trade and ill-health, and stated that he was a native of Riga, Western Russia, and came to England fourteen years ago and settled in Portsmouth, where he had been employed as a journeyman tailor. In 1895 he began working for a local outfitter as a master tailor, and to keep the men together he retained them during slack times, and this resulted in a loss. He then began borrowing from loan offices, and in October, 1898, took his present premises, where, at Christmas, he opened a tobacconist's shop on credit, at a cost of £30. During the last year several judgments were registered against him, and he made a deed of assignment for the benefit of his creditors, but several refused to come in, and had compelled him to file his petition. No books had been kept. The examination was closed.

**Deeds of Arrangement** with creditors have been made by the following:—

**WILLIAM MATHER**, tobacconist, 151, South Street Moor, Sheffield. Dated April 3, filed April 6; unsecured liabilities £157 8s. 5d., estimated net assets £45. Trustee—S. T. Gill, chartered accountant, George Street, Sheffield.

**JANE POOLE** (widow), tobacconist, 306, Stockport Road, Longsight, near Manchester. Dated March 30, filed April 5; unsecured liabilities £122 15s. 1d., estimated net assets £70. Trustee—William J. Coates, 5, John Dalton Street, Manchester.

**CATHERINE POTTER**, tobacconist, High Street, Kings Lynn. Dated April 6, filed April 7; liabilities unsecured £319 17s. 3d., estimated net assets £110. Trustee—William Hitchcock, Kings Lynn, bank manager.

**LEOPOLD EMANUEL DAGMAR SMITH**, trading as L. Dalmar & Co., importer and manufacturer of cigars and cigarettes, of 119, New Bond Street, and Stuart House, Falkland Road, Kentish Town. Dated March 30, filed April 6; liabilities unsecured £3,621 11s. 1d., estimated net assets £2,331 17s. 1d. Trustee—Lawrence Hasluck, chartered accountant, 17, Holborn Viaduct, E.C.

**ERNEST RYMAN TURNER**, tobacconist, 234, High Street, Merton. Dated April 14, filed April 18; unsecured liabilities, £333 18s. 5d., estimated net assets £61 13s. 4d. Trustee—Alexander Doig, 46, Broomwood Road, Wandsworth Common, and Worpole Road, Wimbledon.

**FREDERICK WILLIAM VAUGHAN**, tobacconist, Arcade Buildings, Fishergate, and 2, Bank Place, Preston. Unsecured liabilities £416 4s. 1d., estimated net assets £77 14s. 5d. Trustee—James Todd, chartered accountant, 3, Winckley Square, Preston.

## Tobacco

## in the Philippines.

TOBACCO is probably the best known product exported from the Philippines, the manila wrapper being known the world over. Three-fourths of all the tobacco grown in the Philippines comes from the provinces of Isabella and Cogaun, on the island of Luzon, and the best grade leaf also comes from these two provinces. North and South Hocos, Abra and Union province also grow tobacco. The islands of Cebu, Negros and Panay also produce some tobacco, but neither in quantity nor quality does it approach Luzon.

The tobacco lands in the provinces of Isabella and Oayugau, where the best grades are raised, are along the Cagauan and other rivers in these provinces. The soil is fairly heavy, limy and very rich in decomposed vegetable matter. The rivers of these districts overflow their banks every rainy season, and leave on the lands a deposit of mud and vegetable matter, often 8 to 10 inches deep and of wonderful richness. There is not an ounce of fertilizer, either commercial or barn-yard, used on the tobacco plantations, and many of them have had the same crop every year for 40 or 50 years. The lowlands that are inundated every year grow the finest tobacco, yet the high lands also produce a very fine leaf, although lighter. This land is planted in October, the low lands in December and January to avoid danger of young plants being flooded out.

The native Filipino cultivates the land in the same way it has been done for a century, everything being done by hand

in the laziest, slipshod way possible. The land is ploughed by a water buffalo dragging a crooked tree branch through the soil a few times, is then pulverized and laid off into seed beds. Seed is mixed with wood ashes and sown broadcast. It germinates in eight days, and at two months the young plants are 6 or 7 inches high with five or six leaves, and ready for transplanting. They are set 3 feet apart, being protected from the sun's rays while young by a piece of banana bark being stuck in the ground by their side.

As the plant grows, the first five or six leaves are plucked, as they rest on the ground and are dirty and valueless. Workmen go from one plant to another, picking the ripest leaves, distinguished by their dark colour. If a leaf does not respond easily to the slight pressure used by the picker, it is left on the plant as not being ripe. As soon as enough leaves have been gathered to fill a cart, they are covered with banana leaves and taken to the curing sheds. Here they are strung on small bamboo poles, hung up in the shed and carefully kept from exposure to the sun and rain. When dry and of the same colour they are piled in squares. In ten or twelve days the poles and leaves are given their first turning, the top pole going on the bottom of the new pile, and so on until all leaves are exposed alike. They are turned twice more the next five or six weeks. If the leaves are turned too soon, fermentation not being completed, the proper colour cannot be obtained, but if allowed to stay too long in the pile, the leaves will sweat and lose both strength and colour.

After curing, the leaves are graded, removed from the poles and tied in bunches of ten. These bunches are afterward tied 100 leaves in a bunch and are ready for sale.

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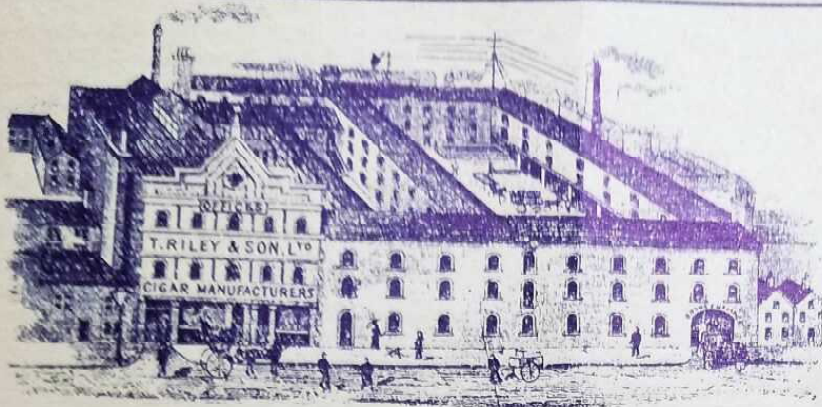
## New South Wales and Its Tobacco Future.

THE tobacco-growing industry in New South Wales is only in its infancy, although the suitability of the climate and soils in various parts have been demonstrated for some years. In 1886 there were only 86 acres under crop; but this area was increased in 1891 to 790 acres, which yielded 7,704 cwt., giving an average of nearly 10 cwt. to the acre. The return per acre in 1892 rose to nearly 12 cwt. (the highest average it has yet reached), though there was a considerable decrease in the quantity. Then, for a couple of years, the area cultivated fell away, but about six years ago a fresh demand set in for the colonial product. The leaf brought remunerative prices—some of the producers securing big profits. This gave birth to a temporary boom in tobacco. High rents were paid for land on which the plant had been previously grown, and on which there were standing the curing-sheds of former growers. The area increased by fully 100 per cent. in twelve months. Growers were anxious to take advantage of the tide of popular favour. Among a lot of impractical men the natural desire to secure a heavy harvest resulted in much indiscriminate picking. Leaves were gathered that should have been rejected, the quality of the crop as a whole being thereby deteriorated. Consequently the price of the leaf fell; and many of the growers holding on to ill-assorted, badly-cured stock, in the hope of a rise, found themselves later on with utterly unsaleable tobacco. But the misfortune has had its good effect. Latterly more care has been exercised in picking. Last year as high as 9*d.* a pound was paid by the Brisbane manufacturers. There is, however, a prejudice against the local product amongst the smoking public, notwithstanding that the factories turn out a really good article. But there is good reason to hope that this prejudice will soon disappear. From time to time in the past, representations were made to the Government that the conditions necessary to place the industry on a footing to compete successfully with imported tobacco were wanting. The farmers had acquired but little skill in the stripping and curing of the plant, and none of them knew anything about grading and packing it for export to open markets, where it could compete with the products of other countries and be judged on its merits. In response to these representations, the Government, in order to stimulate a flagging industry, and provide growers with a fresh incentive, secured the services of Mr. Robert S. Nevill to instruct them in the proper cultivation of the plant and all the various processes necessary to make it a profitable and marketable article. This gentleman has spent all his life in farming, curing, and handling tobacco in all its stages until it is ready for the manufacturer; and as his experience was gained in the chief tobacco district in the United States, where the cultivation has almost reached perfection, his instructions and practical field demonstrations should supply the one thing needed to make the crop a favourite one in Queensland. The tableland country in the southern portion of the colony between Macintyre Brook and the Dumaresq River furnishes almost the whole of the present yield; but the area over which it may be grown in South Queensland with equal success is practically unlimited. These highlands develop best the quality and character of leaf suitable for the manufacture of heavy or pipe tobacco, while it has been proved that the warmer climate of the northern coast lands at Cairns, Mackay, and other places will grow an excellent light leaf for cigars. Mr. Nevill says that it is not at all necessary, nor is it a good thing, to select the richest land for tobacco growing. A soil which will produce a splendid crop of maize, potatoes, or sugar-cane is not necessarily one well suited to tobacco culture. In the United States tobacco is grown on a quality of land that would not in Queensland be thought worth putting a plough in for anything. The chief tobacco centre in Queensland has been christened with an American name—Texas. The cultivated land lies on the north bank of the Dumaresq River, which forms part of the boundary between New South Wales and Queensland. Last year Texas grew 84 per cent. of the whole output, the only other

district to grow it to any extent being Inglewood. At Killarney a few years ago, several hundred acres were under cultivation, but it has since given place to other crops. Texas and Inglewood produce a leaf of excellent quality for heavy or pipe tobacco. Between 600 and 700 acres are under crop there. The average yield is about 900 lbs. per acre in an ordinary season, while a very good year will show an average of 1,100 lbs. and upwards—a return far in excess of the best American yields. Most of the tobacco grown now at Texas is on the share system with the local land-owners. Hitherto the uncertainty of the crop finding favour with the manufacturers has deterred many from attempting its cultivation. But it must be remembered that the growers' unskilful methods were primarily responsible for this state of affairs. No difficulty is experienced in disposing of a good article to the Brisbane factories, of which there are at present five. It is hoped now that the industry will take firmer root, and that farmers will be induced to select their own lands and settle down to its intelligent and careful cultivation. "Tobacco can be grown here," says Mr. Nevill, "equal to the best grown in the United States, and the farmers in a little while ought to be able to supply the manufacturers with a cured leaf that will enable them to turn out a good serviceable tobacco, equal in general quality to that exported from America to Britain." Some of the farmers have already remodelled their curing sheds. In many cases they were so open and exposed that the housed leaf might almost as well have been in the open air. Tobacco is a hardy plant, and gives very little trouble while growing if the land has been well prepared before transplanting. It is only when harvested and stored that it requires careful attention, and judging from the monetary results a fair crop will give to the producer, it will repay him well for his trouble.

Mr. Nevill found a very good quality of cigar leaf growing at Cairns, and some stored that had been cured in the crudest fashion. Yet when a sample of it was sent to London it realised 2*s.* 6*d.* a pound. He thinks so highly of the district for growing light cigar leaf, that he has persuaded some of the farmers there to undertake the growing of from two to four acres each. He has no fear of the result, as, from what he saw produced by out-of-date appliances and treatment, he is convinced there is profit in the industry there with improved means of production. Taking Queensland tobacco on the whole, there is no reason, he thinks, why it should not entirely exclude the imported article, of which there came into the colony last year 47,735 lbs. The Queensland leaf manufactured in the same period was 607,114 lbs.; and imported manufactured pipe tobacco, 685,831 lbs. Tobacco should be an auxiliary crop, worked in rotation with others, such as wheat, barley, &c. From the time of transplanting it takes only from 90 to 100 days to ripen at Texas, and 60 to 80 days at Cairns. On the prolific scrub lands a maize and tobacco crop could easily be taken off the same piece of land each year. Mr. Nevill gives an estimate of the result of a tobacco crop per acre. The cost of production in Queensland is about 3*d.* a pound, and should never be more; the average yield in an ordinary year is 900 lbs.; the average price per pound is not less than 5*d.* Hence, there is a clear profit of 2*d.* per pound, giving a net result of £7 10*s.* per acre. Last season the price realised for the best of the crop was from 8*d.* to 9*d.* a pound. At the estimated profit of 5*d.* a pound the return would be, if sold at 8*d.*, £18 15*s.* an acre. What the profit would be on cigar leaf grown in North Queensland and sold at half-a-crown a pound, is best left to the imagination. There is a large home consumption still to supply, and by the time the growers have been able to meet it the art of cultivation will probably have developed to such an extent that export to other markets will be no longer out of the question. The verdict of manufacturers in Australia is that the tobacco leaf grown in Southern Queensland has the best flavour, and is in every way the most desirable of any so far produced in these colonies. There is in the Texas district alone available land to supply the whole of Australasia with its pipe tobacco. There is money in tobacco for the man who will go to Texas with a little capital, select his own ground, and settle down to systematic cultivation; and if a superior cigar leaf can be successfully grown on a large scale, will some day, when men are making huge fortunes at tobacco-growing in North Queensland, make a lot of us wonder why we let the opportunity slip by us. Mr. Nevill says that any intelligent man, if he goes the right way to work, can soon learn all that is necessary for the proper curing and packing of tobacco for the local manufacturer, or for export. In the meantime he can "keep the pot boiling" with other crops.

In connection with the foregoing, it is interesting to note that the colony of Victoria is devoting considerable attention to tobacco growing, and quite recently a shipment of the produce arrived in London. This is now in process of valuation, and Mr. Sinclair, the agent for the Victorian Government, is busily engaged in obtaining opinions of its value, not only in London, but also in Belgium and Holland.



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## The Tobacco Trade Benevolent Association.

THE fortieth Annual Meeting of the Donors and Subscribers of this Society was held at the office of the Association, 5, Mark Lane, E.C., on the 26th ult., when Mr. F. Faulkner was called to the chair, in the absence of a President, but relinquished that position on the election of Mr. W. Klingenstein to the latter office. The following Report and Balance Sheet were presented to the meeting:—

For the first time since its formation the Association has during the past year been without a President, as, on the day of the last Annual Meeting, the ex-President telegraphed his inability to continue the office, when another distinguished member of the trade was (necessarily without consultation with him) elected to that position, who, on being informed of the election, declined that year at least to accept office, owing to the many other duties devolving upon him.

Financially the year has been a normal one, the income has been only slightly in excess of the expenditure, and no amounts have yet been received towards the pressing scheme of Alms-houses for at least some of our pensioners.

The subject cannot be allowed to drop, and later on its urgent necessity will be pressed upon the trade in, it is hoped, a successful manner.

The number of deaths in the ranks of the Pensioners has been unprecedented, no less than eight having passed away since the last report was issued. Some of the vacancies, according to Rule 27, have been filled up by the Committee, but still there are five vacancies from this cause. At Christmas last, out of deference to the protests of some few Subscribers, the Committee refrained from giving to the Pensioners anything more than the usual monthly sum. It is hoped that some expression of opinion on this subject will be given at the Annual Meeting, as your Committee consider that a trifling addition to the monthly payment at Christmas time brightens the burden and cheers the lives of, in many cases, two poor folk who have to absolutely exist on £20 per year, being mostly too old as well as too feeble to increase their incomes by any exertions on their part.

According to Rule 11, one-third of the Committee whose attendances have been least retire, but are eligible for re-election. The operations of the Association are yearly extending, and it is therefore desirable that only those who attend fairly well, and share the real work of visiting applicants for relief, should be re-elected, otherwise this labour falls somewhat heavily on the few who regularly attend the meetings.

The following notice of motion has been received:—

"That Candidates for Pensions who, after three elections, do not succeed in securing at least thirty votes, be struck off the list."

*Receipts and Disbursements from April 19, 1899, to  
April 20, 1900.*

	£	s.	d.
To Balance ... ..	475	11	8
" Dividends on Investments and Annuity ... ..	£411	17	0
" Income Tax returned ... ..	14	2	6
	425	19	6
" Annual Subscriptions ... ..	425	5	0
" New Subscriptions ... ..	14	3	6
" Donations ... ..	23	12	0
	£1,364	11	8
To Cash at Bankers ... ..	£520	6	1
	£	s.	d.
By Pensions ... ..	606	13	4
" Temporary Relief ... ..	214	3	4
" Rent ... ..	6	16	6
" Petty Cash ... ..	6	6	11
" Printing, &c. ... ..	8	3	6
" Donation returned (Dinner)... ..	2	2	0
" Balance ... ..	520	6	1
	£1,364	11	8

Present Assets of the Association:—£5,250 3 per cent. Local Loan; £2,300 2½ per cent. Stock; £1,970 4 per cent. London and St. Katharine Dock Company Debenture Stock; £395 6 per cent. East Lincolnshire Railway Guaranteed Stock; £500 3 per cent. Great Northern Debenture Stock; £700 Great Eastern Railway 4 per cent. Debenture Stock. Government Annuity of £60 per annum, expiring 5th April, 1915.

We have examined the above statements and compared the items with the vouchers, and hereby certify the correctness thereof, and the balance to be Five hundred and twenty pounds, six shillings and one penny.

C. R. HIGGINS, }  
J. GIBB ADKIN, } *Auditors.*

The adoption of the Report was formally moved by Mr. F. Faulkner, and seconded by Mr. G. Chambers, the Hon. Secretary. A friendly discussion arose as to the desirability of granting donations at Christmas, Mr. Siemssen contending that these were against the rules of the Association, and suggesting that the legitimate way would be to increase the pensions. To do this would necessitate the management considering whether the funds at their disposal were sufficient to bear this extra burden. Mr. Van Raalte agreed with Mr. Siemssen, giving as his reason that the giving of these Christmas grants precluded others from receiving pensions. Mr. Chambers insisted upon a certain amount of discretion being allowed to the Committee, and stated, in answer to this latter assertion, that the Society had never yet refused to grant assistance on account of lack of funds. He proceeded that the suggestion seemed to cast a slur on the Committee, and asked for an amendment to be moved on their Report by which means they could take the sense of the subscribers. This, however, was not done, but the Report and Balance Sheet were put to the meeting and carried unanimously. After the usual votes of thanks had been accorded, the Secretary announced the poll for the election of five pensioners, as follows: Mary Smith, 327 votes; Elizabeth Brown, 302; Rosa A. Chudleigh, 272; Harriet Cotton, 175; Edmund G. Davies, 120; John Hoar, 114; Anne Spratley, 110; Fred L. Rovedino, 40; Selina Creighton, 38; and Mitchell Cunningham, 37. In the ordinary course the first five of these candidates would have been elected, but on investigation it was found that, under Rule 9 of the Society, which says, "Accepted candidates for pensions who have been subscribers, donors, or the widows of subscribers and donors, shall on their first application have placed to their credit an equivalent in votes to the money so subscribed or given to the Association." Mr. Hoar was entitled to extra votes, which brought up his total to 149, against Mr. Davies's 129, so that the former was declared elected. An urgent scheme for raising funds to build almshouses is on the programme of the Association, and retailers should avail themselves of this Society to lay up something for themselves in the event of reverses and poverty in declining years, by helping to alleviate the sufferings of those to whom misfortune has already come.

## The Pipe.

THE clouds of obscurity which surround the individual who first conceived the idea of smoking a pipe have never been, nor are they ever likely to be, pierced by even the most inquiring enthusiast. Long before Columbus brought to Europe the information that there was a continent on the other side of the Atlantic Ocean, there had been generations and generations of pipe smokers in America. Already at that date some of their pipes had become ancient, and had been buried in the mounds or tumuli from which they have since been recovered, principally in the territories which are now designated the States of Ohio, Indiana, Illinois, and Iowa. The "mound" pipes, as they are called, are chiefly made of porphyry and other hard stones, and are carved with an artistic skill that is extremely creditable, when we remember how few were the appliances for such work at the hands of

the noble Red Man before that era when civilisation and the United States taught him the use of whiskey and a top hat. The pipes, which are cut from a single piece of stone, consist of a convex base, with the round bowl rising from the middle, the base or platform being from 3 to 4 inches in length, and pierced at one end up to the bottom of the bowl, the other end being obviously intended to hold the pipe when in use.



The carvings represent human forms and figures of birds and reptiles, and are extremely interesting as forming one of the most characteristic remains of an ancient race. The calumet, peace pipe, or medicine pipe, formed an object of the most profound veneration among

the North American Indians, and occupying as they did a high place in connection with the superstitious rites and usages of the tribes, were only entrusted to the care of honoured officials, who produced them with much ceremony on the occasions of importance. It is worthy of note that although the most ancient of the American pipes (as may be seen from the two accompanying illustrations) had no stem, the stem only which is the object of veneration in connection with the medicine pipe, the bowl being a matter of indifference. The favourite material for Indian pipe bowls is a fine-grained, rich, red-coloured stone (catlinite), which is found in quarries west of the Big Stone Lake, in Dakota. So much was the pipe venerated by the inhabitants, that the Indians always considered these quarries as neutral ground, even when at war with each other, and many sacred traditions are associated with the district. Longfellow, in the "Song of Hiawatha," begins Part I. with the "peace pipe," and the following excerpt from that noble poem may not be out of place here while on the subject of Indian pipes:—



"On the mountains of the prairie,  
On the great Red Pipe Stone Quarry,  
Gitche Manito, the mighty,  
He the master of life descending,  
On the red crags of the quarry,  
Stood erect, and called the nations,  
Called the tribes of men together.  
\* \* \*

"From the Red Stone of the Quarry  
With his hand he broke a fragment,  
Moulded it into a pipe head,  
Shaped and fashioned it with figures;  
From the margin of the river  
Took a long reed for a pipe-stem,  
With its dark green leaves upon it;  
Filled the pipe with bark of willow,  
With the bark of the Red Willow;  
Breathed upon the neighbouring forest,  
Made its great boughs chafe together,  
Till in flame they burst and kindled;  
And erect upon the mountains,  
Gitche Manito, the mighty,  
Smoked the calumet, the Peace-pipe,  
As a signal to the nations.  
And the smoke rose slowly, slowly,  
Through the tranquil air of morning,  
First a single line of darkness,  
Then a denser, bluer vapour,  
Then a snow-white cloud unfolding,  
Like the tree-tops of the forest,  
Ever rising, rising, rising,  
Till it touched the top of heaven,  
Till it broke against the heaven,  
And rolled outward all around it."  
\* \* \*

Considerable doubt exists as to whether pipes for smoking were known in Europe before the discovery of America. That tobacco smoking was unknown is certain, but so many bronze, clay, and iron pipes have been discovered in association with various Roman remains, that many authorities are inclined to the belief that the smoking of other herbs as well as hemp was indulged in by the ancients. The oldest pipes found in

Great Britain and Ireland are the small Elfin pipes, so called on account of the various traditions existing connecting them with the "fairies." So strong is the belief in the actuality of the "little people" in some parts of Ireland, that when, in the course of agricultural pursuits, an Elfin pipe is turned up from the soil, the finder will frequently go through the performance of throwing it over his shoulder, and re-burying it where it falls. This is, no doubt, to let the fairy see where the pipe is placed after being disturbed, and to appease any wrath that such a discovery of his hiding place might engender. It is to be feared, however, that these little pipes have no such romantic owners in reality, but were no doubt buried and hidden during those periods when smoking was only indulged in at the risk of severe displeasure from the authorities. They date back to the early part of the 17th century, and in some instances the initials of the manufacturer are to be found stamped upon the small heel or spur at the bottom of the bowl. The honour of having introduced the first pipe into Europe is generally ascribed to the first governor of Virginia, one Ralph Lane, who presented an Indian pipe to Sir Walter Raleigh in 1586, and taught that warrior and courtier how to use it. In 1619 the pipe-makers in London were already such an important body as to become incorporated in that year, and they practically taught the art of making clay pipes to all the other European nations. Much ingenuity was displayed in the manufacture of pipes about this time, wood, horn, bone, ivory, porcelain, gold and silver, amber and glass, being employed in various forms; while precious stones were freely used in the decoration of pipes for the wealthy. By degrees, pipes of special form and material came to be associated with particular nations—thus, the Broseley clay in England, the long, painted porcelain bowl and wooden stem in Germany, the red clay bowl and cherry-wood stem of the Turk, the very small metal bowl and cane stem of Japan, and the more luxurious "hookah" in Persia, while differing in a marked degree in their shapes and forms, are all altars devoted to the same saint, and upon which is burnt the sacred weed that dispels depression, soothes the sorrowing, predisposes to charity, and grants to its devotees a peace that almost passeth understanding.

## A New Show Case.

MESSRS. LUSBY, LIMITED, of 44, Upper East Smithfield, E., have patented, and are about to place with their customers, an exceedingly handsome solid mahogany show case for the exhibition of cigars either upon the counter or in the window. The case, which is finished in the best possible style, is fitted with a plate glass sliding top, thus permitting the cigars to be shown in their original boxes, and forming, when used on the counter, an admirable device for the attraction of a customer's attention, who can there and then be served from the boxes in the case by the manipulation of the before-mentioned top, the latter sliding as easily as though it were on wheels. The firm have placed a very large order for the supply of these cases, and they are prepared to issue them to the trade on very exceptional terms, viz., they undertake to loan the case on so small an order being received as 200 each of their 1d., 2d., 3d., and 4d. cigars for exhibition and sale, and, for larger quantities of their goods, Messrs. Lusby are prepared to make a free gift of it to the dealer. To a practical tobacconist, this case will recommend itself on sight, and especially to those whose assistants display an eagerness to open a superfluous number of boxes of the same brand—a tendency which might with advantage be checked. By the way, the 1d. line of cigars mentioned above is an excellent little smoke packed in 25's to retail at 2s. per box, or it may be sold by weight at 1s. per ounce, and is thus in itself a novelty, while "Empire's Might" and other favourite brands of Messrs. Lusby's go to make up the selection recorded.

# NEW BRANDS

The following appeared in the *Trade Marks Journal* of April 11, 1900:—

**Lusco.**—228,537. Tobacco, whether manufactured or unmanufactured. Toler Brothers, Ltd., 65, Harrow Road, Paddington Green, London, W.; newspaper agents, &c. January 25, 1900.

**Moon Maidens.**—228,826. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. February 8, 1900.

**Starry Heights.**—228,830. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. February 8, 1900.

**Stone King.**—228,831. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. February 8, 1900.

**Rare Luck.**—229,205. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. February 26, 1900.

**Fury.**—229,262. Tobacco, whether manufactured or unmanufactured. Stephen Mitchell & Son, 36, St. Andrew Square, Glasgow; tobacco and snuff manufacturers. February 28, 1900.

**Old Pete.**—229,341. Tobacco, whether manufactured or unmanufactured. Ogden's, Ltd., 33, Wapping, Liverpool; tobacco and snuff manufacturers. March 5, 1900.

The following appeared in the *Trade Marks Journal* of April 18, 1900:—

227,426. "The essential particulars of the Trade Mark are the following:—The combination of devices and the words 'King of the Road,' and the applicants disclaim any right to the exclusive use of the added matter, except in so far as it consists of their own name." Cigarettes made of Virginia tobacco. John Player & Sons, Ltd., Castle Tobacco Factory, Radford Boulevard, Nottingham; tobacco and cigar manufacturers. November 27, 1899.

228,749. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. February 6, 1900.

229,281. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. March 1, 1900.

**Turnover.**—229,466. Tobacco, whether manufactured or unmanufactured. Firm trading as D. & J. Macdonald, 26, Oxford Street, Glasgow; tobacco manufacturers. March 10, 1900.

**Clear Grit.**—229,535. Tobacco, whether manufactured or unmanufactured. The firm trading as Richard Benson, 59, Broad Street, Bristol; cigar and tobacco merchants. March 14, 1900.

**Halberdier.**—229,536. Tobacco, whether manufactured or unmanufactured. The firm trading as Richard Benson, 59, Broad Street, Bristol; cigar and tobacco merchants. March 14, 1900.

The following appeared in the *Trade Marks Journal* of April 25, 1900:—

**Ogden's "Coolie" Cut Plug.**—*"The essential particulars of the Trade Mark are the following: The device and the word 'Coolie,' and the applicants disclaim any right to the exclusive use of the added matter."* 227,782. Cut Plug Tobacco. Ogden's, Ltd., 33, Wapping, Liverpool; tobacco and snuff manufacturers. December 14, 1899. *By consent.*

**Marwaree.**—228,311. Tobaccos, whether manufactured or unmanufactured. The Anglo-Indian Cigar Co., Woriur, Trichinopoly, India; and Mansion House Chambers, 11, Queen Victoria Street, London, E.C.; cigar manufacturers. January 16, 1900.

**Blackstart.**—228,912. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. February 13, 1900.

**Rosepastor.**—228,913. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. February 13, 1900.

**Otter Hound.**—228,915. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. February 13, 1900.

**Lemon Soles.**—228,917. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. February 13, 1900.

**Salmon Trout.**—228,918. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. February 13, 1900.

**La Flor de Lasima.**—228,932. Cigars, Cigarettes, and tobacco. John Garnett & Co., Ltd., 2 & 4, Factory Yard, Miller Street, Shudehill, Manchester; cigar manufacturers. February 14, 1900. *By consent.*

**Stonechat.**—228,956. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers. February 15, 1900.

**Germinal.**—229,010. Tobacco, whether manufactured or unmanufactured. Frank Hills, 167, Gresham House, London, E.C.; cigar importer. February 17, 1900.

**Jolly Collier.**—229,144. Tobacco, whether manufactured or unmanufactured. Philip Greasley, 9, Belvoir Road, Coalville, Leicestershire; tobacconist. February 23, 1900.

**Idasia.**—229,197. Tobacco, whether manufactured or unmanufactured. B. Kriegsfeld & Co., 45, Lower Mosley Street, Manchester; tobacco and cigarette manufacturers. February 26, 1900.

**Trifes.**—229,200. Tobacco, whether manufactured or unmanufactured. B. Kriegsfeld & Co., 45, Lower Mosley Street, Manchester; tobacco and cigarette manufacturers. February 26, 1900.

**Sithamon.**—229,250. Tobacco, whether manufactured or unmanufactured. W. H. & J. Woods, Limited, Derby Street Factory, Derby Street, Preston; tobacco manufacturers. February 28, 1900.

**La Islanita.**—*No claim is made to the exclusive use of the word "Isla."* 229,304. Tobacco, whether manufactured or unmanufactured. Walters & Co., Ltd., 1, Church Row, Houndsditch, London, E.; tobacco manufacturers. March 2, 1900.

**Yarvole.**—229,473. Tobacco, whether manufactured or unmanufactured. Swain & Van den Arend, High Cross Cigar Manufactory, 1, High Cross Street, and Town Hall Lane, Leicester; cigar manufacturers. March 10, 1900.

## NEW BRANDS—continued.

**Popcorn.**—229,594. Tobacco, whether manufactured or unmanufactured. Ogden's, Ltd., 33, Wapping, Liverpool; tobacco and snuff manufacturers. March 16, 1900.

**Flor Rapidez.**—229,719. Tobacco, whether manufactured or unmanufactured. The firm trading as R. I. Dexter, 3, Wilford Street, Nottingham; cigar manufacturers. March 23, 1900.

The following appeared in the *Trade Marks Journal* of May 2, 1900:—

**The Reel Brand.**—“*The essential particular of the Trade Mark is the device of a Reel, and the applicants disclaim any right to the exclusive use of the added matter.*” 228,408, Tobacco, whether manufactured or unmanufactured. Fairweather & Sons, 108, Seagate, Dundee; tobacco manufacturers, January 19, 1900.

**Cuckoo-Bird.**—228,752. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers, February 7, 1900.

**Flycatcher.**—228,753. Tobacco, whether manufactured or unmanufactured. Samuel Gawith & Co., Aynam Works, Canal Head, Little Aynam, Kendal; tobacco manufacturers, February 7, 1900.

**Flor de Dahsa.**—229,040. Tobacco, whether manufactured or unmanufactured. John Partridge, trading as Partridge & Sons, Post Office Yard, Leicester; cigar manufacturer, February 19, 1900.

**Coupe de Faune.**—229,348. Tobacco, whether manufactured or unmanufactured. International Tobacco Co., Société Anonyme, Successeurs de A. Stein & Co., 16, Rue Kiliaen, Antwerp; and 14, Rue de Plaisance, St. Nicolas, Waes, Belgium; cigar manufacturers and tobacco merchants, March 6, 1900. *Address for service in the United Kingdom:* c/o J. A. T. Caton, 6, Monument Station Buildings, London, E.C.

**Las Pompadoras.**—229,407. Cigars and cigarettes. Harris & Thomson, 32 & 34, Tarlton Street, Liverpool; cigar manufacturers, March 8, 1900.

**El Nemesios.**—229,749. Manufactured tobacco. W. Klingenstein & Co., 30, St. Mary Axe, London; cigar importers, March 26, 1900.

**La Papanteca.**—229,750. Manufactured tobacco. W. Klingenstein & Co., 30, St. Mary Axe, London; cigar importers, March 26, 1900.

**La Bellita.**—229,779. All goods included in Class 45. William Hudson & Co., Ltd., 16, Philpot Lane, London, E.C.; wine, spirit and cigar merchants, March 27, 1900.

**El Legramo.**—229,801. Cigars, cigarettes, and tobacco. Avis Brothers, Ltd., 90, Gosford Street, Coventry; cigar manufacturers, March 27, 1900.

**Album.**—229,802. Manufactured tobacco. Cope Bros. & Co., Ltd., 10, Lord Nelson Street, Liverpool; tobacco manufacturers, March 27, 1900.

**Booklet.**—229,803. Manufactured tobacco. Cope Bros. & Co., Ltd., 10, Lord Nelson Street, Liverpool; tobacco manufacturers, March 27, 1900.

**Bedesman.**—229,837. Tobacco, whether manufactured or unmanufactured. The firm trading as Richard Benson, 59, Broad Street, Bristol; cigar and tobacco merchants, March 28, 1900.

The following appeared in the *Trade Marks Journal* of May 9, 1900:—

**Ogden's "Coolie" Cut Plug.**—228,994. “*The essential particulars of the Trade Mark are the following:—The device and the word 'Coolie,' and the applicants disclaim any right to the exclusive use of the added matter, except in so far as it consists of their own name.*” Cut plug tobacco. Ogden's, Ltd., 33, Wapping, Liverpool; tobacco and snuff manufacturers, February 16, 1900. *By Consent.*

**Pufflets.**—229,528. *No claim is made to the exclusive use of the word "Puff."* Tobacco, whether manufactured or unmanufactured. Thomas Ridler Seymour, 4, North Street, Bristol; tobacconist. March 13, 1900.

229,365. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. March 6, 1900.

**Ardath.**—229,622. Manufactured tobacco. Albert Levy & Thomas, also trading as La Casa de la Habana, 62, Leadenhall Street, London, E.C.; tobacco manufacturers. March 19, 1900.

**Three Clasps.**—229,591. Tobacco, whether manufactured or unmanufactured. Salmon & Gluckstein, Ltd., 41, Clerkenwell Road, London, E.C.; tobacco manufacturers. March 16, 1900.

**La Fottessa.**—229,798. Cigars, cigarettes, and tobacco. Avis Brothers, Ltd., 90, Gosford Street, Coventry; cigar manufacturers. March 27, 1900.

**El Tobeto.**—229,799. Cigars, cigarettes, and tobacco. Avis Brothers, Ltd., 90, Gosford Street, Coventry; cigar manufacturers. March 27, 1900.

**Dargidash.**—229,850. Tobacco, whether manufactured or unmanufactured. Samuel Gulliver & Co., Ltd., 7, Argyll Street, Oxford Circus, London; 13 to 17, Kingsbury, Aylesbury; and 106 to 112, Belvedere Road, Lambeth, London; wine and spirit merchants. March 28, 1900.

**Ransalyo.**—229,991. Cigars, cigarettes, and manufactured tobacco. Samuel Maier, 2, Bradford Avenue, London, E.C.; merchant. April 3, 1900.

**Semedios.**—229,992. Cigars, cigarettes, and manufactured tobacco. D. Naphtali & Co., 24, Bow Road, London, E.; cigar merchants. April 3, 1900.

**Taujono.**—229,993. Cigars, cigarettes, and manufactured tobacco. D. Naphtali & Co., 24, Bow Road, London, E.; cigar merchants. April 3, 1900.

“I CAME mighty near tryin' to enlist in de Transvaal Army” said Meandering Mike.

“You might have ter work,” said Plodding Pete.

“Fur a minute I was willin' ter take the chance. I was deceived by a typographical error. De paper said the Transvaal was chock full o' Beers, an' I had ter read half a column before I got convinced dat it only meant Boers.”

MOTHER: “Johnny, what makes the baby cry so? Why don't you try to amuse him?”

Johnny: “I am tryin' to, but he don't want me to teach him to stand on his head.”

O'LAFFERTY: “Thot wor a tirrible deth t' McManus' gote.”

O'Hoolahan: “Iz he ded?”

O'Lafferty: “Yis; McManus wor shmokin' awn th' gote wint by whin McManus, in foon, blawed shmoke in th' gote's face—hiv yez iver shmelt McManus' poipe?”

O'Hoolahan: “Yis—wanst—rist th' sowl av th' gote.”—*Ohio State Journal.*

OLD Lady: “Little boy, you will never grow strong if you smoke that nasty pipe.”

Chimmy: “Maybe I won't, but de pipe will.”—*Indianapolis Journal.*



## The Swedish Match Industry.

A MEMORANDUM received at the Board of Trade states that the manufacture of Swedish matches has greatly increased during the last few years, and the export of this article has augmented in spite of the growing rivalry of foreign nations. The Swedish matches are the best, but those of their foreign rivals are sold at so cheap a rate that it is impossible to compete with them in price.

The manufacture of matches in Sweden, however, is threatened with a greater danger, namely, the growing consumption of the wood of the aspen, which is much sought after, on account of its porousness, not only for the manufacture of the matches themselves, but also of the match-boxes.

As Sweden cannot furnish a sufficient quantity of this wood, it has been necessary to import it from Russia and Finland. An idea of the quantity thus imported may be gathered from a report of the Swedish-Norwegian Consul-General at Riga. According to this authority the import from Russia to Sweden during the year 1898 was:—

	Cubic feet.
From St. Petersburg ... ..	605,046
„ Libau ... ..	30,572
„ Riga 20,094 trunks, estimated at 13 cubic feet each, which equals ...	339,222
Total ... ..	974,840

Add to this the imports from other Russian towns and from Finland, making altogether at least a million cubic feet.

The best-informed authorities calculate that the aspen wood imported from Russia and Finland supplies half of the amount used in the Swedish match factories; but, however disquieting may be the thought of the large sums of money sent into Russia from Sweden, there are two circumstances which are yet more serious.

Firstly, the Russian match industry, which has sprung up, has demanded from the Imperial Government a prohibitive law, or at least a very high tax on the export of this article (*i.e.*, aspen wood); and, secondly, Germany and other nations have begun to compete with Sweden in the Russian market. As no attempt has been made in Sweden to replace by arboriculture the trees which have been felled, it is now necessary to seek wood in distant regions, which fact helps to enhance the price.

It is therefore probable that the Swedish industry will have to face the question how to meet these threatening difficulties: the difficulty of procuring aspen wood, and the exorbitant price.

M. Lundström, a former proprietor of one of the largest match factories in Sweden, has sought to solve this problem by writing a pamphlet, entitled "Culture of poplar to replace aspen, the supply of which is now insufficient." He proposes to grow the poplar on a large scale, for the tree can be rapidly propagated by cuttings and other means, while it is necessary to sow the aspen. Being the owner of a property not far from Stockholm, he has been able to show that the poplar (especially the white poplar) grows with great comparative rapidity, and he gives advice and useful hints for those who would wish to attempt its cultivation.

M. Lundström does not deny the value of the aspen—on the contrary, he recommends the care and cultivation of this tree; but he seeks to replace it by another wood, equally good, light, and porous.

## RELIABLE PIPE REPAIRING

We want to talk to you about Pipe Repairing. Are you satisfied with your present Repairing House? Do you have really good work from them? Do you have your jobs back promptly? If not, give us a trial. WE have a staff of first-class workmen ONLY. WE do our work thoroughly. WE return jobs promptly. Whatever you may send us it will be done properly and give satisfaction.

SEND US A TRIAL PARCEL.

EXAMINE OUR WORK.

COMPARE OUR PRICES.

**M. BORGEN & CO.,**

STEAM PIPE WORKS,  
69, VITTORIA STREET, BIRMINGHAM.

## RESULT OF APRIL COMPETITION.

The Winner of last month's competition, in which the word "Application" was mis-spelt on page 123, was—

Mr. THOMAS ASHFORD, Retailer, 167, Alfretton Road, Nottingham,

to whom a parcel of Jacobi Brothers & Co.'s, "Sweet Cherry Tipped Cigarettes" to the value of 20/- has been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY JUNE 5, 1900.

On one of the Advertisement pages in this issue can be found a word that is purposely mis-spelt. We offer a Prize of the particular goods referred to in the advertisement in which the word appears to the value of

**TWENTY SHILLINGS**

to the person whose letter pointing out the word is first opened on the 6th of June, 1900.

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

The Editor's decision is final.

### CUT OUT AND FORWARD THIS COUPON.

SPELLING BEE:

Addressed as follows: { Cigarette World,  
2, Ellison Road, Barnes,  
London, S.W.

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

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

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

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

If a Retailer's employé, {  
state who employed by } \_\_\_\_\_

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

Date \_\_\_\_\_

# STANDARD AND RECENT LINES.

SINGLE LINE ADVTS.

SINGLE LINE ADVTS.

## A HANDY REFERENCE FOR RETAILERS.

- AHALI** (TURKISH MONOPOLY CIGARETTE CO., LTD., 5, Bevis Marks, E.C.). Virg. Cigts. To retail 3d. per pkt. of 12.
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- WEST INDIAN PLANTERS AND PLANTORES** (A. SCHEUCH & Co., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

## Of whom and what to Order.

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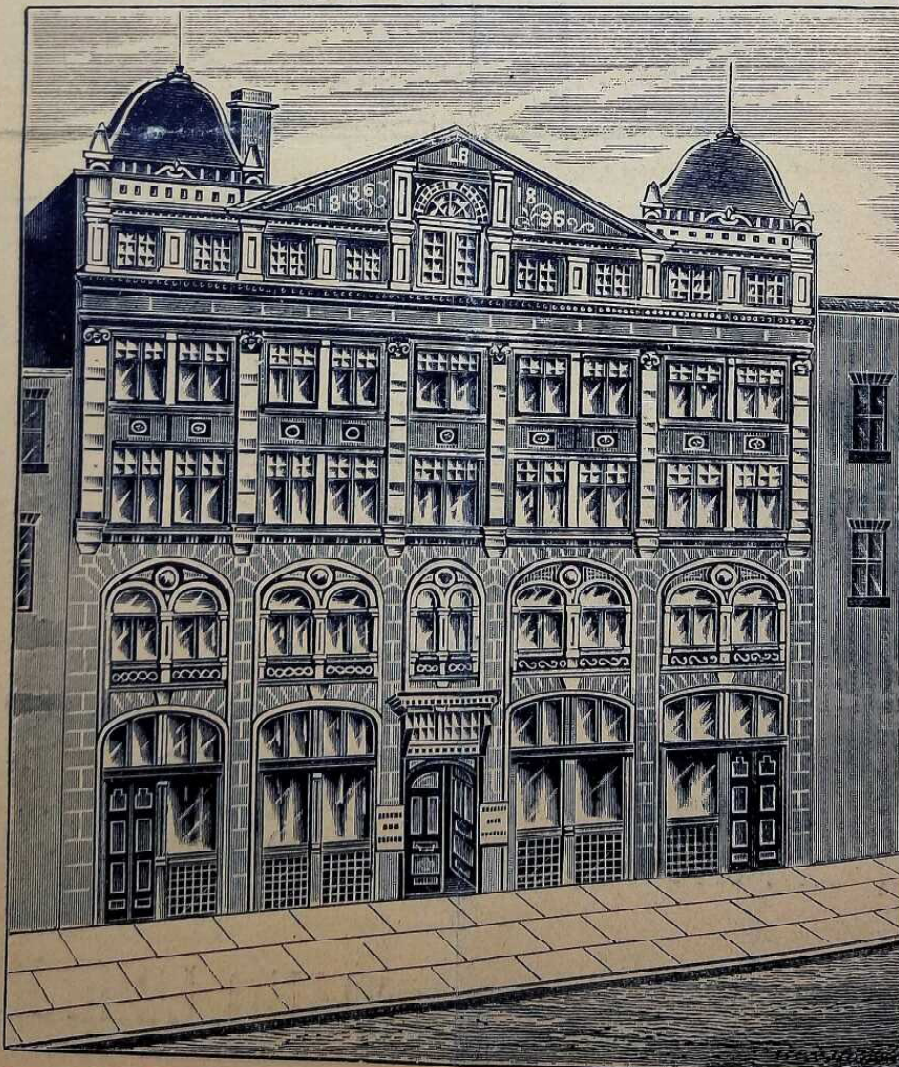
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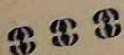
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