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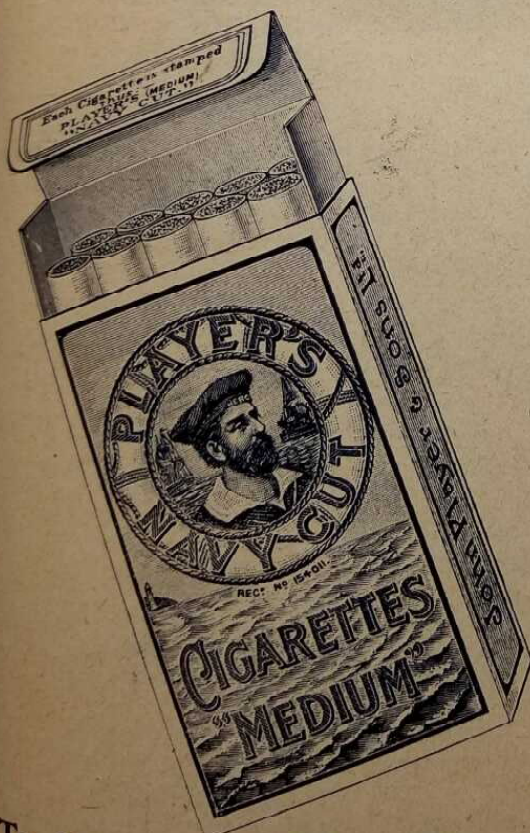
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## The Cigarette World AND TOBACCO NEWS.

NOVEMBER 15th, 1900.

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A CASE of very considerable importance was heard before the Beaconsfield magistrates on October 25th, and we direct our readers' attention to a full report in another column under the heading of "What is Hawking." A Slough tobacconist named Mr. Edward Roe was in the habit of supplying Mr. William Stevens, landlord of the "Old Swan" at Beaconsfield, with tobacco and cigarettes, which he sent round in the usual way in his van under the charge of his brother, who regularly attended to his wholesale customers. A police constable happened to be present when the cart arrived, and saw a packet of Woodbine cigarettes sold to Mrs. Stevens, and payment made for it. According to the constable, defendant's brother



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# SIDNEY PULLINGER, L<sup>TD.</sup>

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first asked if anything was required, and then disposed of the cigarettes as stated. The parcel was not addressed to Mr. Stevens. Upon this evidence the Bench were asked to convict defendant of having sold tobacco without a license, and no doubt, in the absence of an explanation, they might have been justified in so doing.

For the defence the landlord, Mr. Arthur William Stevens, was called, and swore that he had himself given an order for the cigarettes the week previous, and in cross-examination further deposed that he had been doing business with defendant for three years, and had never had things he had not ordered.

Will it be credited that, in spite of this evidence from a witness whose veracity was in no way impeached, the Bench convicted defendant and fined him £1, the chairman sapiently remarking that the articles should have been addressed to the person for whom they were intended before leaving the shop. Anything more absurd it is impossible to imagine. Suppose a number of articles were ordered which could not conveniently be packed in one or even in several packages, is a trader to be convicted of hawking, because he does not address each parcel? Where is such a regulation to be found in the Act of Parliament, and what right have magistrates to read into the Statutes regulations not to be found there? We know Beaconsfield, and can believe that the local police have little crime to deal with, and are simply spoiling for a job, therefore we can understand their extraordinary zeal, but that zeal might be tempered with discretion, and they might well find better occupation than bringing forward such a trumpety charge. There are legal difficulties in the way of an appeal, as the Bench would assert that the question was one of fact alone, and that the remark of the chairman we have quoted was not intended to lay down the law, but merely to suggest the prudent course; but it is clear to us that the Bench decided the case against defendant simply because the parcel had not been addressed. We can only add that their decision was in the teeth of the evidence, and most unjust to Mr. Roe.

THOSE responsible for the Alliance have not been letting the grass grow under their feet, and the newly appointed Secretary Mr. Hey, may be relied upon to make every possible effort to secure success. Though many associations have expressed themselves in favour of the Alliance, we have not seen a corresponding eagerness to provide the sinews of war, though Mr. St. John has backed his opinions by advancing £100 to the loan fund. In our view, this reluctance to incur financial liability does not arise so much from lack of public spirit as from lack of confidence in the ultimate issue of the scheme. The trade have frequently in the past been led to believe that the "cutter" difficulty would be speedily settled, but hitherto there has been nothing but failure in this direction. It is, therefore, not to be wondered at that business men are somewhat disposed to wait till they see how the cat jumps before pledging themselves to more than an approval of the objects aimed at. Though such approval costs nothing, yet we doubt not that the moment anything practical is effected financial support will readily be obtained. The scheme

would, if it could be carried out thoroughly, without doubt be of great advantage to the trade, but it is a very big "if."

A PARAGRAPH is going the rounds to the effect that in Baltimore a gentleman is seeking a divorce from his wife on the ground, not that she smokes, but that she smokes a pipe. Presumably the husband's æsthetic soul revolts against the sight of a pipe between the rosy lips of his spouse, though the dainty ethereal cigarette would, if anything, rather increase her attractions, but perhaps, if the truth were known, it is the tobacco she uses and not the pipe. Brazilian plug has an odour calculated to hang round a room indefinitely, and, if the lady uses it, we can understand and sympathise with the petitioner. Let him present his wilful partner with a box of cigarettes, and use a little gentle persuasion, and the difficulty should soon be settled; or, better still, take a snapshot of the lady with the pipe in her mouth; when she sees what a picture she presents she will require no further argument.

PREPARATION for the Xmas trade will now be occupying the attention of the retailers. Last year the increased sale of tobacco for presentation to Tommy Atkins, while fighting his country's battles, was an inadequate compensation for the general slackness of trade caused by the war, but there seems every reason to expect that this year things will be much better, and therefore it behoves every tobacconist to make as good a display as possible, in order to obtain his due share of the Xmas business. In this he need find no difficulty, for in our advertising columns will be found particulars of many attractions offered in shapes calculated to tempt purchasers at the kindly season, when so many bear in mind the special weaknesses of their smoking friends. The good old brands should prove as big a draw as ever, and customers will be sure to want a supply of something extra good to do honour to the festival. Now is the time to order, and not when the rush has set in, and we trust our readers will carefully study our pages and make up their minds for a big effort to put a good and varied selection before their customers.

BRISTOL seems a somewhat depressing city for the anti-tobacco faddist, yet there is a branch of that eccentric league there, and they, moreover, recently regaled themselves with tea and muffins, followed by a meeting at the local habitation of the Y.M.C.A. Stirring addresses were delivered on the evils of the weed, and it was pointed out with pride that there were over 1,500 pledged abstainers from tobacco among the youth of Bristol, and yet Messrs. Wills seem to get along somehow, and appear to have no fear of the time coming when the weed shall be prohibited, together with all forms of alcohol, and every form of amusement, except draughts, dominoes, and inspiring lectures. Bristol is a well-governed city; still there are many ways in which it might be improved, and we could wish that the mistaken zeal of the anti-tobacco bigots was turned to some more useful purpose.



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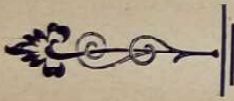
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WHILE the smug members of this branch of the Y.M.C.A. were safely ensconced behind their entrenchments of well-filled bread platters, different scenes were being enacted on the dreary veldt, by men, a single grain of whose experience contradicts the whole bushels of talk performed by these humbugs. *The Lancet*, discussing the use of tobacco on active service, says that perhaps nothing that has been demonstrated by the war has been more marked than the important part which tobacco plays in the soldier's existence. "We have it" continues our contemporary, "from many who took part in the forced marches leading to Paardeberg, to Bloemfontein, to Pretoria, and beyond, that when rations were but two or three biscuits a-day, the only real physical content of each 24 hours came by the pipe smoked by the smouldering embers of a camp fire. This pipe eased the way to sleep that might otherwise have lingered, delayed by the sheer bodily fatigue and mental restlessness caused by prolonged and monotonous exertion. It is difficult, then, to believe that tobacco is anything but a real help to men who are suffering long labours and receiving little food, and probably the way in which it helps is by quieting cerebration—for no one doubts its sedative qualities—and thus allowing more easily sleep which is so all-important when semi-starvation has to be endured. We are inclined to believe that, used with due moderation, tobacco is of value second only to food itself when long privations and exertions are to be endured." That a man has a perfect right to maintain his honest convictions before the world, we are always glad to admit, and the greater the opposition the more he compels our admiration, but when we remember that the most of the "convictions" of the anti-tobacco faddists are induced by their own personal physical defects which prevent them from enjoying one of the blessings of this life—tobacco—then we say that their opinions carry no weight whatever, and we hail with pleasure the rational view which is rapidly becoming general among the more enlightened members of the medical profession.

It is said that many French medical men are abandoning the use of tobacco, owing largely to the Government monopoly of that commodity. According to the physicians, the cigars of the "Regie" (those made at the Government factories) are so uniformly bad, and the tax on all other brands is so prohibitive, that the only sensible thing to do is not to smoke at all.

The facts are undoubtedly as stated, but in preference to doing without a smoke altogether, we would advise our medical friends to try the Government brand, known as Londrecitos. They are certainly not good, but we have found from experience that they are smokeable. Custom will do anything, as is instanced by the large sale of French tobacco in London, where many Frenchmen actually buy it in preference to English, so vitiated have their palates become from habitual use of the inferior product of their native land. Free trade in tobacco ought to be a popular cry in France.

THERE is reason in everything, and though we strongly disapprove of irritating regulations against the practice, yet

the smokers, like every one else, must observe the recognised canons of good manners. At a meeting of the Trades House held last month in Glasgow, complaint was justly made by a non-smoker of the practice of smoking cigarettes in the middle of the annual dinner. A Mr. Fergus replied that, "If I choose to smoke a cigarette during dinner, why shouldn't I?" The answer is obvious, though after the delicate viands have been consumed, smoking a cigarette is generally humoured even at mixed gatherings, but to light up before the end of the repast has been reached is simply ill-bred. Moreover, at most formal functions it is the recognised etiquette to wait till the chairman gives permission to smoke, which he generally does after the toast of "The Queen" has been given.

To want to smoke between the courses shows a man to be simply a slave to tobacco, and in his slavery quite oblivious of other people's feelings. Tobacco should be the servant of the smoker and not his master, and a man who cannot observe the bounds of them in its use is guilty of almost as gross a breach of decorum as if he were immoderate in his cups. We have actually known a case of a man (and a married man, too) who kept a box of cigarettes by his bedside, and began smoking the moment he awoke in the morning, and this should have been put down with a firm hand by the aggrieved lady; but doubtless Mr. Fergus would have found much to say in favour of the delinquent. We are happy to think, however, that few lovers of the divine herb would dream of such utter disregard of the comforts of others, and hope that at the next annual dinner of the Trades House the chairman will take steps to prevent a repetition of the offence. The *Glasgow Evening Times*, in an editorial on the subject, makes the following excellent remarks, with which we entirely concur:—

"Dining is one of the most delicate functions, and the reasonable and therefore gentlemanly theory of it is, that it should be protected from all manner of inharmonious and destructive odours. To befoul the air with tobacco smoke during dinner may fitly be described as a gross blunder in dietetics and a distinct social scandal, with which no craze of fashion should be allowed to disgrace Corporation or Trades' House Festival. In writing thus, we do not condemn smoking. To dine first and smoke after is permissible, and if gentlemen cannot wait till the toast-claret is put upon the table, let them retire to the terrace or the attics and blow away like steam-engines. Such an act would show that they had some respect for themselves and their fellow-diners."

A NEW INVENTION, says the *Southern Tobacconist*, is a self-lighting cigar. The invention has for its object to provide a combustible tip which will incandesce an air-proof cap, the latter being placed on the end of the cigar while in a plastic state and adhering readily to the tobacco. The cap is formed of a mixture of ground glass, saltpetre, chlorate of potassium, and constitute combustible ingredients which burn freely in the open air without liability of being extinguished by the wind. The ground glass is fused by the heat from the two ingredients, and forms an air-proof cap which prevents the fumes from tainting the cigar while burning. The cap is fired by scratching the small head of the friction match on any rougher surface, causing the saltpetre and potassium to blaze. This incandesces the glass, which remains hot long enough to ignite the tobacco without the necessity of drawing air through the cigar.

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HAND-MADE

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# The Alliance.

MEETINGS IN LONDON.

**A** MEETING of the Committee of the Alliance and the manufacturers was held at the Cannon Street Hotel on November 6th. It had been expected that a number of manufacturers would attend, and great hopes were formed of the result. As a matter of fact, very few manufacturers were represented, and the meeting was adjourned. It is, however, expected that another meeting will be held at an early date in Liverpool. The proceedings were

*private.* The Alliance held a meeting at Anderton's Hotel, Fleet Street, on the 6th November, at 4 p.m. The Committee were well represented, but the members of the north, south, west central, and east of London did not turn up in such numbers as had been hoped; still, the attendance was fair, all things considered. Mr. Duncan, of Glasgow, was unanimously called to the chair, and, in the course of a lucid and vigorous speech, said that, though he had only recently begun to interest himself in the Alliance, yet he had fully determined to support it to the utmost of his ability, as he was convinced that the cause for which they were fighting was both great and enduring. The Alliance was formed simply and solely for self-protection; they did not seek to obtain exorbitant prices from the public, nor would they support either the manufacturer or the retailer in any attempt to do so. He recognised the fact that the principles of the Alliance did not strike the manufacturer, for the present at least, with quite the same force as the retailer; still, they must work to carry out these views, and to obtain for their trade that respect to which it was fairly entitled. In other trades, the cutters had been successfully checked, and they intended to check them in the tobacco trade. Their meeting that day with the manufacturers had not realised their expectations; still, they had now gained a better idea of organisation, and realised more the amount of money which would be required for the work than they did at the start of the new body, and he had no doubt that when their next meeting with the manufacturers took place, it would be apparent that they had obtained a largely-increased amount of support. They must be thoroughly united, and then they would get, not 5,000, but 100,000 members. The retailer should realise that he should begrudge no amount of time or energy until they had made the success of their scheme secure. Mr. Duncan concluded with a strong appeal to London to work vigorously in the interests of the Alliance. Mr. Heys, of Halifax, the newly-appointed secretary, then addressed the meeting, and informed his hearers that the meeting with the manufacturers, although not so satisfactory as they had liked, yet did not justify the predictions of the pessimist and the croaker. After all, they had got one step nearer, and were to have their next meeting at Liverpool. "We have," said Mr. Heys, "drawn the sword from the scabbard and shall not return it; we have put our hands to the plough and shall not go back till we have accomplished our object." Mr. Heys then contrasted their difficulties with the severe and lengthy struggles of the trade unions, and said that, in order to secure the same degree of success, they should be prepared to make the same sacrifice, and to put forth the same efforts as the trade union leaders. They were not fighting for themselves alone, but for the sake of those who were to follow them. They had to realise with gratitude the splendid heritage bequeathed them by their forefathers—a heritage which should stimulate them to still further efforts in order that their descendants should benefit, in the future, by their exertions, just as they were to-day benefitting by the work accomplished by their predecessors. Their battle was not for the individual but for the trade at large, and they must leave no stone

turned in order to secure victory. Mr. Hopkins, of Bradford, followed, and observed that the Alliance had no more enthusiastic follower than himself, and gave an account of his success in converting his own association, and was of opinion that they could attain success with a membership of from 10,000 to 15,000. Their scheme would certainly be advantageous to the manufacturers, as, by means of it, their accounts would be guaranteed. The 20 per cent. profit they sought for the retailers was very moderate when they took into account the numerous expenses which had to be deducted from it. Mr. St. John, in the course of a brief address, urged that it must not be said that they were an alliance of manufacturers—they were, for all practical purposes, The National Alliance of Retailers—nevertheless, it was only fair that the manufacturers should be consulted as to the composition of the Alliance. He had received letters from many manufacturers, marked "Private," containing promises of support so soon as the Alliance had a large following of members, and he did not think it right to ask them to bind themselves until they could be convinced that the new body was in a position to take active measures.

Mr. Ashton, of Stoke, said they had conclusively shown the manufacturers that they would gain by supporting their scheme, which was based on principles quite broad enough to include the interests of every branch of the trade. He did not think the minimum schedule had been a success, as the profits allowed were often far too small. The average expenses of the retailer were from 10 to 12½ per cent., and yet, in some cases, goods were sold at schedule prices, which only gave 3¾ per cent. He believed that, by hard work, they could have 20,000 members inside three months.

Mr. Birtles, of Bradford, said that the principle on which they were working was to force the cutter to pay more for his goods than members of the Alliance. He had had many years' experience of the manufacturers, and remembered that, when the association was started, they were called minimums; nevertheless, they had succeeded in getting minimum price lists. What the Association had done would be now done more thoroughly by the Alliance. He was inclined to think that it was not very easy for the manufacturers to agree, but he had generally been able, in his district, to get them to stop supplying "cutters."

At this stage, Mr. Duncan had to leave the chair, and was succeeded by Mr. J. Carter, of Leeds, who said that he knew they had the sympathies of the manufacturers, though they could not be expected to pledge themselves as yet.

After several other gentlemen had spoken, Mr. Frank Goodbody promised the hearty support of his firm. A vote of thanks to the Governing Committee was heartily accorded, on the motion of Mr. Ransford, and the meeting terminated with the usual vote of thanks to the Chairman.

## AT ANDERTON'S.

At the dinner given by the London and Districts' Branches of the U.K.T.A., on the same evening, at Anderton's Hotel, to welcome the Governing Committee of the Alliance, a large and representative company assembled under the presidency of Mr. W. Roe. Among those present were: Messrs. Badman, Birtles, G. T. Bodey, N. Bullock, F. Budgett, B. Bates, J. H. Custance, G. Dennant, H. Evans, J. Fuller, J. J. Gamage, E. Granthert, L. Humphreys, G. H. Heys, F. Jones, J. Kevis, S. Mounter, — O'Brien, A. Pracey, H. Ramill, G. Ransford, C. Ransford, M. St. John, J. L. Schaefer, A. S. Shaw, F. L. Walker, and G. Ward. So much speechmaking having been gone through in the afternoon, but little was left to be said



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during the evening on the subject nearest to the minds of all, but, in proposing the principal toast, "The United Kingdom Tobaccoists' Alliance," Mr. A. S. Shaw struck the keynote of the whole evening in advocating a united front and urging harmony of feeling in their forward march.

Mr. M. St. John, in reply, said that although the meeting with the manufacturers that afternoon had not come up to the expectations of the Executive, still a great step had been made towards the end which they were all aiming at. The minimum lists already issued proved this, but even these required considerable alterations; they were too low. In the majority of cases the minimum prices only showed a profit of  $7\frac{1}{2}$  per cent. which was reduced to  $2\frac{1}{2}$  per cent. when  $\frac{1}{2}$  lb. packages were sold. This was not a living profit, and one of the objects of the Alliance was to ask the manufacturers to raise the figures in these lists. If the Alliance, however, were to do no more for the trade than it has done in the forming and cementing of friendships between themselves it had performed a great work, and now that they had come together in such force all must bear in mind and adopt as their motto, "United we stand, but divided we fall."

Mr. G. Dennant, in proposing the toast of "The Manufacturers," said that he considered they owed the manufacturers a debt of gratitude; they would at least listen to, if they did not grant, all the requests that were made to them, and the schedules were a proof of this. It would be invidious to mention names, but he contended that some of these latter were constituted to show a living profit. No doubt the trade had been troublesome sometimes and had irritated the manufacturers, but this was all forgotten now. When it was remembered the care, thought and enterprise expended by the manufacturers in producing new lines for the trade to make money out of, the full extent of that gratitude would be recognised. Personally, he had always found the manufacturers deal generously in business matters, and although the Alliance would like to stand alone with a well-armed front, their work would be much lighter if they could act in harmony with the manufacturers, remembering that the Alliance would cut both ways and prevent exorbitant prices being charged to the public.

Mr. Blandy (Messrs. John Player & Sons), who responded on behalf of the manufacturers, said that the generous words used by the proposer of the toast had aroused his sense of gratitude and immensely lightened the task before him. It had been said over and over again that there was no such thing as sentiment in business, this he ventured to say was a fallacy, there was sentiment in business and sentiment of the best order. The feelings which existed between dealer and dealer were in no way in excess of the feeling of the manufacturer to the dealer, and that was to cultivate the interest and prosperity of the trade by giving them the best possible value to enable them to attract the large smoking public. In answer to an interruption ("Why not ten years ago?"), Mr. Blandy said, "We live and learn" (cheers), "and we are putting that learning into practice every day." The question of the "Schedule" when it first arose was a very serious one and fraught with great undertaking and risk for the manufacturer. They did not wish to pander to the public, but to assist the trade, in the members of which they had every confidence, and it was to be seen in the course of the next few months, when the books of those firms who had participated in the forward movement were made up, whether that confidence had been misplaced or not.

Mr. Ramill, in proposing the toast of the "Visitors," said that they had met—a united body of workers in London—to extend a welcome to their visitors, who came from all parts of England, Ireland and Scotland. They were all exerting themselves on behalf of the same cause, and the expressions of feeling that they had heard that day, he thought, gave promise of much greater things in the near future.

The Secretary to the Alliance (Mr. H. G. Heys), in response, expressed his pleasure in extending the hand of friendship and unity from the north to the south. The experiences he had

lately gone through made him feel that even if the Alliance were to be a failure he would never regret the part he had taken in the work on account of the many friendships he had made. One thing the Alliance had done, it had knocked the scales from the eyes of the retailer, who now realised that the retailer was the retailers' best friend. It had ended a lot of petty jealousies. They wanted to couple up London to Bradford, Bradford to Leeds, Leeds to Newcastle, Newcastle to Edinburgh, and Edinburgh to the Emerald Isle, and there was hope for success when this was done. An old Yorkshire saying ran that "If you don't hang together you will hang separately," for his part he wanted them to hang together, bound in concord and harmony.

Mr. Schaefer proposed and Mr. Birtles responded to the toast of the "Ladies" in terms of felicity, both gentlemen expressing great pleasure at seeing so many of them present during the evening.

An excellent programme of music was gone through, under the direction of Messrs. Evans and Mounter, who are to be congratulated on their choice of the ladies and gentlemen who contributed so much to the enjoyment of the evening.

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AN INTERESTING BUSINESS is that operated by Jerome B. Thomas, of Johnson City, Tenn. He manufactures cigar boxes, and on quite an extensive scale. The growing scarcity and high price of Spanish cedar have led to the adoption of a substitute, and Mr. Thomas has found a remarkably successful one. He glues a thin veneer of Spanish cedar about 1-100th of an inch in thickness on to a poplar board about 1-8th of an inch thick. This is for the sides. For the ends, bottoms, and tops, the thickness of the poplar is 1-32nd of an inch. Cedar oil is rubbed into the box, which then, both in appearance and odour, resembles the Spanish cedar.

THE MICROBE has of late come in for a good deal of severe condemnation. It has been definitely associated with almost every evil that man is heir to, from malaria onwards, and has been universally execrated. However, it is now in a fair way to redeem its character from the very low plane to which it has sunk in popular estimation. It has been definitely pronounced to be responsible for the flavour of the best cigars. The point has long been in dispute, the older school of investigators claiming that the superior flavour of the best Havana cigars was due to the character of the leaf, and that alone. The matter has, however, now been set at rest by Professor Koning, of Amsterdam, the newest exponent of the bacteriological school. The Professor is said to have infected tobacco with cultures of specific bacteria, and then given the finished article, made up in the form of cigars, to experts to smoke. In each case the bacteria-infected cigars were chosen by the experts from bundles containing other kinds, and the evidence seems conclusive. There is something rather impressive in the calculated confidence of the man of science in the result of his experiments, but it is distinctly alarming to the man who has prided himself on his taste for cigars to learn that the only difference between the cigar of Hamburg and that of Havana is a bacterium less than the thousandth part of an inch in length. However, it is not anticipated that even this discovery of science will lessen the demand for Havana cigars.

LADY SMOKERS.—Russia is a country that offers the astonishing sight of women driving through the streets in open carriages and enjoying cigarettes as freely as in the quiet of their own boudoirs. Middle-aged, plainly-dressed women do not hesitate to ride through the streets of St. Petersburg and Moscow smoking cigarettes, and they even smoke cigars in restaurants and hotels, as unconscious of anything unusual in the proceedings as the men seated about them.

If you wish to make your fortune soon, sell "PICK-ME-UP" Cigarettes.



**MEDIUMS! MEDIUMS!! MEDIUMS!!!**

THE NEW AND POPULAR SIZE IN

**BAHADURS**

The Travellers' Route and Dates, with Samples of the above.

**NOVEMBER—DECEMBER**

IS AS FOLLOWS:—

Nov. 15th. YORK.  
 17th. LEEDS.  
 19th & 20th. BRADFORD.  
 21st. HALIFAX.  
 22nd. BARNSELY.  
 23rd. SHEFFIELD.  
 24th. DONCASTER.  
 25th. LINCOLN.  
 27th. NOTTINGHAM.

Nov. 28th. DERBY.  
 29th. BIRMINGHAM.  
 30th. STAFFORD.  
 HANLEY.  
 Dec. 1st. KIDDERMINSTER.  
 3rd. LUDLOW.  
 HEREFORD.  
 4th. ABERGAVENNY.  
 NEWPORT, MON.

Dec. 5th. CARDIFF.  
 6th & 7th. SWANSEA.  
 8th, 9th, & 10th. BRISTOL.  
 11th. TIVERTON.  
 EXETER.  
 12th. NEWTON ABBOTT.  
 TORQUAY.  
 13th & 14th. PLYMOUTH.  
 15th. BATH.

Sole Agent:—

**A. M. HOOPER, 1, Gresham Buildings, London, E.C.**



**ADKIN'S "SOLDIERS OF THE QUEEN" CIGARETTES**

**"SOLDIERS OF THE QUEEN" 5 FOR 1<sup>D</sup>**



Manufactured by **ADKIN & SONS, LONDON.**



# Gossip.

**A**t the present time, when both the trade and the smoking public are exhibiting a marked tendency to break away from the unfortunate craze which existed for low-priced tobaccos, regardless of quality, it is refreshing, and will be found profitable, to turn to the exquisitely produced list recently issued by that eminent Glasgow firm Messrs. J. & F. Bell, Ltd. Here may be found printed in clear and bold type, the prices of the firm's various specialities, with the minimum retail rates, and, facing each description, is a block representing the several packages quoted. Nothing could be more simple, more effective, and, taken right through, more artistic than the list in question.

Nothing helps so much the sale of a high-class tobacco as a neat but effective packing. It is not a matter of expense—an artistic tin or label may be produced for the same cost



as one absolutely the reverse—but it is a matter of a well-directed taste, and in this matter Messrs. Bell score throughout. I am moved to make these remarks by referring to a tin of the firm's "Three Nuns" tobacco, which, with other samples, I have been favoured with, and of which the accompanying block of the 1-oz. foil packet (retails at 5*d.*), 2-oz. flat tins, and 2 and 4-oz. air-tight tins, give some idea of the design, but, unhappily, not the colouring. "Three Nuns" is a medium blend of fine quality tobaccos, and is a speciality of the firm's, who claim for it entire novelty of manufacture. It is apparently cut from a thin, round plug, not so tightly wrapped, however, as to prevent the outside tobacco from spreading, although the manufacturers advise that it should not be rubbed before smoking, but put in the pipe as it is. "Three Nuns" tobacco has been before the smoking public for some little time now, and I can quite understand, having regard to the personal pleasure which I derived from the sample, that it has met with great success on all hands.

BELL'S CUT PLUG is another 5*d.* line, which it would be well to cultivate a trade for. This is also the result of medium flavoured tobacco, skilfully blended, and smokes free, cool, and sweet in the pipe. It is, as its name implies, cut from oval plugs of ordinary size, and is packed in 1-oz. foil and 2 and 4-oz. decorated tins. In Navy-cut tobaccos Messrs. Bell, Ltd., make a speciality of "Sea Breeze," which is listed to retail at 4*d.*, is packed in 1-oz. decorated tins only, and made in the three strengths—mild, medium, and full. The sample before me is evidently the former of these,

and is a light tobacco, made from bright Virginia leaf, of excellent quality. The design on the tin is appropriately a yacht in full sail, going well, with a sea breeze, as we understand the tobacco of that ilk is going with everybody.

IN "Invader" Mixture Messrs. J. & F. Bell, Ltd., have an excellent coarse-cut mixture, in which Cavendish forms no part, and, while it is deliciously cool to the palate, there is with it a fine broad flavour, reminiscent of Havana. This is one of those mixtures that a great number of smokers are on the look-out for when changing from one brand to another, and from my recent intimate acquaintance with it, I can speak of it as a tobacco worthy of strong recommendation. "Invader" is put up in 2-oz. foil packets, and 4-oz. and 8-oz. lever tins, all bearing the design of a Viking of old landing on the shore amidst a shower of arrows, and is listed to retail at 5*d.* per ounce.

"THREE BELLS" cigarettes, one of the forms of packing of which is here reproduced, require but little to be said of them, as they are so well and favourably known throughout the kingdom. Suffice it that the manufacturers are sparing no effort to keep this brand ever to the front, and are packing them in every variety of boxes and tins, to suit their continually increasing trade. The same may be said of the "Three Bells" cigarette tobacco, which is specially prepared for the smoker who prefers to roll his own whiff, and included in each packet will be found a book of excellent cigarette papers—a boon to the smoker who is apt to run short, but not to the dealer, who expects to sell these little extras. The cigarette tobacco is listed to sell at 5*d.* per ounce, and a special line, cut by hand, "Bell's Best," is priced to retail at 6*d.* per ounce.



MESSRS. R. & J. HILL, LTD., of Shoreditch, E., ever mindful of the needs of the trade at this season of the year, and remembering the success which attended their efforts in the production of seasonable lines last Christmas, are once more to the front with a selection of goods that compel attention. As may be seen from the illustrations which appear in another part of this paper, imitation books and handsome cabinets form a great portion of this year's display, and it must not be forgotten that Messrs. Hill are filling these with a sound and well-known cigar, viz., "La Rosa Suprema," one of the firm's specialities. The difficulty of supplying a fancy packing with a really smokeable cigar—one that a dealer need not be ashamed to sell—at a price which that section of the public who affect these are prepared to pay, has apparently been overcome by the old Shoreditch firm. I cannot do better than refer the reader to Messrs. Hill's illustrated list, where the prices and descriptions of the novelties are duly set forth.

MESSRS. OAKES BROS. & CO. presented 5,000 of their Indian cigars, "Orientals," to the Lord Mayor for distribution among members of the C.I.V., in neatly-inscribed cigar cases containing five a-piece, and received his thanks for the timely present.

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



# "CARLTON."

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

- "CARLTON" has been long in preparation, and having been put to the test, has become first favourite with all smokers who appreciate a good tobacco.
- "CARLTON" in 1-16ths. Traders are invited to send for a sample, which will be posted to them on receipt of trade card.
- "CARLTON" is attractively packed and extensively advertised throughout the United Kingdom and Colonies.
- "CARLTON" is listed at **5s. 2d. 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, LTD.,**  
**LIVERPOOL & LONDON.**

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# Trade News and Notes.

## Trade Notes.

The firm of BLUNDELL, FARBSTEIN, & Co., of 65, Worship Street, Finsbury, E.C., has been dissolved, Mr. James Farbstein continues the business.

A DUNDEE TOBACCONIST desired to use the Dundee coat of arms as a trade mark for briar pipes, and applied to the Dundee Town Council for permission to do this. The magistrates declined to accede to his request.

The premises of MESSRS. ELDON & THURLOW, at 80a, Fenchurch Street, E.C., were broken into on the 25th ult., when considerable wilful damage was done to the office furniture, and a quantity of cigars stolen. Failing to get any actual money it is surmised that the burglars wrecked the office in disappointment.

Mr. H. G. HEY, tobacconist, of 68, New Crown Street, Halifax, has been appointed Secretary of the new Alliance.

MESSRS. HIGNETT'S TOBACCO Co., LTD., have fallen in line with the other prominent tobacco manufacturers, and have issued a minimum price list of their goods.

One of the earliest welcomes to the C.I.V.'s, on their arrival at Southampton, was that of MESSRS. R. & J. HILL, LTD., suitably expressed on a neatly printed card, and put into practical form by the accompaniment of a packet of their renowned "Imperial" cigarettes to each man.

Mr. EDWARD BURNET JAMES, of the firm of Messrs. Edwards, Ringer, & Bigg, Ltd., has been selected to succeed Mr. G. A. Wills in the office of High Sheriff for the city of Bristol.

Dissolution of partnership is announced, between Mrs. MARY LOUISA WHITEHALL and Mr. GEORGE PARFITT, who traded as Knight & Whitehall, at 1, Old Queen Street, Nottingham. Mrs. Whitehall is responsible for the debts and receives accounts.

A meeting of the LANCASTER AND MORECAMBE TOBACCONISTS' ASSOCIATION was held on Tuesday, the 16th ult., at the Cross Key Hotel, Lancaster, when there was a good gathering of members from both towns. The chair was occupied by Mr. Liddell, who stated that the meeting was called specially to consider the work of the Alliance; and, after he had given an account of its development, and answered several questions, the meeting resolved that the Association approved of the managing committee and their actions, and pledged themselves to use the utmost endeavours to make the Alliance a success.

MESSRS. RICHARD LLOYD & SONS are progressing rapidly with their new factory in Clerkenwell Road, and will shortly remove there from Holborn Bars,

THE LANCASHIRE AND YORKSHIRE TOBACCO MANUFACTURING Co., of Burnley, have opened a branch wholesale establishment in Jackson Street, Preston.

Mr. DUNCAN MCPHERSON, late of the firm of Wilson, McPherson & Co., has commenced cigar manufacturing on his own account at 5, Jersey Street, Ancoats, Manchester, the partnership with Mr. Wilson having been dissolved by effluxion of time. Mr. McPherson has been connected with the cigar trade in Manchester for a great number of years, and it is a pleasant proof of his relationship with his employes that he has now working for him cigar-makers who served their apprenticeship to him twenty years ago.

The establishment of Miss P. MOORE, tobacconist, of 267, Wright Road, Birmingham, received the unwelcome attention of burglars on October 22, when a sum of money and several silver-mounted pipes were taken.

At a meeting of the NORTH LONDON TOBACCONISTS' ASSOCIATION, held on the 22nd ult., it was resolved that the Association should join the United Kingdom Tobacco Dealers' Alliance, and that the hon. secretary should represent the Association on the Committee.

MESSRS. OGDEN'S, LTD., have engaged Mr. Charles A. Felvey, of Richmond, U.S.A., to manage their new Australian factory in Sydney. Mr. Felvey is well known in the tobacco States, having formerly been with Messrs. Allen & Ginter, and subsequently with the Drummond Tobacco Co.

ALDERMAN EDWARD WILLIAM PURNELL, who has been for many years connected with the tobacco trade in York, has been elected Lord Mayor of that city for the ensuing municipal year.

THE ST. CLAUDE BRIAR PIPE Co., LTD., is being voluntarily wound up, "It having been proved to the satisfaction of the Company that it cannot, by reason of its liabilities, continue its business." Mr. Christian Hanson has been appointed liquidator.

THE TOTTENHAM AND EDMONTON TOBACCONISTS' ASSOCIATION have decided to join the Alliance, and have voted the sum of £2 2s. to the loan fund of that organisation.

MESSRS. EDWARD SAMUELSON & Co., in their monthly report, dated November 1st, say:—We have to record a continued improvement in the demand for North American tobacco in our market during the past month, and the sales will probably amount to a considerable total. Virginia: The final outcome of the crop and the prices ruling in America seem to give more strength to values of, we may say, all grades of Brights, and it would now seem that those buyers who are waiting in the hope of a secession in price will have to delay their purchases for another season. Western: A considerable business has also been done in both the old and new import, and a firmer feeling generally is noticeable. Imports: 5,730 hhds., viz., 559 Virginia leaf,

## TEOFANI'S

HIGH-CLASS

### CIGARETTES

AWARDED THE

# GOLD MEDAL

AT

## PARIS EXHIBITION, 1900

**HIGHEST AWARD.**

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

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

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



# J. FROSSARD & CO.

PAYERNE,  
SWITZERLAND.



SAMPLES AND PRICES ON APPLICATION TO THE SOLE AGENTS—

## Oakes Brothers & Co.,

46, New Broad Street,  
LONDON, E.C.

2,450 strips, 550  
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## TRADE NEWS AND NOTES—continued.

Western leaf, and 2,165 strips. Deliveries: 4,456 strips, 550 Virginia leaf, 1,907 strips, 615 Western leaf, 4,651 hhds., viz., 565 Virginia leaf, 2 Maryland, &c. Exports: 366 hhds., viz., 27 Virginia leaf, 4 strips, 294 Western leaf, and 41 strips, of which 243 were sent to Africa, 101 Malta, 10 Bombay, 5 Rotterdam, 2 Bahia, 2 Sydney, 1 Guernsey, 1 Auckland, and 1 Isle of Man. Stock: 99,637 hhds., against 94,735, and 18,905 70,622, 78,551, and 72,974 at this period the previous five years.

The general meeting of the MANX TOBACCONISTS' ASSOCIATION was held on Monday evening, the 21st ult., under the presidency of Mr. W. Newby, at Argyle House, Douglas. Owing to the absence of the Secretary no statement of accounts was read, but it was explained to the meeting that, notwithstanding that a portion of the funds were lodged in Dumbell's Bank, the Society was still in a flourishing condition. It was decided to adhere to the policy pursued last year, and not to give Christmas boxes. Hours of closing were arranged up to Easter, 8.30 being the appointed time with the exception of Fridays and Saturdays, when each one may suit their convenience. Thursday afternoon closing from 1.30 to 5. A deputation was appointed to interview the Keys of Douglas *re* juvenile smoking.

The premises of Mr. DOLWAY, tobacconist, of 61, Mill Street, Belfast, were visited by burglars on the 31st ult., and almost the entire contents of the shop carried off. Having obtained an entrance, the burglars proceeded to remove almost everything portable in the shop, amongst the items missing being four rolls of twist tobacco, weighing about 15 lbs. each, a large quantity of two and one-ounce plugs, a very valuable collection of silver-mounted briar and meerschaum pipes, pipe cases, matchboxes, several boxes of cigars, cigarettes in packages and boxes, pouches; even the snuff did not escape attention, about 10 lbs. of which is missing. Attention was not merely confined to the shop, as a valuable sample of Goodbody's bar plug, about 15 lbs. in weight, was taken from the window, together with other goods on view there.

A serious accident happened last month to an employee of Messrs. Gawith & Hoggarth, snuff manufacturers, of Kendal, named WILFRED GRAHAM. He was attending to a gas engine, and had his face over the funnel, when the tube burst and the contents were blown into the eyes of the unfortunate man. Every attention was immediately paid him. He was in great pain, but that has since been alleviated to a great extent. At first it was feared that he would lose his eye sight, but happily now there is reason to hope that this will not be the case.

Mr. GEORGE FRAENKEL, of the firm of Fraenkel Bros., Houndsditch, has been approached with a view to his representing Bishopsgate Ward as a Common Councilman. The trade wishes him hearty success, and should he be returned the Council will be benefited by his large business experience and great energy.

## Limited Companies.

OGDEN'S, LTD.—Messrs. Ogden's, Ltd., made an issue on the 12th inst. of 100,000 ordinary shares of £1 each at 35s. per share, and 100,000 5½ per cent. cumulative preference shares of £1 each at 22s. per share. The capital of the Company is £500,000, but, including this present issue, only £400,000 has been offered. Since the formation of the Company in November, 1897, the profits have shown a steady and satisfactory scale of increase. Up to the end of the first financial year (May 31st, 1898) a rate of 7 per cent. was paid on the ordinary shares, but in the past two years not only have they received 10 per cent. per annum, but last year a sum equal to 25 per cent. on the

then ordinary capital of £100,000 was placed to the reserve fund (making it £70,000), whilst £8,010, or nearly another 9 per cent., was carried to the current year's accounts. The overturn for each of the past six financial years, to May 31st, shows large increases every year. For instance, in the last of the six years the business done was raised from £623,639 to £965,833; whilst since May 31st there has been a further increase upon the corresponding period of 1899 of about 40 per cent.

E. GABARROT & Co.—The report of the directors of this Company, which was submitted to the meeting, held on the 2nd inst., states that, as will have been gathered from the report of the extra-ordinary general meeting held on the 16th February, the Company in this initiatory stage met with serious difficulties. Notwithstanding this fact, which the directors have already fully commented upon, the business basis of the Company in itself is sound; to place it, however, upon a proper and paying basis has been a work of great anxiety to the Board. Shortly after the flotation of the Company two of the directors visited Mexico, and on their return to England set forth most fully to the shareholders at the extra-ordinary general meeting, referred to above, the state of affairs they found in Mexico and the action they had taken in order to get control of the business, which included the removal of the original managers and the appointment of a new manager. In examining the accounts, shareholders can in no wise recognise the difficulties encountered in bringing the same to their present form. The "Jalapa" accounts under the old régime were kept absolutely without system, and in a manner entirely unsuited to a limited liability company. Consequently, the directors engaged an accountant, who, after a period spent in the London office, proceeded to Mexico, arriving at his post in May last. He at once, acting upon his instructions, opened fresh books. The accounts reached London in August; they required very careful examination and revision, and it is only quite lately that it has been possible to complete an audit and draw up the balance sheet to June 30. It will be remembered that on the delegates arriving in Jalapa work on the plantation was at once stopped, and the loss on plantation account up to beginning of November, 1899, was £3,217. Although this loss is severe, it is certain, in view of the known losses experienced by planters during the past season in Mexico, that had the Company persevered in its operations, results would have been much more disastrous. As stated at the meeting of June 18 last, the Company turned the corner in March, since when a steady profit has been earned. The volume of business has increased, and new agencies have been opened in Mexico, in other parts of the American continent, and elsewhere. Sales to the various continental régies continue on a satisfactory scale. Such is the position of the Company at present; and the directors have not the slightest hesitation in asserting that, with honest and capable management and due economy, the business of this Company can be carried on profitably. The ultimate reward of the directors' efforts, however, is jeopardised by the action of a certain section of the shareholders, who, immediately after the extra-ordinary general meeting, held on June 18 last, issued writs against the Company for the return of their capital. These shareholders held about 12,000 shares. In order to protect the interests of all alike, the Company appointed, at the meeting held on June 18, recommended shareholders to likewise issue writs, with a similar object, so that in the event of the company being forced into liquidation, no one shareholder should be worse off than his neighbour. As regards pending actions, the position is this:—Writs, as explained, have been issued by preference shareholders holding about 12,000 shares, and writs at the above-mentioned recommendation have been issued by others holding about 20,000 shares, whilst the residue of shareholders have taken no action whatever. The directors beg all shareholders who have not done so to support their committee, and so protect their own interests. Should

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





# ALL TOBACCONISTS

Should possess a Copy of

## Singleton & Cole's

GIGANTIC

# NEW PRICE LIST



OUR LIST OF

## XMAS NOVELTIES

is also now ready, and we are offering a finer and more varied selection of Fancy Boxes of Cigars, &c., than ever previously. We have an immense variety of Cigars packed in handsome boxes of 4, 5, 6, 7, 10 & 25, and all suitable for the Festive Season's trade.

**We** have gone very fully into all kinds of Window Fittings, Clips, Pipe Stands, &c., &c. For particulars, see our ILLUSTRATED CATALOGUE. Fancy Goods of all descriptions must be nicely and tastefully displayed, and this can only be done by using our latest designs fittings, &c. Goods effectively displayed are only half the trouble to sell.

**We** have a magnificent stock of Smokers' Cabinets, Companion Pipes, Tobacco Jars, &c., &c., all of which are in great demand between now and Xmas.



ALL ADDRESS NECESSARY—

## Singleton & Cole, Ltd., Birmingham.

Telegrams: "SINGLETON, BIRMINGHAM."

Telephone No. 1144.



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TRADE NEWS AND NOTES—*continued.*

these actions be successful the Company will be forced into liquidation, and a large portion of its assets squandered in law costs. On the other hand, if those shareholders holding the 12,000 shares will withdraw their claims, there is reason to believe that those holding the 20,000 shares will do likewise. It is hoped that wisdom may yet prevail, and that all actions will be withdrawn, in which event the directors will have a reconstruction scheme placed before shareholders. Messrs. W. B. Peat & Co., the auditors, append the following certificate:—"We certify that we have examined the above accounts with the books and vouchers, so far as these relate to the transactions of the Company in London, and we find the same in accordance therewith. The transactions of the Company in Mexico have been incorporated in the books in London. The Mexican accounts have not been audited in Mexico, and cannot be audited in London. An unexplained difference between the Mexican accounts and the London books, amounting to £879 2s. 2d., has been carried to suspense account until such time as the same is explained by the Mexican office. No portion of the preliminary expenses or expenses of the directors' mission to Mexico has been written off, nor has any provision been made for depreciation. A certificate by the Company's solicitor has been exhibited to us, to the effect that all the properties acquired by the company in terms of the prospectus have been duly transferred to and vested in the Company, and that all transfer duties have now been paid."

**THE BRITISH DELI & LANGKAT TOBACCO Co., LTD.** (Originally named the Deli & Langkat Tobacco Co., Ltd.)—A petition for the winding up of this Company was presented before Mr. Justice Wright, sitting in the High Courts of Justice, on the 7th inst., by Mr. C. J. F. Tripp, of 106, Fenchurch Street. The hearing is put down for the 21st inst. Messrs. Brandon & Nicholson, of 5, Suffolk Place, Pall Mall, S.W., are the solicitors for the petitioner.

## Fires.

A serious fire was discovered on the premises occupied by Mr. W. H. SMITH, tobacconist, Cross Church Street, Huddersfield, on Sunday evening, the 14th ult. Despite the prompt efforts of the Fire Brigade the store room was practically gutted and the stock destroyed. The damage is covered by insurance.

Early in the morning of the 30th ult., a police constable noticed smoke issuing from the premises of Mr. STANLEY, tobacconist, Hullgate, Doncaster, and promptly aroused the family. The smoke was found to proceed from a smouldering fire underneath the shop counter, filling every apartment in the house. If the fire had not been discovered when it was the inhabitants would have run considerable risk of being asphyxiated.

Late on Saturday night, the 20th ult. an alarming fire was discovered at the premises occupied by Mr. MAINE, tobacconist, of Bridge Street, Bolton. The family were in bed, but providentially Mr. Maine awoke, the shop being then in flames, and lowered his terror-stricken wife and children out by the back windows.

The stables and stores belonging to MESSRS. CHARLES WORTH & AUSTIN, of the Borough, were discovered, early in the morning of the 23rd ult., to be ablaze. Firemen were quickly on the scene, and succeeded in saving an adjoining timber yard from destruction, but not the stables where the fire is supposed to have originated, as the latter suffered much damage.

An outbreak of fire occurred at the shop of Mr. HENRY BAKER, 6, Grand Junction Road, Brighton, on the 23rd

ult., when the premises and stock were considerably damaged. The contents of the shop are covered by insurance.

The factory, stores, stables, and other buildings of DANIEL'S MATCH FACTORY, Martin Street, Stratford, E., were gutted by fire last month.

A fire was discovered, early in the morning of the 25th ult., on the premises occupied by MRS. PAINE, tobacconist, Arwenack Street, Falmouth, but owing to prompt measures taken by the neighbouring tradesmen, it was extinguished before much damage was done. The premises are insured. The fire having been fiercest underneath the counter where matches were stored, it was surmised that it had originated through mice gnawing at these, and thus causing them to ignite.

About eleven o'clock on the morning of the 4th inst., the cigar factory of WARTMANN & Co., 681, High Road, Tottenham, was discovered to be on fire. The place was only opened some three months ago. The structure, which was two-storied, was fitted with the most modern machinery, and there were large Christmas stocks of packet tobacco, cigars, and cigarettes. The flames soon obtained a good hold of the cigar store, and spread quickly. Investigations which have been pursued clearly indicate that the blaze was caused by thieves, who it is supposed broke into the premises through the fan-light. A determined effort was made to open the safe, both the pivots, on which the door turns, having been sawn through. The attempt was not successful, however, as there were bolts which still secured the door. Even if the safe had been opened the labours of the thieves would have been fruitless, as no money was kept in it. A desk was forced open, but there was nothing in it worth taking. There are traces of the building having been fired in different places, and the supposition is that the thieves, being disappointed at their want of success, set it alight. A vast quantity of cigars and tobacco was damaged. The stock of cigars was heavy, in view of the requirements of Christmas time—there being something like 2½ millions on the premises. All of it was more or less damaged. The loss is put at several thousand pounds. For the present the employees, numbering 120, are out of employment.

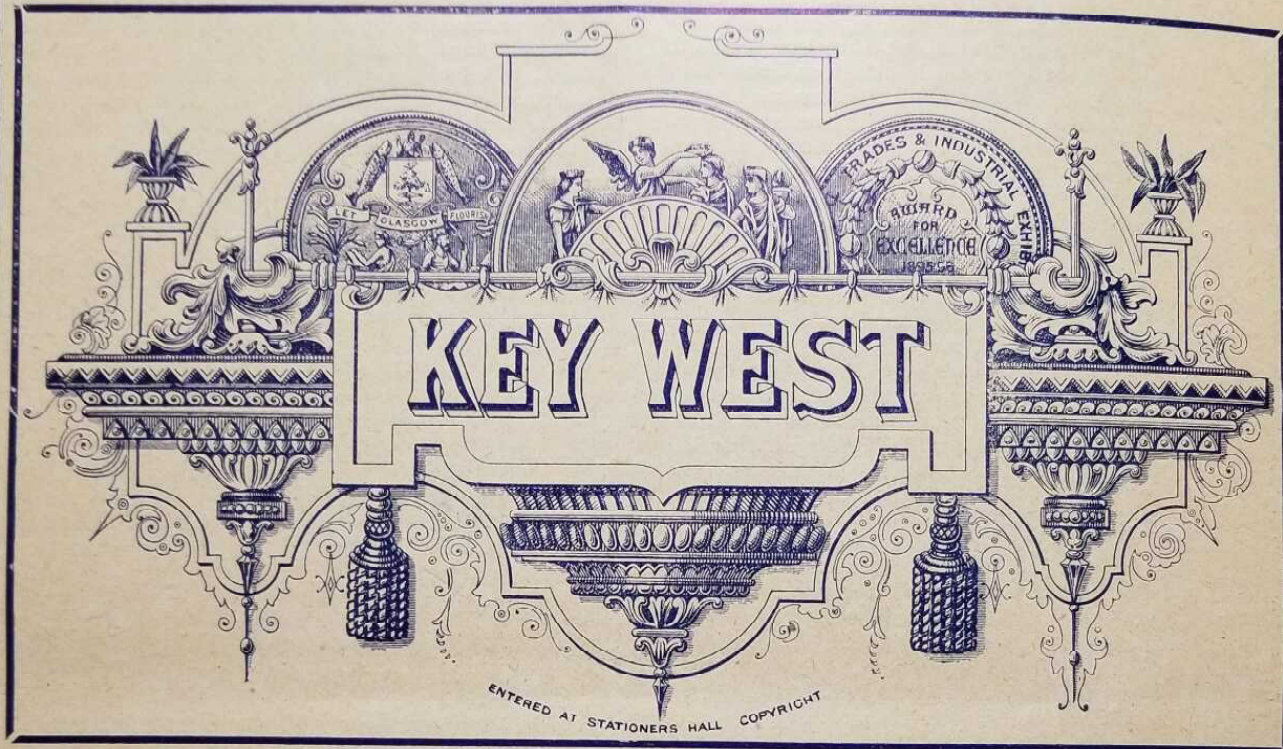
## Festive.

The marriage of Mr. CHARLES M. KINNEAR, managing director of Kinneare, Ltd., to Miss JEAN K. HANNAY, took place on October 25, in the Preston Park Presbyterian Church, Liverpool, before a large and fashionable attendance of friends. The presents were extremely handsome and numerous, among them being a solid silver chased bowl from the office staff and travellers of the firm, and a clock and ornaments from the other employés. In the evening a dance and entertainment was held at Prince's Park Assembly Rooms, Granby Street, when there were present nearly 400 employés of Messrs. Kinneare, Ltd. The evening's programme was arranged in two parts, the dancing with the aid of Mr. G. W. Nicholson's band being carried on in the upper rooms, while an interesting musical programme, concurrent with this took place downstairs. Among the contributors to the latter were Miss E. Last, Miss E. Aindow, Miss Fanny Kingsley, Miss E. Moreton, Miss C. Entwistle, the Misses J. Hodge, Miss Amy Blease, Miss Kate Boyce, Miss Bella Kingsley, Miss Aggie Kerr, Mr. Harry Leybourne, and Mr. A. Barnstein. The programme was interpreted by the artistes in a very successful manner, which was fruitful of many encores. Among the office staff and travellers of the firm present may be mentioned Messrs. J. A. Wade, J. J. M'Ewen, J. Parry, A. Barnstein, W. Jones, Tom R. Wood

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



# 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,

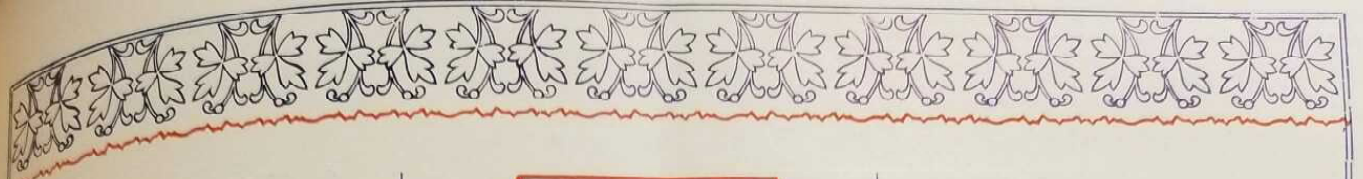
*Notice is hereby Given that legal proceedings will be instituted without further notice against any person or persons selling or offering for sale any Cigars not of the manufacture of the said Messrs. R. I. DEXTER bearing any colourable or other imitation of the above label.*

*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.,**

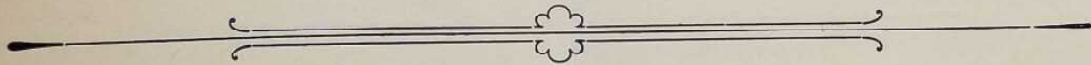
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Specialities in

**XMAS GOODS**  
**1900.**



**R. & J. HILL, LTD.,** —

(ESTD. 1775),

Shoreditch, London, E.

**PRIZE MEDALS AWARDED.**

LONDON,



1899.

**R. & J. HILL, Ltd.**

FOR  
**QUALITY**  
AND  
**PURITY.**

PARIS,



1900.





# SPLENDID 'XMAS LINES OF CIGARETTES.

HIGHLY FINISHED NICKEL CASES.

**"UNION JACK"**  
NICKEL

**CIGARETTE CASES,**

With Union Jack embossed  
in colors.

Containing 12 . . .  
"Campaigner" Cigarettes.

**7/- PER DOZ. CASES.**



**"UNION JACK"**  
NICKEL

**CIGARETTE CASES,**

With Union Jack embossed  
in colors.

Containing 12 . . .  
"Campaigner" Cigarettes.

**7/- PER DOZ. CASES.**



# BADMINTON

IN  
ENAMELLED  
DECORATED  
TINS OF  
25, 50 & 100.

PRICE  
**30/-**  
PER THOUSAND.



Manufactured from  
**Badminton**  
**Smoking**  
**Mixture**

Specially prepared.

**30/-**  
Per 1,000

# CIGARETTES.

The great success with which these Cigarettes have met is the best possible proof  
of their Excellent Quality.

**R. & J. HILL, Ltd. (Estd. 1775) LONDON, E.**



## TRADE NEWS AND NOTES—continued.

(senior representative), A. W. Mayne, J. Southward (secretary of the company), and W. W. Young, who directed the general arrangements with the help of Mr. M'Ewen. Early in the evening a telegram was received from the bride and bridegroom, who had left in the afternoon for the Continent, expressing a wish that the evening would prove enjoyable.

The marriage of Mr. A. J. PHILLIPS to Miss BLANCHE VAN DEN BERG was solemnized on Wednesday, October 24, in the presence of a numerous gathering of relatives and friends. The bridegroom is the eldest son of Mr. Philip Phillips, of Messrs. Godfrey Phillips & Sons, and is himself associated with that well-known firm.

On the 31st ult. the friends of Mr. THOMAS J. CHRISTIE, who is well known in connection with the wine and tobacco trades of Dublin, presented him with a testimonial on the eve of his departure for Los Angeles, California. The presentation, which took the form of a purse of sovereigns, took place at 48, Upper O'Connell Street, where the friends of Mr. Christie had a very pleasant reunion. Mr. T. F. Fraser occupied the chair, and Mr. P. M'Loughlin the vice-chair. The following gentlemen were also present:—Messrs. Thomas Lee, John Murray, James M'Donald, Thomas Bryan, Thomas Kane, Aloysius Quigley, Milo Flanagan (treasurer), Philip Newport (Newport & Sons, Baggot Street), A. Christie, Wm. Conarchy, J. Carter, F. Manley, J. Keppel-Hopkins, C. P. Flynn (hon. secretary), William G. Peacock, &c. The chairman, in a felicitous speech, proposed the health of the guest of the evening, which was seconded by the vice-chairman, and duly honoured. Mr. Christie returned thanks to his friends in a brief speech, after which a warm vote of thanks was passed to the hon. secretary, Mr. C. P. Flynn. There were a number of vocal contributions during the evening, and the proceedings were brought to a close by the whole company joining in the singing of "Auld Lang Syne."

SILVER WEDDING.—JONES—LEWIS. November 5, 1875, at Bethesda Chapel, Amlwch, by the Rev. John Pritchard, assisted by the Rev. William Griffith, of Holyhead, Mr. OWEN E. JONES, tobacco manufacturer, to Miss LEWIS, niece of U. Hughes, Esq., Tynyrheol, both of Amlwch.

## Foreign.

THE SCHEME for starting a trust to control tobacco planting in Deli has fallen through from the impossibility of getting the planters to combine in the desired direction.

THE HUNGARIAN Minister of Finance is said to have discovered important fraudulent practices in the supply of foreign tobacco to the factories of the Régie. Two Amsterdam tobacco merchants are accused of having conspired with numerous officials of the Hungarian Ministry of Finance. In consequence, the Minister caused, through diplomatic channels, a perquisition to be made at Amsterdam, in order to ascertain the names of the guilty officials. The two Amsterdam firms in question, however, having at once reimbursed the damages, amounting to several hundred thousand florins, the authorities have withdrawn the charges.

THE COUNCIL of Foreign Bondholders communicate the following telegram from the Council of Administration of the Ottoman Public Debt at Constantinople: Receipts, September, 1900, five revenues and tobacco tithes, £T131,931; Régie, £T187,500; against, in 1899, five revenues and tobacco tithes, £T131,966; Régie, £T187,500.

THE ACCOUNTS submitted to the Tobacco Régie meeting showed a profit of 265,939 liras, against 90,000 last year, owing to increased sales consequent on the general quiet in the empire and the release of the reserves. The shareholders will, therefore, receive 140,800 liras statutory interest, equal to 8 per cent., and 125,139 liras towards the deficit in the statutory interest of the previous years. This amount will be added to the shareholders' reserve.

A REPORT from Bucharest states that the Senate has accepted the proposal of the Discount Concession that the income derived from the Cigarette Paper Monopoly should be placed as security against an advance of 50 million francs.

THE NATIONAL Tobacco Workers' Union of America has decided to take up the fight against child labour.

THE RUSSIAN official *Messenger of Finance, Industry, and Trade*, in its issue of last month, publishes statistics of the tobacco industry of the Caucasus, from which it appears that last year the tobacco plantations in that region covered an area of 4,248 dessiatines (dessiatine = 2.7 acres), and yielded 246,468 pouds (poud = 36 lbs. avoirdupois) of tobacco, the average for the ten years, 1890-9, being 23,545 dessiatines, yielding 179,606 pouds. Of the area under tobacco in 1899, 3,248 dessiatines, nearly three-quarters, were in the Kutais Government, including the former district of Batoum. In 1899 twenty-one tobacco factories were in operation in the Caucasus region, their output amounting to 110,321 pouds of tobacco; of this total, the quantity of first-class smoking tobacco was 1,436 pouds, of second class 23,626 pouds, and of third class 56,506 pouds—in all 81,568 pouds. To this total must be added 502,869,000 cigarettes, weighing 19,564 pouds; no cigars were manufactured last year.

A HUGE quantity of tobacco, grown in the Canton of Vaud, Switzerland, has been sold wholesale at the very low price of 3 $\frac{3}{4}$ d. per lb. This will mean that it will reach the consumer for something under 1s. per lb., as the duty on home-grown tobacco in Switzerland is very light. It is from this tobacco that the famous Swiss cigars are manufactured.

THE ROUMANIAN tobacco monopoly, which had previously been in private hands, was taken over by the State in 1879. Most of the tobacco used by the State monopoly is of native growth, 86 per cent. of the weight and 47 per cent. of the value of the total amount of tobacco sold being of Roumanian origin. As to the remainder, about 440,000 kilogs. are imported from Macedonia (the Yaca variety), Smyrna, Volo, and Argos. About 100,000 kilogs. of American (from the United States, Cuba, and Brazil), Sumatran, Dutch, and Hungarian tobacco are also used for making cigars. The value of tobacco purchased abroad varies between 2,000,000 and 3,000,000 francs annually, according to the quantity in stock and the result of the Roumanian crop, and about 80 per cent. of this total comes from Macedonia or Asia Minor. The stocks of native and foreign tobacco vary from 6 to 9 millions of kilogrammes, the average price being 85 centimes to 1 franc per kilog. In virtue of laws recently passed, the administration of all the Roumanian monopolies, viz., tobacco, salt, matches, playing cards, gunpowder and other explosives, and cigarette paper (monopoly created by the Law of 18th March, 1900), is confided to the Direction-General of State Monopolies, attached to the Ministry of Finance.

A NEW YORK authority says that the Cuban tobacco crop, just now coming to market, is one of the largest ever raised on the island, and is finer in quality than any since 1881. The information now available places the total crop at about 530,000 bales, the bales weighing about 100 pounds each. The average crop is only 400,000 bales. The fine quality of this crop, the first raised since the Spanish-American war, is attributed to the fact that the soil was not cultivated

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



**OGDEN'S**  
**TOBACCO**  
**AND**  
**CIGARETTES**

**UNIVERSAL SALE**

**TOBACCO:-**

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

**CIGARETTES:-**

Guinea Gold  
Tabs  
Lucky Stars  
Virginia  
Rose Blush  
Corkers  
Alpine Belle.

Price Lists on Application to **OGDEN'S LTD** 33 Wapping Liverpool.



## TRADE NEWS AND NOTES—continued.

between the years 1895 and 1898. Because of this rest, it was not necessary to use any fertilizer on the soil, and the improvement in quality has been plainly apparent. The crop of 1881 was raised under similar conditions. In 1879 the experiment was tried of fertilizing a great deal of land in the island with Peruvian guano. The crop was luxuriant, but unfortunately the leaf burned badly and was not a success.

The same importer furnishes the following figures as to the estimated value of the crop:—

125,000 bales, used in large cigar factories in Cuba, at an average of £8 per bale	...	1,000,000
155,000 bales, used in cigarettes and long or short cut tobacco, at an average of £4 per bale	...	620,000
25,000 bales, used by "chinchales" or small factories, at an average of £5 per bale	...	125,000
225,000 bales, for export, at an average of £8 per bale	...	1,800,000
		<u>£3,545,000</u>

To obtain the value of the industry to Cuba the following expenses of manufacturing must be added:—

300,000,000 cigars	...	1,400,000
4,700,000,000 cigarettes and 1,000,000 kilos of cut tobacco	...	1,780,000
		<u>£3,180,000</u>

The total, according to this estimate, therefore, amounts to the very respectable figure of £6,725,000.

## Obituary.

MR. JAMES ALEXANDER FAIRWEATHER, tobacco manufacturer, Dundee, on the 1st inst.

MR. R. W. BARRINGTON, proprietor of Messrs. M. and W. Taylor's tobacco factory, Francis Street, Dublin, on the 15th ult., at Llandudno. The deceased gentleman was formerly a Captain in the Honourable East India Company's service, having served in the Indian Mutiny and Burmah Campaigns, but had been actively engaged in the management of Messrs. Taylor's business for twenty-five years, and is now succeeded by his son.

MR. LEONARD DOBBIN, SEN., of Cork, on the 25th ult., aged 85. Mr. Dobbin was the founder of the well-known firm of Dobbin, Ogilvie & Co., but for the past twenty years, though nominally the head, had not taken a very active interest in the management, this having fallen to his two sons, Mr. Leonard Dobbin, jun., and Sir Alfred Dobbin. The deceased gentleman will be greatly missed in the City of Cork, not only by his large circle of friends, but also by that section of the community whose chief support is the benevolence and philanthropy of a munificent donor.

At 68, Kenmore Street, Pollokshields, on the 2nd inst., DANIEL CARMICHAEL, aged 78, lately tobacconist, Queen Street.

MR. JOSEPH BARBER, tobacconist, 5, North Street, Chichester, on the 30th ult.

The estate has been valued at £33,398 8s. 4d. gross, including personalty of the net value of £16,574 10s. 10d., of MR. GEORGE AUSTIN, of the firm of Charlesworth and Austin, of 319 and 321, Borough High Street, tobacco manufacturers, who died on September 12 last.

## Law.

WORRALL v. WORRALL.—A SINGULAR PROBATE ACTION.—In the Probate Division of the High Court of Justice, on the 2nd inst., Mr. Justice Gorrell Barnes had before him the case of Worrall v. Worrall. Plaintiff in this suit, JOSEPH HENRY WORRALL, of 289, Camden Street, Birmingham, goldbeater, as sole executor, propounded the last will of his late mother, Mrs. Mary Ann Worrall, who died at 119, Westminster Bridge Road, on December 28, 1899, the will bearing date July 28, 1896. Defendant, ALBERT WORRALL, of 119, Westminster Bridge Road, London, tobacconist, another brother, pleaded that the will of 1896 had been obtained by the undue influence of the plaintiff, and that his mother made her true last will on March 4, 1899, appointing him (defendant) sole executor, and he claimed that the Court should pronounce against the will set up by the plaintiff. Mr. Hugo Young, Q.C., and Mr. Lewis Thomas appeared for the plaintiff, and Mr. J. B. Matthews for the defendant. Defendant said he was the youngest son of the deceased, who was about 83 years old at her death. Down to 1888, she lived in Birmingham with a Mr. and Mrs. Capwell, who kept a beerhouse. Mrs. Capwell was the widow of his (defendant's) brother. He went to Birmingham in 1888 to see his mother, and in consequence of an interview she came to London to live with him. He found when in Birmingham that she was not very comfortable where she was, there being no servant at the beerhouse. She came to London and lived with him until her death. Speaking generally, she rendered him assistance, being fond of serving behind the counter. She had for her life the rents of a cottage at The Lye, near Stourbridge, and a small cottage at Brettle Lane, Birmingham, which brought in 3s. 6d. and 4s. 6d. a week respectively. The Brettle Lane property testatrix had disposed of to the defendant, and when she went to him in London he was under the impression she had no property at all. In March of last year, when she informed him she wanted to make a will, he told her she had nothing to leave to anyone, but to please her he consented to draw up a will for her. It was the first he had ever done, and it was signed and witnessed by Mr. Charles Dettoni, a neighbour, and a Mrs. Annie Bowers, a friend of the testatrix's. After the death of his mother, it was discovered that she had a reversionary interest in certain property.—The attesting witnesses spoke to the execution of the will, and the state of mind of the deceased at the time.—Mr. Young, in view of the evidence which had been given in support of the later will, said he could not resist such testimony.—His Lordship pronounced for the will of March 4, 1899.

VAN TOLL v. REED.—In this case, which was heard at the Worthing County Court, on October 15, the plaintiff, a Worthing tobacconist, sought to recover £1 9s. 6d. for tobacco, &c., supplied to the defendant's husband while the latter was landlord of the "Maltster's Arms," Broadwater. Defendant said her husband had made a will in which she was appointed executrix, but it was never proved, for the reason that he had no effects beyond a little furniture. His Honour observed that apparently the defendant was liable to the extent of the furniture, and he gave judgment for the plaintiff, payable by instalments of 4s. a month.

FAULKNER v. LANCASHIRE & YORKSHIRE RAILWAY Co.—CLAIM FOR DAMAGE IN TRANSIT.—The plaintiff in this case, which was part heard on the 17th ult., at the Clitheroe County Court, sued the defendant Company for £15 2s. 3d., being the amount of damage alleged to have been caused to a case of cigars whilst being carried between Manchester and Clitheroe. Mr. Backhouse, of Blackburn, represented plaintiff, and Mr. Daniels, of Manchester, appeared for the Company. The evidence was to the effect that, on July 4th, the plaintiff bought 5,200

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



# TORTOISESHELL (REGD.) SMOKING MIXTURE.

This Popular Tobacco is now made in two GRADES OF STRENGTH, MILD (the original) with SILVER SHIELD. MEDIUM STRENGTH (Fuller Flavour), GREEN SHIELD.

SOLD EVERYWHERE IN 1-OZ. PACKETS AND 2, 4, AND 8-OZ. TINS.

# TORTOISESHELL (REGD.) THE HIGHEST-CLASS VIRGINIA CIGARETTES. CIGARETTES.

PACKED IN TINS OF 24, 50, AND 100.

The above Goods show a good profit to the Retailer, and the Manufacturers take steps to prevent the Price being cut.

MANUFACTURED AND GUARANTEED BY

**W. A. & A. C. CHURCHMAN,** IPSWICH, LONDON,  
and NORWICH.

Price Lists on Application.

Established 1790.

## CAUTION.

# OGDEN'S, LIMITED, "Guinea Gold" Cigarettes.

### TO RETAILERS AND OTHERS.

Retailers and others are hereby warned against selling, as genuine packets or boxes of OGDEN'S "GUINEA GOLD" CIGARETTES, packed by the Company, any packets or boxes from which the Photographs (advertised by Ogden's, Limited, to be sold with the packet or box) have been previously abstracted. SUCH SALE IS A FRAUD ON THE PUBLIC AND AN INJURY TO THE BUSINESS OF OGDEN'S, LIMITED.

Messrs. Ogden's, Limited, feel compelled to give notice that an Interim Injunction has been this day granted in HIGH COURT OF JUSTICE, CHANCERY DIVISION, restraining such a sale as above indicated, and that in order to prevent further imposition and to assist honest retailers, the Company will not hesitate to protect their rights, and to proceed without further notice against any person or persons improperly abstracting their Photographs as aforesaid.

Any information relating to the above (which will be treated confidentially), should be addressed to either the Company's Patents Agents: Messrs. J. E. EVANS, JACKSON & Co., Bristol House, Holborn Viaduct, LONDON; or to their Solicitor: Mr. C. URQUHART FISHER, 19, Holborn Viaduct, LONDON, E.C.



## TRADE NEWS AND NOTES—continued.

cigars, value £33 17s. 6d., from Messrs. Wilson, M'Pherson & Co., Manchester, and, according to the evidence of the employes of that firm, they were packed and despatched on that day in good condition. They arrived at Clitheroe the day following, and, on July 7th, plaintiff fetched them from the station, the case being then apparently dry and intact. On getting them home, however, plaintiff found that a great number of the cigars were quite spoiled, being saturated with water. For the defence it was contended that the cigars could not have got in such a state during transit, especially as the outer case appeared to be dry both on receipt and delivery. Plaintiff had destroyed the outer case, which, his Honour held, would have been the only reliable evidence. His Honour adjourned the case for a month to find out what kind of weather there was in Manchester on the evening of July 4th, and also for the production in court of the damaged cigars.

**JACKSON v. BELL.**—A JUDGE'S REMARK.—This was an action for compensation for damages sustained by the plaintiff, ANNIE JACKSON, aged 16, while employed by the defendants, MESSRS. R. BELL & Co., match manufacturers, Bromley. It appeared that the plaintiff, who earned 7s. 6d. per week by working a matchbox stamping machine, injured her hand through the plate being loose, which caused the "plunger" to come down and chop off the top of her first finger. Judge French, in awarding her £58 10s. compensation, said, "I feel perfectly certain that these machines can be guarded so that workpeople will not be mutilated."

**CHRISTIE v. CHRISTIE.**—A FAMILY DISPUTE.—The First Division of the Court of Session on the 9th inst. disposed of a reclaiming note by the pursuer in an action by H. DUNCAN CHRISTIE, tobacco manufacturer, 30, Nicolson Square, Edinburgh, against his father, HENRY CHRISTIE, 11, Dick Place, Edinburgh. In 1897 father and son came to an agreement, by which the father made over to the son his business of tobacco manufacturer, which the former had carried on for many years, and the question in dispute was whether under any of the heads of the agreement there should be included a number of deposit receipts amounting to £2,178, which represented deposits made by the father with the National Bank in Dumfries. Lord Kyllachy, in the Outer House, in assailing the defender, with expenses, said that the pursuer's claim had not been put forward until after a family quarrel. The First Division now adhered to the Lord Ordinary's judgment, holding that the money contained in the deposit receipts belonged to a private account of the defender.

## Police.

**PATENT DISPUTE.**—AN ACQUITTAL.—At the Worcester Quarter Sessions, held on the 16th ult., ALFRED LEONARD KENDRICK, on bail, was indicted for stealing a steel model of a tobacco-pipe cleaner, the property of his father, THOMAS KENDRICK, as reported in our last issue. Mr. H. G. Farrant prosecuted, and Mr. J. B. Matthews defended. Prosecutor is an artist, of Sparkhill, and, up to May last, lived with his son, who acted as his assistant. In 1889, prosecutor invented a pipe-cleaner, and, in 1890, a model (produced) was made by a Mr. Pallock. He never gave the design or model to his son, and the model remained in a drawer. Witness last saw the model about March, when he discussed with his son putting it on the market. In May, he received a communication from the Patent Office, and found the model cleaner in the possession of a Mr. Grant Smith. He never gave his authority to register the design or part with the property. In cross-examination, prosecutor denied that his son invented the

cleaner. The Chairman suggested that it was very sad to see a son prosecuted by a father. Prosecutor said his son had every opportunity of returning to Mr. Smith the money paid for the invention, but had treated the matter very coldly. Llewellyn Augustus Pallock, machinist, deposed to making the model. Prosecutor and prisoner went together, and it did not transpire whose invention it was. William Colin Grant Smith, chartered accountant, Wolverhampton, deposed to purchasing the invention for £12 from prisoner, who said it was his own invention. In cross-examination of one witness, Mr. Mathews suggested that prosecutor opposed bail for his son. Prosecutor said that, on the contrary, he obtained bail. At this stage there was a consultation between prosecutor and the solicitor. Afterwards, Mr. Farrant said Mr. Smith was the difficulty in the case. Mr. Smith, however, said he was a most unwilling witness. Then Mr. Farrant, after consulting prosecutor, said the difficulty was the ownership of the invention. The Chairman said that was a question which should be fought out in another court. Eventually Mr. Farrant desired to withdraw the prosecution. Mr. Matthews said he only desired that his client should leave the court without a stigma on his character. He was prepared to meet the case. The Chairman said that, on evidence of the kind, there was no chance that there would have been a conviction. The jury acquitted prisoner. The prosecutor said he withdrew from the prosecution on the instruction that there should be an action in a civil court, and that he should have the model.

**SERIOUS CHARGE AGAINST A TRAVELLER.**—FREDERICK WRIGHT, who resides at Clifton, Bristol, was charged at the Birmingham Police Court, on Oct. 26th, with embezzlement. From the statement of Mr. Vachell, counsel for the prosecution, it appeared that the defendant was employed as a traveller by Messrs. SIDNEY PULLINGER, Ltd., cigar merchants and shippers, of Cannon Street, under an agreement by which he received a salary of £3 a week, with increases by results. Defendant's duty, it was said, was to receive and remit any moneys due to the firm, and to account for them periodically, and it was alleged that at various dates in May last he received sums amounting to £7 or £8 from Bristol customers, and failed to account for them as he should have done. Counsel estimated the total amount of the defalcations at some £70. Mr. Anstey (of Messrs. Anstey and Salisbury, solicitors, of Bristol) appeared on behalf of the defendant, and raised a primary objection to the jurisdiction of the Court. This, however, was overruled, inasmuch as the weekly accounts, it was understood, had to be sent to Birmingham. The prisoner, who reserved his defence, was committed to the Sessions for trial, bail being allowed.

**SELLING TOBACCO WITHOUT A LICENCE.**—At the Belfast Summons Court, on Oct. 23rd, ANNA ARMSTRONG, 10, Newtownards Road, was summoned by Mr. J. P. O'Callaghan, Inland Revenue officer, for having, on the 10th Sept., sold tobacco without a licence. Mr. Donnelly prosecuted, and a fine of £12 10s. was imposed, with a recommendation for a reduction to 10s.

PATRICK DALY, Pottinger's Entry, was summoned by the same complainant for a similar offence. A like fine was imposed, with a recommendation that it be reduced to £1.

**WHAT IS HAWKING?**—EDWARD ROE, at Slough, was summoned by the Inland Revenue authorities for having, on August 14, at Beaconsfield, sold tobacco without a licence. He pleaded not guilty. Mr. Flint, Supervisor of Excise, Maidenhead, prosecuted. P.C. Janes, of Beaconsfield, said that on Tuesday, August 14, he was at the Swan Inn, Beaconsfield, when he saw a van with the name "Teddy Roe" on it. Defendant's brother came in and asked the landlady (Mrs. Stevens) if she desired anything in his line, and he then disposed of a quantity of Woodbine

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



# Novelties for Christmas

IN

# Cigars



# Cigarettes

AND



# Cheroots

◇ TASTEFUL DESIGNS ◇

◇ NOVEL PACKING ◇

◇ LOW PRICES ◇

DESCRIPTIVE PRICE LIST NOW READY.

## ROBINSON & BARNSDALE, LD.,

**NOTTINGHAM.**

London Address: 183, Aldersgate Street, E.C.



## TRADE NEWS AND NOTES—continued.

cigarettes, for which he received payment in money. The parcel was not addressed to Mrs. Stevens. Witness did not see defendant in Beaconsfield that day. Defendant here asked if he was responsible for what his brother had done. In cross-examination by defendant, witness stated that he went to the public-house for the purpose of this job. David Slack, Inland Revenue Officer, said he saw defendant's brother in charge of the van two days after the offence. He told him he would be charged with the offence of hawking tobacco at Beaconsfield without a licence. He simply replied, "Yes." Defendant subsequently called on witness and said he had given his brother instructions not to hawk. Cross-examined: He was in a public-house at Wooburn Common when he saw defendant, and he there asked the landlord if there was anything wanted. He afterwards came to see witness at Wycombe, and said he was sorry for what his brother had done. Last week he went to the "Swan" at Beaconsfield and inspected Mr. Steven's stock-book, and afterwards gave Mr. Stevens 2s., the reason being that he was subpoenaed as a witness in the case. Arthur William Stevens, landlord of the "Old Swan" Inn, Beaconsfield, said that on August 14 his wife purchased tobacco from a traveller with Roe's cart. It had been ordered a week previously by witness himself from defendant's brother. He could not say whether the parcel was addressed to him. Cross-examined: He had been dealing with defendant for three years and never had things that he had not ordered previously. He saw Mr. Slack on the previous Friday, who gave him 2s., which he said was "for a carriage to come to Court in." (Laughter.) He was not a cripple, and only lived a few minutes' walk from the Court. He took the money. Defendant: That was very wise of you. Mr. Flint quoted a case heard in the Queen's Bench Division in support of the prosecution. Defendant made a statement, in which he said that he sent out his goods in bulk according to the number of orders he received. There was no time to tie up and label each parcel where the quantities were so comparatively small. The Bench having considered the case, the Chairman said they had found defendant guilty, and he would be fined £1, including costs. He added that the parcel must be addressed to the person for whom it was intended before it left defendant's shop. Defendant: I was charged with hawking without a licence; now the case has been turned round, and I am charged with delivering without a label. The Chairman: We have nothing to do with that. Defendant paid the sovereign and left the Court.

**VAN ROBBERY.**—At Worship Street, on November 3rd, two Russian Jews, named CASEL, ROBINIVITCH and LOUIS TUGEMANN, were brought up, on remand, before Mr. Mead, charged with receiving and being in illegal possession of a large quantity of ordinary and fancy tobacco. As appeared from the evidence given at a former hearing, a warehouseman in the employ of R. & J. Hill, wholesale tobacconists, of Shoreditch, packed and directed to a tradesman residing at Banbury, 48 lb. of tobacco, including a quantity of Limerick twist. It was all packed in one box and delivered to a carman in the service of the Great Western Railway Company, who called for it about six o'clock in the evening. The carman, Arthur Mumford, stated that, having collected the box in question at Messrs. Hill's, he proceeded towards Paddington, but in Old Street had to pull up, something being wrong with the harness. He got down himself, not being provided with a vanboy, and was engaged in putting the harness right not more than five minutes. That, however, was opportunity for the van thief. On looking round after he had mounted to the driving seat the carman discovered that, although the encircling rope at the back of his load was intact, the box had vanished. Nothing more was heard of it or its contents until it came to the knowledge of the police that a tobacconist named Schwartz, carrying on business in Osborne Street, Whitechapel, had lately bought tobacco, some of which resembled that sent out by Messrs. Hill, and on the

officers proceeding thither Schwartz showed them some shag and some Limerick twist, about 30 lb. in all, that he had bought for half-a-crown a pound. Tugemann had called on him and stated that he was clearing out of a shop where he had been carrying on business, but it was a failure, and he had some stock to dispose of. He said he would look at the tobacco that was mentioned, and afterwards Tugemann and Robinivitch came together with it, and for what he purchased he paid £4. The officers then proceeded to Cambridge Mansions, Bethnal Green, and found the two prisoners, and in their room was 7 lb. of the Limerick twist (identified as that owned by Messrs. Hill by a peculiarity in the manufacture). They admitted selling the tobacco to Schwartz, and told the police that they had bought it in the way of business of a Mrs. Leach. They gave the officers a card, on which they were described as partners, Tugemann & Robinivitch, dealers, 112, Oxford Street, Stepney. The prisoners were committed for trial.

**ERRING ERRAND BOYS.**—Before the Southampton Borough Bench, on Oct. 20, WALTER BUCKINGHAM (16), ARTHUR CROWDER (14), and WILLIAM CHANDLER (19), were charged with being concerned together in stealing 2,415 cigarettes, 42 cigars, 18 packets of tobacco, 175 vevy-fins, and 1 cigarette tube in case, to the value of £3 10s. 4d., the property of MESSRS. BROOKES & SHEPARD, tobacconists, 177, Above Bar Street, between July 9th and October 19th, in the present year. William Brooke, partner in the firm in the course of his evidence, said that the prisoner Buckingham had been in their employ only since October 8th, but Crowder had been with them since July 3th. Both boys had free access to all parts of the shop. He identified the property (produced) as belonging to the firm, and valued it at £3 10s. 4d. He missed a box of cigars from some ordered for a special customer, and gave information to the police. Detective-Sergeant Tribe stated that he saw the prisoner Chandler, who gave him the cigarette tube and case, and told him that Buckingham had given it him. At Chandler's house he found all the goods produced, on a shelf behind some old things. There were a quantity of photographs which had been taken from the packets of cigarettes. All three boys pleaded guilty. Mr. Perkins in passing sentence, said that the boys Buckingham and Crowder, had evidently been urged on by Chandler. Crowder would be fined 20s. and costs, in default, 14 days; and Chandler and Buckingham were each sent to prison for one month with hard labour.

**A TOBACCONIST AND HIS FARE.**—On October 30th, at the Newcastle-on-Tyne Police Court, JOHN ROBINSON GLENDINNING, tobacconist, Newgate Street, Newcastle, was charged with travelling on the N.E.R. without a ticket, with intent to avoid payment of his fare, on October 4th. A ticket-collector at Heaton Station stated that defendant passed out of the gate that day, having left the train which came from Newcastle. Witness asked him for his ticket. Defendant replied, "Pass; it's all right." He tried to walk away, but witness stopped him and pressed him for the pass. Defendant then tendered him the money for the journey from Newcastle to Heaton, which witness refused. Accused had passed him without a ticket on a previous occasion, "in a patronising sort of way," and witness took it for granted that he had a pass. Witness had seen him taking a ticket for Newcastle at the Heaton booking office, and that had aroused his suspicions. For the defence, Glendinning averred that he was "hard run," and had not had time to get a ticket. He denied having stated that he had a pass. He forgot to tender the money at the moment. He was fined 10s. and costs, with the option of fourteen days' imprisonment.

**SHOW BOARDS AND SIGN BOARDS.**—At Bow Street Police Court, on October 31, MR. A. B. AMBER, tobacconist, No. 6, Charing Cross, was summoned for

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



## Paying Lines for Christmas Trade.

# B. MURATTI, SONS & CO., LIMITED,

Manufacturers of High-class Turkish and Virginia Cigarettes.

### Specialities

- "ARISTON"** — Hand-made from the Finest Turkish Dubec Tobacco procurable. In Decorated Tins and Fancy Padded Boxes of 100's, 50's, and 25's; also Pocket Cases of 25's.
- "NEB-KA"** — Choice Turkish Blend Cigarette. Exceptional Value, and in great demand. In Decorated Tins of 100's, 50's, 20's, and 10's.
- "20TH CENTURY"** — New Line. High-class Virginia Cigarette. Packed in Crocodile Leatherette Boxes of 100's, 50's, and 25's.
- "SILK CUT"** — A successful brand; made from the Finest Picked Virginia Leaf. In neat Watered-silk Padded Boxes of 100's, 50's, and 25's.
- "SPECIAL STRAIGHT CUT"** — In Decorated Enamelled Tins of 100's, 50's, 20's, and 10's. Makes an attractive show, and has a ready sale.

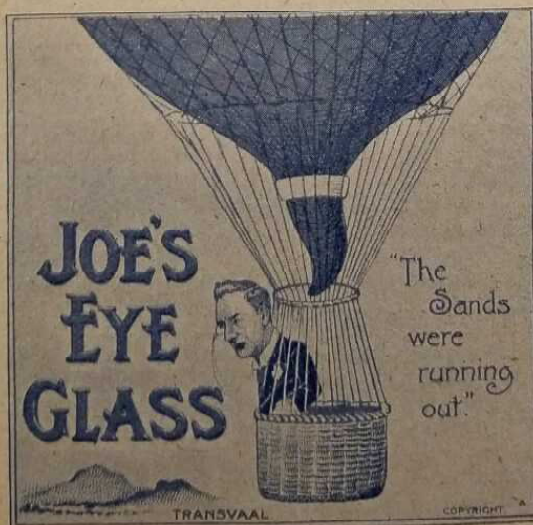
All Cigarettes Guaranteed Pure, and Free from Artificial Flavourings. Attractive Show Cards sent out with all Goods.

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# THE SEASON'S SUCCESS.

PURE  
VIRGINIA  
WHIFFS.

Comic  
War Cartoon  
in each  
Packet.



3<sup>d</sup>.  
Per Packet  
of 10.

Show  
a Good Profit  
to Retailer.

TO BE OBTAINED FROM ALL WHOLESALE HOUSES.

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## TRADE NEWS AND NOTES (continued).

placing or allowing to be placed in front of his shop three show boards, on hinges, so as to project over the public footway, and refusing to remove them when requested to do so by the local authorities, contrary to the 65th section of George III., cap. 29. Mr. R. O. B. Lane supported the summons on behalf of the St. Martin's Vestry; Mr. Bartley Dennis appeared for the defendant. Mr. Lane stated that the defendant was a tobacconist at No. 6, Charing Cross, and let the basement of his premises to a hairdresser. On the front of his premises were three show boards projecting over the pavement. On one the name of Mr. Amber appeared. On the others was the word "Shaving." They were put up without permission. When the Vestry called upon defendant to take them down he sent in plans, and asked permission to retain them. This was refused, and the defendant had not complied with the request of the Vestry to take down the boards. Inspector Cook gave formal evidence as to the existence of the signs (he did not call them boards), and, in reply to Mr. Dennis, said there were 14 shops in the same block, and many of them had similar signs. Mr. Dennis said these signs had been up for many years, and why the Vestry (which for the good of the public was going out of office in a few hours) should have selected the defendant as the only fit and proper person to be summoned (although there were many other people in the same block and the same thoroughfare exhibiting similar signs) was more than he could understand. Mr. Amber paid £400 a year rent for his shop, and let the basement, as already stated, to a hairdresser. Unless these signs or tablets were exhibited the hairdresser would do no business. When this Act was passed, in 1817, it was customary for most shopkeepers to have signs like "The Red Lion" or "The Golden Fleece" to enable persons who could not read to see what trade they carried on. But the defendant was not summoned for displaying or refusing to take down a sign. The summons described these signs as show boards on hinges. He contended that a show board on hinges was a board such as used by butchers, even in the present day, which was let down when the shop was opened, and on which goods were shown. That was a show board, and was very different to a sign. Moreover, the section under which the proceedings had been taken had been repealed. After a long legal argument, the magistrate (Mr. Marsham) agreed that a show board was a board on which something was shown, generally for sale, and dismissed the summons with £3 3s. costs against the Vestry.

**HEAVY FINE FOR SMUGGLING.**—At North Shields Police Court, on the 1st inst., William Crocker, 43, second engineer, residing at 10, Queen Anne Street, Heaton, Newcastle, was charged with concealing on board the steamer *Zuid Holland*, from Rotterdam to the Tyne, 104 lbs. of Cavendish tobacco and 18 lbs. of cigars, with intent to defraud H.M. Customs, on October 25. Mr. Leatherbarrow, examining officer, stated that he found the tobacco and cigars in the bilge pump tank in the engine room. The prisoner admitted that they were his property. The treble value and duty was £140 13s. Prisoner pleaded guilty, and asked the Bench to deal leniently with him. He had a wife and five children in Newcastle. The chairman said the Bench wished to be as lenient as possible. He would be fined £93 15s. 4d., being double duty-paid value, and costs, with the alternative of three months' imprisonment.

### AN OLD PUZZLE—

Three-fourths of a cross and a circle complete,  
Two semicircles on a perpendicular meet;  
Also a triangle set on two feet,  
Two semicircles and a circle complete.

Do this, and spell TOBACCO.

## The Brewers' Exhibition.

THE Tobacco Section of the Brewers' Exhibition, which is held annually at the Agricultural Hall, is rapidly becoming one of the important features of the show, and this year marks further developments in the Exhibits of our trade.

\* \* \*  
MESSRS. W. D. & H. O. WILLS, LTD., made a capital display, in the gallery, of those specialities which appeal more particularly to the licensed victualler, the stand being under the personal supervision of Mr. G. J. Gayler who superintends that section of the firm's London trade. A large assortment of cigars, British and foreign, packet and loose tobaccos, with a goodly display of the various brands of cigarettes associated with the name of Wills, all tended to make this exhibit one of the most effective in the section.

\* \* \*  
MR. HENRY J. NATHAN, of Stratford, whose stall in the gallery was, for a number of years past, one of the attractions in that part of the building, has this year removed to a ground floor space, and here "Xtra Mex" cigars and "House of Commons Mixture" were prominently displayed.

\* \* \*  
MESSRS. STURGEON & Co., of 49 and 51, Eastcheap, had an exceedingly business-like stall, and appeared to be busy all the time with their customers. The firm was showing, besides a selection of Havana and Mexican brands, some of the manufactures of the Jamaican Cigar and Tobacco Syndicate, one of the principal of these being "Flor de Jamaica," an exceedingly fine cigar which is making a reputation.

\* \* \*  
MESSRS. AVISS BROTHERS, LTD., of 81, Fenchurch Street, E.C., and Coventry, had an attractive stall, made to represent a shop, in the windows of which were to be seen a number of the firm's specialities in cigars, and Caravopoulo's Egyptian Cigarettes, for which they are the sole agents. The stand was under the direction of the firm's London Manager, Mr. W. H. Webb, who was ably assisted by his staff of travellers in coping with the business which undoubtedly came their way in a full measure.

\* \* \*  
MESSRS. T. JACKSON & SON, of 18, Glasshouse Street, Piccadilly, were in occupation of their usual position, and with a fine assortment of Havana and British Cigars, surpassed even their previous exhibits. Mr. Thomas Jackson was himself at the head of affairs, paying special attention to a series of handsome wooden cabinets made to hold from 1,000 to 10,000 cigars.

\* \* \*  
MESSRS. A. SCHNEIDER & Co., of 25, Liverpool Street, made a special show of their Mexican brand, "La Segadora," a cigar which is well known and appreciated by licensed victuallers, as well as the British-made "Casilla" and "Merry Girl," two of the leading lines for which the firm are responsible.

\* \* \*  
THE MASTA PATENT PIPE COMPANY were again represented by that general favourite, Mr. Arthur Colton, the tasteful exhibit of the Company's goods embracing ordinary London-made pipes in addition to their specialité in patents. These latter are, by the way, now being put on the market in new shapes, and have nothing whatever of the clumsy appearance that one usually associates with the patent pipe of commerce.

\* \* \*  
A NOTABLE absentee from the Exhibition this year was the firm of MESSRS. J. R. FREEMAN & SON, of Hoxton. One naturally wandered to the space where this enterprising firm were wont to have their working exhibit, but the place thereof knew them not—this time. We understand that, owing to the great anxiety involved in keeping pace with their orders through the trying experience of rebuilding their factory, they had no time to devote to arranging their usual stand.

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



**THE TIP TOP 2d. PACKET.**

# Monastery Cigarettes



Are not two 1<sup>d.</sup> Packets in one,  
but equal to most, and better  
than many, 3<sup>d.</sup>

**Adkin & Sons,**

**LONDON, E.**

## THE WHOLESALE TOBACCO SUPPLY COMPANY, Limited,

63, ALDERSGATE STREET, E.C., and 74, LONDON ROAD, S.E.

### CO-OPERATIVE TRADING.

NO Subscription Required.

All Net PROFITS DIVIDED AMONGST CUSTOMERS.

**NEW ILLUSTRATED (Up-to-date) PRICE LIST NOW READY.**

*Showing rock-bottom prices, which are quoted NET, so that the  
actual cost can be seen at a glance.*

N.B.—By purchasing your goods from this Company you are really putting extra money in your own pocket. The prices are the very lowest; and besides, you get a cheque sent to you every six months for your share of the profits.

We **CAUTION** Tobacconists not to listen to travellers, who are in the habit of speaking against our Co-operative System, for the only reason that they cannot compete against it themselves, we refer the Trade, not to idle talk, but to apply to those Tobacconists in your Town who have been purchasing their goods from us for years, and who are always pleased to recommend us to others, which is the most genuine and reliable recommendation.



## From the "London Gazette."

### Receiving Orders.

WILLIAMSON, JAMES EDWIN, tobacconist, &c., 62, Chestergate, Stockport, lately residing and carrying on business at 14, Lark Hill Road, Stockport. Date of petition and receiving order, October 10, 1900; on debtor's own petition.

WELDON, WILLIAM CROSS, formerly tobacconist, &c., trading at 18, Clough Bridge, Bridlington, Yorkshire. Date of petition and receiving order, October 15, 1900; on debtor's own petition.

ABBOTT, ALBERT JOSEPH, and EVANS, RICHARD, (trading as Abbott and Evans), tobacconists, &c., 5, Water Street, Rhyl. Date of petition and receiving order, October 19, 1900; on debtors' petition.

ROTHERY, LAWRENCE, tobacconist, &c., 2, Folly Hall, Huddersfield. Date of petition and receiving order, October 16, 1900; on debtor's own petition.

THOMPSON, JAMES, tobacconist, &c., 55, Wote Street, Basingstoke. Date of petition and receiving order, October 23, 1900; on debtor's own petition.

### Adjudications.

WILLIAMSON, JAMES EDWIN, tobacconist, &c., lately residing and carrying on business at 14, Lark Hill Road, Stockport. Date of order, October 10, 1900.

ABBOTT, ALBERT JOSEPH, and EVANS, RICHARD, (trading as Abbott & Evans), tobacconists, &c., 5, Water Street, Rhyl. Date of order, October 18, 1900.

ROTHERY, LAWRENCE, tobacconist, &c., 2, Folly Hall, Huddersfield. Date of order, October 16, 1900.

WALPOLE, ISAAC, tobacconist, &c., late of Lozells, Aston-juxta-Birmingham. Date of order, October 2, 1900.

THOMPSON, JAMES, tobacconist, &c., 55, Wote Street, Basingstoke. Date of order, October 23, 1900.

### First Meetings and Public Examinations.

WINE, HYMAN, tobacconist, &c., late of 126, but now of 118, Osborne Street, Kingston-upon-Hull. Meeting, October 19; public examination, November 12, 1900, at the Court House, Hull.

GILBORN, WILLIAM HENRY, tobacconist, 18, Oxford Street, Manchester. Meeting, October 19; public examination, October 29, 1900, at the Court House, Manchester.

DAVIES, SARAH, formerly tobacconist, married woman, 2, Gorse Lane, and 217A, High Street, Swansea. Meeting, October 23; public examination, October 19, 1900, at the Town Hall, Swansea.

WELDON, WILLIAM CROSS, formerly tobacconist, &c., trading at 18, Clough Bridge, Bridlington, Yorkshire. First meeting and public examination, October 30, 1900, at the Court House, Scarborough.

ROTHERY, LAWRENCE, tobacconist, &c., 2, Folly Hall, Huddersfield. First meeting, October 31; public examination, November 5, 1900, at the County Court, Huddersfield.

WILLIAMSON, JAMES EDWIN, tobacconist &c., 14, Lark Hill Road, Stockport. First meeting, October 30; public examination, December 6, 1900, at 11 a.m., at the Court House, Stockport.

**Opposite to Aldgate Pump.**

# AVISS BROS., LTD.,

## 81, FENCHURCH STREET, LONDON, E.C.

(Two minutes from Aldgate Station).

### MANUFACTURERS, IMPORTERS AND DEALERS

IN ALL CLASSES OF

# CIGARS and CIGARETTES.

CALL OR INQUIRE FOR PRICES.

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



# LA SAGERA CHOICE CIGARS.

GOODMAN & HARRIS.

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WHOLESALE FROM

# Goodman & Harris,

# LEICESTER.

Tel. Address VALERIO, LEICESTER.

Nat. Tel : 539.



WALPOLE, ISAAC, tobacconist, &c., late of Lozells, Aston-juxta-Birmingham. First meeting, October 31; public examination, November 16, 1900, at 2.15 p.m., at the Law Courts, West Bromwich.

ABBOTT, ALBERT JOSEPH, and EVANS, RICHARD (trading as Abbott and Evans), tobacconists, &c., 5, Water Street, Rhyl. First meeting, November 6; public examination, December 6, 1900, at 12 p.m., at the Magistrate's Room, Bangor.

THOMPSON, JAMES, tobacconist, 55, Wote Street, Basingstoke. First meeting, November 9; public examination, December 10, 1900, at 11 a.m., at the Castle of Manchester.

#### Notices of Intended Dividends.

COMBER, GEORGE (trading as George Comber & Co.), tobacco and cigar merchant, 3, Adelaide Terrace, High Street, Shanklin, I.W. Last day for receiving proofs, October 30, 1900. H. C. Damant, Official Receiver, 19, Quay Street, Newport, I.W., Trustee.

HUGO, SAMUEL, tobacconist, &c., Padstow, Cornwall. Last day for receiving proofs, November 1, 1900. G. A. Jenkins, Official Receiver, Boscawen Street, Truro, Trustee.

ZAKHEIM, MARTIN, formerly tobacconist's foreman, 10, Downs Road, Clapton. Last day for receiving proofs, November 14, 1900. A. H. Wildy, Official Receiver, Bankruptcy Buildings, Carey Street, W.C., Trustee.

INMAN, GEORGE SAUNDERS, cigar dealer, 220, Queen's Park Road, Brighton. Last day for receiving proofs, November 13, 1900. E. W. J. Savill, Official Receiver, 4, Pavilion Buildings, Brighton, Trustee.

JONES, ROBERT, tobacconist, &c., 118, High Street, and Holyhead Road, Bangor. Last day for receiving proofs, November 20, 1900. L. Hugh Jones, Official Receiver, Crypt Chambers, Eastgate Row, Chester, Trustee.

WALKER, JOHN (trading as Richard Walker), tobacconist, 185, Bradford Road, and 180, Main Street, Bingley, Yorks. Last day for receiving proofs, November 21, 1900. Charles Mason, Park Road, Bingley, Trustee.

#### Notices of Dividends.

ALLEN, ROBERT, formerly tobacconist of Tunbridge Wells. First and final of 9½d. in the £, payable November 2, 1900, at the Official Receiver's Offices, 24, Railway Approach, S.E.

HOCHSCHILD, LOUIS (trading as the Foreign Cigar Company and L. H. Child & Co.), cigar merchant, Manchester and Bolton. First and final 2s. 4d. in the £, payable November 5, at 79, Mosley Street, Manchester.

PARRY, WILLIAM JOHN, tobacconist and fancy goods dealer, 24, Duke Street, Liverpool. First and final of 1s. 4½d. in the £, payable November 6, 1900, at the Official Receiver's Office, 35, Victoria Street, Liverpool.

#### Applications for Debtors' Discharge.

WHALLEY, EMMA JANE, widow, formerly tobacconist but now out of business, Keighley, Yorks. Date of hearing November 13, 1900.

VAUGHAN, FREDERICK WILLIAM, tobacconist and cigar merchant, Arcade Buildings, Fishergate, Preston. Date of hearing November 20, 1900, 10 a.m., at the Sessions Hall, Preston.

#### Notice of Release of Trustee.

DOBSON, HENRY BEARDMORE, trading as C. H. Dobson & Son, wholesale and retail tobacco merchant, late of 28, Merrion Street, Leeds. Trustee, W. W. Wylde, 8, Brandon Grove, Leeds, Traveller. September 25, 1900.

#### Partnerships Dissolved.

THOMAS CRAVEN BLUNDELL and JAMES FARBSTEIN, trading as Blundell, Farbstein & Co., tobacco manufacturers, at 93, Worship Street, Finsbury. Debts and liabilities by James Farbstein. October 17, 1900.

MARY LOUISA WHITEHALL and GEORGE PARFITT, trading as Knight & Whitehall, tobacco and cigar dealers, 1, Old Queen Street, Nottingham, as and from July 31, 1900. Debts due and owing by Mary Louisa Whitehall, October 20, 1900.

CHARLIE HALL CLAYTON and JAMES CHADWICK CLAYTON, trading as James Clayton, tobacconists and Newsvendors in Bread Street, and tobacconists in Little Westgate, Wakefield, as and from 26 April, 1900. Debts due and owing by Charlie Hall Clayton. October 31, 1900.

#### Appointment of Trustee.

ROTHERY LAWRENCE, tobacconist, &c., 2, Folly Hall, Huddersfield. Trustee, Tom Herbert Kaye, accountant, Princess Street, Huddersfield. November 5, 1900.

## In the Matter of—

WILLIAM HENRY GILBORN, tobacconist, 18, Oxford Street, Manchester, against whom a receiving order was made on September 26th on a creditor's petition. Accounts have been filed showing unsecured liabilities £310 *os. 8d.*, and net assets about £28. Debtor states that he commenced business in February, 1900, with a capital of £250, which he had borrowed, and attributes the deficiency to anticipated loss on realisation of assets, to loss arising through trading, and to household and personal expenses being in excess of profits. No books of account had been kept. The first meeting of creditors was held on the 19th ult., and the public examination on the 29th at the Court House, Manchester.

M. B. MALLOWS, tobacconist, 52, Queen's Road, Brighton. Messrs. Poppleton & Appleby, chartered accountants, of 3, Barbican, E.C., have issued a circular stating that at a creditors' meeting, held on October 11th, the debtor stated that the friend on whom he relied to guarantee a composition of 15s. in the £ had declined at the last moment to give a guarantee. That it was resolved to wind up the estate under a deed of assignment, with a committee of inspection. The statement of affairs showed liabilities amounting to £708 *1s. 3d.*, and assets, consisting of stock in trade at cost price, £911 *15s. 10d.*; fixtures and fittings £106, and household furniture £25, making a total of £1,043 as a going concern.

MESSRS. FENEMORE JONES & Co., cigar importers, 72, Bishopsgate Street Within. A meeting of creditors was held at the offices of Messrs. Edward Moore & Sons, chartered accountants, last month, when the statement of accounts which was read showed liabilities amounting to £3,687, and a deficiency of £2,012. It was decided to appoint a committee composed of Messrs. Ledger, Hunter, Middlemas, Morris, and Van Oestren to interview the debtor, and report to an adjourned meeting of creditors.

WILLIAM CROSS WELDON.—The returned liabilities of this debtor, of 57, South Parade; 11, Clough Bridge; and Alma Cottage, Bridlington, formerly toy dealer and tobacconist, but now a boot and shoe dealer, were £1,126 *8s. 6d.*; assets £477 *5s.*, less preferential creditors £23 *14s. 1d.*; deficiency £673 *2s. 2d.* Debtor lost £300 in the toy business, owed his father £430, on which he had paid one year's interest. The amount owing to him by customers was £200, but £93 of this sum was "doubtful." An offer had been made on his behalf to his creditors of 8s. in the £. Examination adjourned.

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



LAWRENCE ROTHERY, tobacconist and hairdresser, of 2, Folly Hall, Huddersfield. The statement of affairs issued by the Official Receiver in this case shows liabilities amounting to £103 15s. 2d., and a deficiency of £37 10s. 5d. The debtor attributes his failure to the withdrawal from the business of money received from the fire insurance company by his father. No offer was made to the creditors, and on the 16th ult. he was adjudicated a bankrupt. The public examination of the debtor was held on November 5th, at the Huddersfield County Court, when, in reply to the Deputy Official Receiver, he stated that in February, 1898, his father bought for £160 a hairdresser's and a tobacconist's business at Folly Hall. The business was carried on in his (the bankrupt's) name, which was over the shop, and the tobacconist's licence was also taken out in his name. He really was manager for his father. He was not twenty-one years of age, and was not twenty-one till the 22nd July, 1898. After that no fresh arrangement was made. His father boarded and lodged him, and gave him a few shillings a week as pocket money. On the 7th July last there was a fire at the shop, and £175 was recovered from the Yorkshire Fire Insurance Company. He went and drew the cheque, endorsed it, and paid it over to his father. Before he (the bankrupt) received that money he had given instructions for the fixtures to be repaired for the fixtures to be repaired or new fixtures to be put in, and had incurred other debts in connection with the business, which he intended to carry on as before. He could not say his father gave the instructions, but he (bankrupt) told him what he had done, and he knew what was going on. He (bankrupt) said to him, "I suppose the business will have to go on as usual?" and his father said "Yes," and, of course, he (bankrupt) gave instructions to Mr. Graham, of Folly Hall, to go on. That was perhaps three or four days after the fire, at his father's house. He did not think his father went near the premises while the repairs were going on. When the insurance company's cheque was cashed nothing was said by his father or himself about any debts he had incurred in connection with the business. A fortnight afterwards his brother and he quarrelled, his father interfered, and he (bankrupt) left home. During that time he had no conversation with his father as to the business. After he left home he found his father did not intend to pay for the repairs at the shop. While they were going on the business was carried on at a little place across the way, and he handed the receipts to his father as before. By the Registrar: When he cashed the insurance company's cheque he gave the money voluntarily to his father; it was his money. He had been sued for debts in connection with the business, an execution was levied against him on the 10th October, and in consequence he filed his petition. He accounted for his deficiency by a loss of £37 10s. 5d. by the fire, and put down the value of trade fittings and fixtures at £60, and stock at £6. But for the fire the business as a business was solvent. The money recovered from the insurance company did not compensate for the loss by the fire. The business had always been his father's. By the Registrar: He asked his father to start him in business, and his father bought the business of Mr. Gledhill. His father always paid accounts through him. The Deputy Official Receiver: The trustee wishes to have the examination kept open. The Registrar: I think it is very proper that the examination should be kept open, as the creditors may wish to have the father examined on the question of agency, and the bankrupt is so very inexact in his answers, that I shall adjourn it for a month, and see what action the creditors take in the meantime.

ISAAC WALPOLE.—A meeting of the creditors of this debtor, residing in apartments in Aberdeen Street, Winson Green, formerly carrying on business in Wheeler Street and Gerrard Street as a stationer, newsagent, and tobacconist, but now a commercial clerk out of business, was held at the offices of the Official Receiver (Mr. Luke J. Sharp) on the 31st ult. The statement of affairs showed liabilities of £365 19s., and a deficiency of £354 19s. In his observa-

tions Mr. Sharp stated that the bankrupt was a journeyman metal worker until 1885, when he commenced business without capital in Winson Green Road as a stationer. He remained there until 1891, when he disposed of the business, discharged the liabilities, and accepted a situation. He did not trade again until 1897, when he made another start at 227, Wheeler Street as a stationer. He borrowed £80, out of which he paid £65 for the stock and fixtures. A few months afterwards he opened a branch shop at 186, Gerrard Street, and, as he found the Wheeler Street business was not paying expenses, he sold it for £3 in 1898. He remained at Gerrard Street until April, 1898, when he disposed of the effects for £10, and obtained a situation. Since then he has been continually pressed by creditors, and he found that he had no alternative but to file his petition. To enable him to pay the necessary fees he sold his furniture for £5 on the 25th September, and borrowed £6. Although he has not been able to pay his own debts, he has made himself liable for £123 15s. for other people. The unsecured liabilities include £152 10s. 10d. money borrowed, £71 18s. 5d. ordinary trade debts, and £18 8s. 9d. domestic debts. The debtor attributes his failure to illness, law charges, and to being surety for several people. The case was a summary one, and the Official Receiver was appointed trustee.

A. J. ABBOTT & T. R. EVANS, trading as Abbott & Evans, tobacconists, &c., of 5, Water Street, Rhyl. The accounts in this case show a deficiency of about £50.

SAMUEL HUGO, tobacconist, &c., Padstow. The examination of this debtor was closed last month. He stated that he commenced business in 1890 with no capital. In 1892 he was in difficulties with debts of about £200, and assets about £40, and he paid a composition of 5s. in the £. His liabilities now amount to £244, and his assets appear at £45. He had no book debts, his trade being a ready money one. The debtor attributed his insolvency to not having enough trade.

WILLIAM ANSELL, of Sandringham Street and Lawrence Street, York. The first meeting of creditors was held on the 5th ult., at the York Bankruptcy Court, when the liabilities were stated to be £139 16s. 2d., and assets £29 12s. As reported in our last issue, the examination was adjourned, and on November 2nd the debtor again appeared. In reply to the Official Receiver, Ansell said he had not used his shop as a betting place. He had never received bets there. He might have made bets with someone who had gone into the shop, but only about three times during the year. A robbery was committed at his shop about five years ago, and money and old coins to the value of nearly £20 had been stolen. He reported the matter to the police, who investigated it, expressing an opinion that the robbery had been committed from inside. The examination was closed.

JOHN CHADWICK, tobacconist, 77, Church Lane, Pudsey. The public examination was held at the Bradford County Court on the 7th inst. The debtor, examined by the Official Receiver, said that up to four years ago he was a mechanic. He then started business as a tobacconist in Leeds. He did well until the engineers' strike, when his business fell off in consequence of the men having no money to spend, and to raise money to pay his debts he went to work again as a mechanic. For this he was treated by the strikers as a blackleg, and was boycotted. Subsequently a doctor ordered his wife to be removed to a more healthy climate than Leeds, and he went to live at Pudsey. He still owed some of the debts incurred in Leeds, and it was on being sued for one of these that he filed his petition. The statement of affairs shows liabilities £216 7s., and assets £83 8s. 6d. The examination was closed.

B. FISH, a partner in the firm of T. Bank & Co., wholesale tobacconists, Main Street, Southside, Glasgow. The examination of the debtor was held on the 6th inst., before Sheriff Balfour, when he stated that he started business five

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



years ago in partnership with Mr. B. Abrahams. They each drew £150 per annum from the firm. The business never paid. The liabilities are represented to amount to £2,466 16s. 6d., and assets £30. Writing to the press under date November 7th, 1900, the firm of T. Bank & Co. state that "the assets were realised and divided by the trustees under the trust deed before sequestration was applied for, and that the balance in his hands is now the only asset. Our examination in the sequestration yesterday was adjourned, and as the facts were not fully brought out your report places us in a somewhat false position. The whole of our creditors acceded to the trust deed with the exception of a very small section, and as they forced the estate into sequestration, acceding and non-acceding creditors were entitled to treat the dividend as if it had only been a payment to account and rank for the balance. We had considerable losses in our business; by bad debts we lost about £700; we had book debts outstanding amounting to £350, and our stock was valued by an independent valuator at fully £400, and we had considerable expenses in advertising, travelling, &c."

MARTIN LYONS, tobacconist and debt collector, of 223, Burbury Street, and lately trading at Great King Street as Lyons & Co., and 13A, County Chambers, Corporation Street, came up for his adjourned public examination at the Birmingham Bankruptcy Court on the 8th inst. He was represented by Mr. J. Hall-Wright, and Mr. O. J. Snow appeared on behalf of the petitioning creditor. In response to questions by the Assistant Official Receiver, bankrupt stated that he was formerly a clerk at Warrington. He came to Birmingham in 1893 and took a tobacconist's shop in Great King Street. To help to pay for the goodwill, fixtures, and stock, he borrowed what he supposed was £100 on a policy. His brother John negotiated the loan, but about two years afterwards bankrupt found that he had borrowed £150 and kept £50 for himself. He asserted that his brother committed a fraud upon him to the extent of £50. Bankrupt afterwards joined a Mr. Constantine in partnership as debt collectors, but the partnership was dissolved in 1899, bankrupt keeping the business and agreeing to pay Mr. Constantine £200. Subsequently he was pressed by creditors, and sold his tobacconist's business for £75, and his debt collecting business, which was at County Chambers, Corporation Street, for £150. His present deficiency of £619 had been gradually accumulating since he had been in Birmingham. Certain accounts, for the filing of which the examination had previously been adjourned, were not forthcoming, and the examination was now adjourned *sine die*.

OF THE EARTH'S SURFACE, 1,500,000 acres are devoted to tobacco culture.

FOURTEEN HUNDRED ACRES of Cuban and Sumatra seed tobacco have been grown this year under cover in Gadsden County, Florida. The tobacco is said to be of very fine quality.

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

VICTORIAN TOBACCO.—New life has been infused into the tobacco-growing industry in Victoria by the discovery that the Manchester Co-operative Society is prepared to take an almost unlimited supply of leaf at profitable rates. Twelve months ago the industry threatened to die out, owing to the discouraging results of trial shipments placed on the London market, but Mr. J. M. Sinclair, the Victorian general agent, took the matter into his own hands, and succeeded in opening up a satisfactory trade with the famous co-operative company. Since then the export of Victorian-grown tobacco leaf has been going on steadily, and about 150 tons have been placed at satisfactory prices. The Manchester Society has been paying 4½d. per lb. for the unstripped leaf, and, according to a cablegram received recently from Mr. Sinclair, it is anxious to obtain further supplies. Mr Sinclair suggested, however, that future shipments should consist of the stripped leaf, so as to avoid duty being paid on useless stems. In order to comply with

this requirement of the trade the Department of Agriculture is having one of the largest stores in Wangaratta fitted up with steam appliances for stemming, under the supervision of Mr. Bondurant, the Government tobacco expert, and it is anticipated that this will lead to a considerable development of the industry. Mr. Bondurant states that growers are satisfied with the rates now obtainable in England, and that in the King River district a largely increased area will be put under crop this season. Inquiries in regard to the growth of tobacco have recently been received from farmers in the Ballarat district and Goulburn Valley, and it is probable that plantations will be established in the last-named place at an early date.

"BOBS" THE "JOKER."—The craze among boys for the war pictures given away with packets of cheap cigarettes has had a gambling development. The game originally indulged in by news-boys for the pictures themselves has given place to one in which money is staked. Each portrait is assigned a graduated value, according to the esteem in which each general is held, and the turn-up of the card of greatest value "scoops the pool." The portrait of "Bobs" seems to have the same value as the "Joker" at euchre. It is top card always, and wins everything.

OCTOBER BUSINESS.—According to the Official Returns of deliveries of tobacco from bond for consumption, in the month of October, duty was paid upon 7,180,794 lbs. The stocks remaining in bond amount to 181,778,000 lbs.

THE BEAUTIFUL ESTATE OF BOQUHAN, near Kippen, Stirlingshire, has been sold by Admiral Fletcher Campbell to Mr. Mitchell, principal partner of the firm of Stephen Mitchell & Son, tobacco manufacturers, Glasgow. The purchase price is understood to be £60,000.

## Fraenkel Brothers'

### Xmas Novelties,

#### CIGARS, CIGARETTES,

#### TOBACCOS, STATIONERY,

#### FANCY GOODS, CUTLERY,

#### ELECTRO-PLATE, TOYS, ETC.

Complete Catalogue, 506 pages, fully illustrated, lowest prices, sent on receipt of 4d. for postage.

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# THE HAND-CUT TOBACCO CASE.

## A BOARD OF TRADE PROSECUTION.

**T**HE adjourned summonses against Messrs. Joseph Phillips and Philip Phillips, trading as Godfrey Phillips & Sons, charging them with having applied a false trade mark, or description to "hand-cut" Virginia tobacco, came on for further hearing on the 18th ult., before Mr. Mead, at Worship Street. The case up to this hearing was fully reported in our last issue.

Mr. David Schiska was the first witness now called, and stated that he wished to affirm, as he had no religious belief. This he was permitted to do, and, in reply to Mr. Stafford (for the prosecution), said he was a cigarette manufacturer, carrying on business at 23, Charing Cross, Whitehall. He manufactured Turkish cigarettes, and had manufactured hand-cut Virginia tobacco. His connection with the tobacco trade extended over a period of forty years. Fifteen years ago he manufactured hand-cut Virginia, but gave it up five years ago as the demand for it was very small. His price for it was from 8s. to 10s. per lb., according to the quality of the tobacco, and he cut it to order while

### the customers waited.

He cut it with a hand-knife weighing from 2½ lb. to 3 lb., and the blade was fixed with a side screw to the cutting box, working on a pivot. He did not think that the selling of tobacco like the defendants' had injured his trade. Phillips' tobacco was machine cut under hydraulic pressure, the cutting machine being directed by steam, and had not been prepared as he would prepare it for cutting by hand. Having been subject to such pressure the tobacco could not be cut by hand, and the pressure further affected the tobacco by pressing out all the essential oil, leaving a bitter effect to develop after the aroma had escaped.

Cross-examined by Mr. Gill—He manufactured at Charing Cross, and had a wholesale and retail business, but mostly retail. He only employed two people and a tobacco cutter who came once a week. He counted himself as one of the staff, and sometimes used the tools. Sometimes he had two cigarette makers. His business chiefly was in cigarettes. His books consisted of a half-crown diary and a ledger. He gave evidence in this case because he was subpoenaed by a man he did not know, but thought he came from the Board of Trade. He did not represent any section of the public that was complaining;

### he did not know Messrs. Woods

as the only manufacturers of hand-cut; there were a lot of them, and he had only heard of Phillips' a few months ago.

Mr. Ebenezer Samuel Goodes, of 12, Newgate Street, who affirmed on the grounds that the taking of an oath was against his conscience, stated that he had had forty-six years' experience of the tobacco trade, being formerly a partner in the firm of Messrs. E. S. & A. Goodes, of 51, Newgate Street. His firm used to cut large quantities of shag, returns, cavendish, and other tobaccos by machinery and by hand, and he was fully acquainted with the processes the leaf had to go through before being cut. His firm made a speciality of hand-cut tobacco, and

### registered a trade mark for it in 1885.

The virtues they claimed for their hand cut were set out in a catalogue published at that date, which stated, amongst other things, that "Our hand-cut tobaccos possess the original flavour and aroma of the leaf in a much greater degree than is possible in machine-cut tobacco." "This is due to the fact that the tobacco is smoked in its natural state, having undergone no process of manufacture." "The leaf is taken and cut

direct from the hogshead, and undergoes no further preparation; its juices are neither dissipated by pressure nor diluted with water."

He abandoned the sale of hand-cut about eight years ago, when he gave up manufacturing.

Cross-examined by Mr. Gill—He had known Messrs. Phillips' tobacco for certainly fifteen years, he thought, but he did not sell it. He did not know that Messrs. Phillips had been

### awarded a gold medal

for this particular tobacco. The trade mark that he had previously referred to applied to shags, bird's-eye and all tobaccos. Asked who sells hand-cut at the present time, witness said he did not know. He was not a member of the trade complaining in the matter; he never smoked a pipe, a cigar being good enough for him.

Mr. Thomas Arrowsmith Meates, J.P., a barrister of Tanfield Court, Temple, said he had been a pipe smoker for many years. In his opinion, "hand cut" tobacco was the better smoking. He looked on "hand-cut" as a guarantee of quality, much as one would get a hand-sewn boot or hand-bound book. He

### doubted if he would be misled

into accepting the defendants' tobacco in question for "hand-cut," particularly if he saw it in the box, smooth and undisturbed.

Mr. Stafford—If you had a warranty that it was?

Mr. Gill—There is no warranty.

Mr. Stafford—Section 17 of the Act makes the trade mark a warranty.

Mr. W. M. Davis, assistant manager to Messrs. W. D. & H. O. Wills, being next called, said he had been employed in that firm's factory for twenty-one years, and it was his duty to make himself acquainted with all the departments. Witness then proceeded to give the usual technical evidence as to the manufacture of "flakes," &c. Looking at the defendants' tobacco, he said it was similar to what Messrs. Wills and many others manufactured and called "straight cut flake." It was described on the box as hand-cut, but he should not call it hand cut. They had been asked by their travellers to call theirs hand-cut, and had refused, as they did not consider it a correct description. Witness told Mr. Gill he believed tobacco like this—i.e., Phillips' hand-cut Virginia—had been sold for ten or twelve years by the defendant firm.

At this stage the hearing was further adjourned until the 1st inst., on which date—

Mr. Francis William Porter, a gentleman in the Civil Service, residing at The Dell, Maidenhead, called as an expert, said he had been a smoker for twenty-three years. He understood "hand-cut" to mean cut by manual labour. He preferred it as being cool-smoking and more lasting. He had bought as "hand-cut" tobaccos of the Civil Service Stores and others, but now invariably hand-cut his own with a pocket knife. He had bought and frequently smoked the hand-cut of Woods, Queen Victoria Street—one of the witnesses in the case—and believed he had once smoked some of the defendants' "hand-cut."

Cross-examined by Mr. Gill, the witness was pressed to explain the difference between really hand-cut and some professed hand-cut as he had found it. He said that so-called hand-cut tobaccos, which were really machine-cut, smoked quicker, were hotter, and, on a wet day, when rolled in the hand before loading a pipe, went into a mass. He produced a tobacco which he smoked habitually, and it was handed to counsel, who took the cake. The aroma, he said, was still preserved, though he had had the cake for two months. He could not get the same tobacco cut by machinery, and so could not say there was any particular virtue in cutting it with his

A Tobacconist without "PICK-ME-UP" Cigarettes is like a Cigarette without Tobacco.

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He would be glad to be saved the trouble, but all a question of aroma.

The tobaccos of Godfrey Phillips and Son never had any aroma, but were only scented with something or other. Examining the packets of tobacco, the subject of the present charge, the witness said they were cut in fine flakes, and had no aroma, but had some added scent.

Mr. Richards, life insurance inspector, of Hill Street Avenue, Clapton; Mr. Lowndes, stock and share dealer, of Tokenhouse Buildings; Mr. Henry Compton, author, of Berners Street; and Mr. Flick, an accountant, gave evidence as smokers.

Mr. Stafford, on the completion of the prosecution, asked for committal to the Central Criminal Court.

Mr. Mead thought that, as the case belonged to the class sent to the North London Sessions, the usual course should be followed.

Mr. Stafford said a law point might arise.

Mr. Mead replied that it would be reserved as well, and tried in the Appeal Court before fifteen judges.

The defendants received the usual caution, Mr. Gill reserving the defence and calling no witnesses.

The defendants' personal recognisances were taken for their appearance.

## Hints to Beginners and Others.

(Continued.)

OVER-ANXIETY to please is a pardonable fault—but a fault none the less—in handling a customer, but over-anxiety to sell stands quite on another footing, and should be strictly guarded against, as there is no doubt that a great deal of injury is done to their businesses by some retailers in their too zealous efforts to make a man purchase when he does not freely feel disposed to do so. If a customer be badgered and pestered to buy an article simply because the shop-keeper wishes to sell it, he will soon make his calls in another store where he can purchase his requirements in peace. These remarks are induced by the reading of an interesting article in our New York contemporary, *Tobacco*, on "Building up a Box Trade."

"If," says the writer of the article, "the dealer has plenty of tact and patience and carries the right kind of goods, he ought to be able to secure a good box trade in time, but he should thoroughly understand at the outset that it is one of those things which, like Rome, is not to be built in a day. The retailer who is over-anxious to get box trade too often allows his eagerness to become manifest to his customers, in which case he not only, as a rule, fails to accomplish his purpose, but drives away a good deal of desirable trade from his own store and sends it to his competitors. This is a lesson that most veteran tobacconists have been taught, by the best, but dearest, of all teachers, experience; but there are many younger men entering the trade from time to time who have the lesson yet unlearned. In their ardour and inexperience they think that it is just as easy to sell a smoker a box of cigars as it would be to sell a housekeeper a bill of groceries."

"Of course, the successful veterans have long since learned how prone the average smoker is to be suspicious, particularly of the man who seems at all anxious to sell him a box of cigars. They have found that it takes time to gain a customer's confidence, and that it is sometimes months or years before he comes to rely on the dealer's judgment in the matter of cigars. It too often happens that the young man is impatient, and thinks that he cannot afford to wait for the opportune moment, but seizes every chance to canvass a customer for the sale of a box of cigars. Many men object to this sort of thing, and show their resentment by taking their transient trade to some other store. The retailer should not only guard against annoying his customers by being over-solicitous to sell them cigars by the box, but he should remember that he is not in business for his health, and that

a box trade is not worth having unless it yields a fair profit. It doesn't pay to scale down the percentage of profit almost to the vanishing point for the sake of selling an occasional box of cigars."

While we all realise the point which our contemporary so ably expressed by the term "not in business for our health," still, in creating a "box" trade, a reasonable reduction in the prices should be and can be made to the purchaser. The "nimble nippence" theory holds good in this case, although we do not suggest that figure as the margin of profit, for by disposing of original packages the loss arising from broken cigars is obviated so far as the dealer is concerned, while it is not unlikely that the purchaser will "get through" more smokes when buying them in quantities than he otherwise would, and will naturally require his stock to be replenished. At this season of the year more cigars are retailed by the box than perhaps at any other time, and as the majority of these are required for immediate consumption, care should be taken to ensure their good condition. A brand that could be confidently recommended as being likely to suit a customer may altogether displease him if this necessary feature be neglected.

The "conditioning" of a cigar stock is the most important element in a tobacconist's business, and yet is the one point on which so many beginners come to grief. "Keep them

warm and dry," they say, and believe that this is all that is necessary, while they fail to understand how it is that those fine Havanas, for which they paid a long price, do not please their customers. It should be borne in mind that various kinds of cigars, owing to the diverse nature of the leaf used in their manufacture, all require a separate treatment. Havana cigars, for instance, should be kept in a perfectly dry place, but in a temperature not exceeding 65 degrees F. They will then mature and ripen slowly, but any artificial means, further than this, that may be employed to hasten the process is fraught with great risk to the aroma, and the cigar will burn hot and tasteless if injudiciously hurried. The same treatment applies to Mexicans, but, owing to the lighter leaf, these will be found to mature more rapidly than Havanas. British cigars should be dried quickly if they are very new, and then put away on a moderately warm shelf, care being taken that it is not too hot, and certainly not above the gas line. As a rule, however, British and Dutch cigars have been through the drying process in the manufactory before delivery to the retailer, and the quick drying process should only be used if the cigars, on examination, appear soft or particularly new.

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## ❁ In an Indian Cigar Factory. ❁

**I**N cigar manufacture extreme dryness of climate is of primary importance, since on the condition of the atmosphere depends, to a very great extent, the quality of the cigar manufactured. The tobacco used may be of unquestionable quality, yet a damp climate would materially affect its virtue when cigars are made of it. The cigar manufacturer is not a tobacco cultivator. The combined business was given a trial, and the results were such as not only not to justify it, but to restrict the maker to manufacture alone. The manufacturer conducts his sampling in the following manner:—A couple of European experts, with about a dozen natives, receive the samples from the contractors in what is known as "hands," *i.e.*, a handful of leaves measuring from the stock ends. These hands are given to the experts, who feel and examine each leaf as to its consistency, and the amount of "gum" on the leaf, its texture, colour, and the nature of the fibres, whether coarse or fine. If the sample does not satisfy this preliminary test, it is at once rejected and another one brought forward. The rejected sample, however, may be shown again as inferior leaves for "fill ups," *i.e.*, the interior portion of a cigar, which may consist of a rejection, good in many points, but wanting in one or more points.

When a sample has passed the preliminary test, it is subjected to a fire test. Each sampler, natives included, takes a leaf, rolls it up into a rough cigar, and commences to smoke it, inhaling and sniffing at the smoke to discover the aroma. When the cigars have burned down about an inch they are handed in for examination of the ash and the manner in which the tobacco has burned, whether regular or irregular. The experts, after judging the quality of the ash, flick it off to find out another necessity of a good leaf, *i.e.*, the "point." If the glowing portion left after flicking off the ash assumes a point it is a good sample; therefore, the sharper the point the better the tobacco.

It is not such an easy matter to judge the ash; for, although a white ash indicates good tobacco as a general rule, the opposite may oft-times be the case, and experts admit that a grey ash needs careful judgment. It may mean a first-class leaf or the very contrary. This sampling is continued "hand" by "hand" for about a week, usually during January and October. The amount of nicotine swallowed by these samplers is no joke, and, as tannin acts on the tea-taster, so does nicotine on the tobacco-sampler.

The tobacco leaf, when received from the cultivator, though ripe, is not fit for immediate use, and has to be carefully stored till it gradually further matures. This needs constant attention, and the turning of the leaves from time to time. The Indian-grown tobacco leaf is unsuited as outer wrappers or coverings for the better-classed cigars. The manufacturer has, therefore, to look farther afield to obtain a leaf light and elegant, to give finish to an otherwise perfect cigar. It is here that the expense is heaviest, since tobacco leaves from Java, Sumatra, &c., have to be imported at great cost. It is singular that Java and Sumatra can produce a superior tobacco-leaf to India, but it is due to the fact that tobacco cultivation in those regions receives more care and attention than the natives of India can be induced to give it. The Java and Sumatra leaf is smaller, finer, and silkier. It is not naturally so, and this condition is due purely to culture.

To describe the manufacture, &c., of cigars from start to finish, it is necessary to go through a factory step by step. The workroom in a factory is a spacious hall, along the walls of which the workmen sit in two rows, facing each other. Each workman has a lad as an assistant, who sits opposite him, and

between them is a zinc-covered board, and a box containing the tobacco leaves necessary for a day's output, the paste to fasten down draggle ends of leaf, and the nippers, knife, scissors, and other implements necessary for the business.

The drying yard is an open cemented yard, kept scrupulously clean, at one end of which are situated the soaking cisterns, into which "hands" of leaves have been dipped—and only dipped—the night previous to when they are required, and then spread out to dry. The dipping is done to damp the leaves and render them pliable when placed in the hands of the workmen the following morning. It is here in the early morning that the workmen receive their complement of tobacco leaves sufficient for their day's work. The workmen in turn hand over the leaves to their boy assistants, who immediately proceed to spread them out to dry on the cemented floor. A sunny day is, therefore, indispensable, and a wet one to the cigar manufacturer and his workmen means practically no work.

The youngsters work like ants, turning and re-turning the damp leaves, the sooner to dry them and render them workable. When the drying is fully completed the boy takes his place in front of his mate, and the day's work commences in right earnest. There is no time lost, and the boy employs his little fingers busily in the preliminary work of cigar manufacture. He cuts up bits of tobacco in lengths, known as "fill ups," and when a sufficiency is in hand, he deftly rolls them together on a zinc-covered board before him, and covers them with a leaf called the inner wrapper. His work is roughly done and ends here.

This roughly-wrapped cigar is then taken in hand by his adult partner, and the nicety of cigar manufacture comes in. He judges, with an experienced eye, the rough cigar, and then proceeds to give it shape and finish; he tightens the rolling by re-rolling it, judges its weight, &c., and then, if the cigar is a superior quality one, envelopes it in a Java or Sumatra leaf, of which he has a stock ready cut on hand for the purpose; if otherwise, in a leaf of Indian growth. The cigar is placed on the leaf, and then with a rapid roll it is enveloped. To tip this with the leaf evenly overlapped all round needs experience, but a finished workman, with a dexterous twist of his fingers, finishes it off, while a touch of arrowroot paste firmly fastens it down. An industrious workman has been known to make as many as 500 cigars in one day.

At the conclusion of a day's work each workman takes his day's out-turn of cigars to a machine, where their length is measured and the surplus ends cut off. They are then taken to an expert. He examines each cigar as to its size, weight, colour, quality of tobacco, &c., and passes—such only as bear this critical test, rejecting any possessing the smallest defect. Of course, this is a loss to the workmen, but the rejections from one class are often good enough for another class of cigars. The weight of a cigar is a very important matter of detail, as every hundred are strictly set down at a certain fixed weight, this being absolutely necessary for purposes of export.

With the boxing of the cigars the final process is not concluded. The cigars are as yet too fresh, and need drying; they are, therefore, stored in the drying rooms, in which, by means of stoves kept lighted day and night, a gentle and equal supply of heat is maintained. It is practically a gentle baking process that the cigar boxes are subjected to. The cigars when sufficiently baked are ready for the consumer, and, according to *Capital*, 50,000 cigars are often despatched from one factory in a day. The value of such a consignment would be Rs. 100,000, or £7,500.

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The Winner of last month's competition, in which the word "Sizes" was mis-spelt on page 400, was—

Mr. GEORGE CASHMORE, Tobacconist, 64, Bath Street, Leamington,

to whom a parcel of Messrs. Caravopoulos's Cigarettes to the value of 20/- has been forwarded from the warehouse of their agents, Messrs. Avis Brothers, Ltd.

**Our Mis-spelt Advertisement Competition.****ALL SOLUTIONS MUST REACH US BY DECEMBER 6, 1900.**

In one of the Advertisements 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 Dec., 1900.

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

The Editors' 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, December \_\_\_\_\_

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SINGLE LINE ADVTS.

SINGLE LINE ADVTS.

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- BADMINTON** (R. & J. HILL, LTD., London, E.). A perfect Smoking Mixture.  $\frac{1}{16}$ ,  $\frac{1}{8}$ ,  $\frac{1}{4}$ , and  $\frac{1}{2}$ -lbs.
- BANDMASTER CIGARETTES** (COHEN, WEENEN & CO., 25, Commercial Road, E.). A Leading 1d. line.
- B.D.V.**, "The King of Tobaccos" (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- BRIGHT FLAKED VIRGINIA CIGARETTES** (W. & F. FAULKNER, LTD., Blackfriars Road, S.E.). 2d. pkts. of 10.
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- GARCKO** (THE T.S. SYNDICATE, 55, Farringdon Street). British Cigars, Tobacco, and Cigarettes.
- GOLDEN BLOSSOM CIGARETTES** (SINGLETON & COLE, Birmingham). Tins of 25's and 50's, 13/6 per 1,000 Subject to usual discount.
- HAND-CUT VIRGINIA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco.
- HOFFMAN HOUSE CIGARS** (THE HILSON Co., of New York). Agents for the Provinces, Ind, Coope & Co., Ltd., Burton-on-Trent.
- KAHIRA** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Turkish Cigarettes in Tins.
- MALCAJIK** (C. C. O. VAN LENNEP, 23, Budge Row, E.C.). Turkish Cigarettes, made by grower. Tins. Minimum retail, 6/6 per 100.
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- NAMONA** (JOHN MAYER & Co., 62, Leadenhall St.). An imported American Smoking Mixture, in  $\frac{1}{8}$  and  $\frac{1}{4}$  lb.
- RED LION** (W. T. OSBORNE & Co., 37, Waterloo Road, S.E.). Virginia, in 1/32 packets.
- RILEY'S No. 20 TOBACCO GEMS** (RILEY & SON, LTD., Convent Works, Nottingham). New Paperless Cigarette.  $\frac{1}{2}$ -lb. and 1-oz. boxes and 4-oz. tins. Sent 1/6 for sample of each.
- SWEET "CHERRY-TIPPED" CIGARETTES** (JACOBI BROS. & Co., LTD., 9 & 11, Wilson Street, E.C.). Prices on Application.
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- VIRGIN GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- WALKING STICKS** (HENRY HOWELL & Co., 180, Old Street, London, E.C.).
- WALKING STICKS** (JACOBS, YOUNG & Co., 265, Boro' High St., S.E.). Wholesale & Export. Price List on application.
- WEST INDIAN PLANTERS AND PLANTORES** (A. SCHEUCH & Co., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

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