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## The Cigarette World

Published on the 15th of every month.



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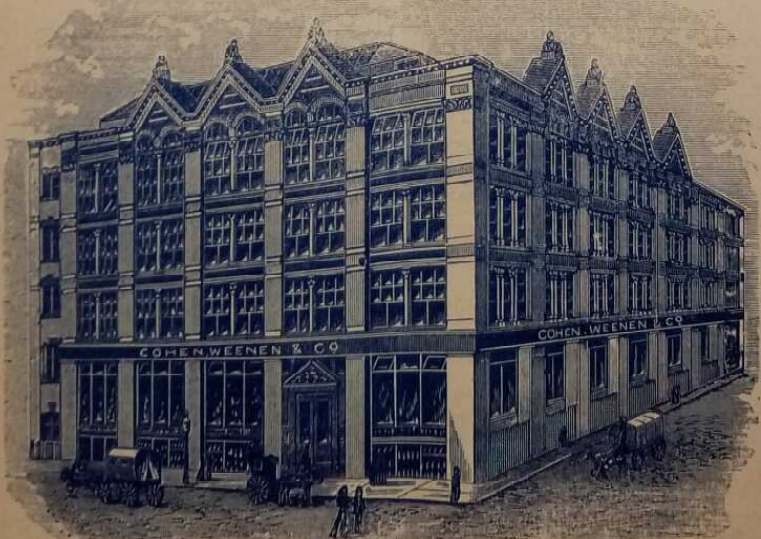
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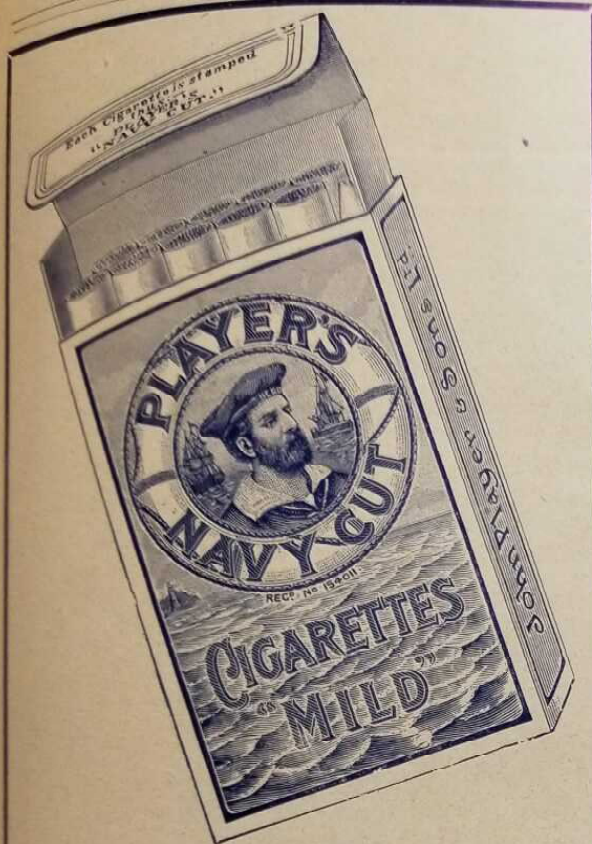
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**The Cigarette World  
AND TOBACCO NEWS.**

OCTOBER 15th, 1900.

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

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*We hereby certify that we have printed and delivered*

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*of the Oct. 15, 1900, Number of the CIGARETTE WORLD.*

HARRISON AND SONS,  
Printers in Ordinary to Her Majesty,  
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READERS, do you wish to keep to the old sweet way and see your business gradually decreasing, owing to the smartness of some up-to-date competitor, if so, you need not trouble to keep yourself posted in every detail of the trade, and you can go quietly on until the inevitable happens. If, on the contrary, you want to know what your fellow traders all over the world are doing and are eager to study carefully and apply judiciously the most modern methods, you should send us a shilling at once, in return for which this Journal will be sent you post free for twelve months. The information you will get will be worth many pounds to you, as we shall spare no effort to keep up the reputation of THE CIGARETTE WORLD as *the* Journal for the retailer.

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T. VALENTINE



ELSEWHERE will be found an interesting description of Messrs. Wills' new factory, to which the press were invited on September 26th. Impressive though the new building is, the fact that it has been constructed with a view to further extension is more impressive still. The cigarette trade is showing steady progress, and it is anticipated that it will not be very long before additional accommodation will be necessary to keep pace with the continually-increasing demand. To those who have seen the factory at work it seems scarcely credible that the enormous output is likely to be increased, but the world-wide popularity of the firm's goods fully accounts for the measures which have been taken to allow of an almost indefinite expansion. Though, as we have said, the cigarette trade is "on the boom," it must not be supposed that the production of the ever-popular "Capstan" or any of the other pipe tobaccos has been reduced; quite the contrary, they are all going strong—or mild, as the case may be. We congratulate Messrs. Wills on their well-deserved success, and on the perseverance and ability which has from small beginnings made their business one of the most important of our national industries, and we do so the more heartily because they are model employers, and take a pride in doing all in their power to benefit those who are working for them in any capacity.

WE publish in this issue an illustrated account of Messrs. Freeman's new cigar factory which we recently had the pleasure of inspecting. The smoking public, we fear, scarcely realise the immense progress which is being made by British manufacturers of cigars, and it would be an eye-opener for some of those who indulge in cheap sneers at the home-made product to know that Messrs. Freeman are turning out 200,000 a week, and would have an even larger output were it not for the difficulty of obtaining sufficiently skilled labour to manufacture the high-class article which the public have learned to expect from them. This difficulty, however, they hope to surmount, and expect soon to be turning out a cool quarter of a million a week. Though these figures seem large, yet Messrs. Freeman do not believe in cramming in a lot of orders one week and then being comparatively idle the next; they will not accept large orders unless they are given sufficient time to devote their usual extreme care to turning out really good work, believing justly that though they may occasionally lose by this policy, yet in the end it must increase their reputation, and thus prove permanently profitable.

ONE of the dailies has, despite the pressure on its space caused by the elections, devoted a column to enlightening its readers about the cigarette trade. The writer talks glibly of the "clubman's exquisite Turkish at 25s. or more per 100." Now we do not profess to know the price of cigarettes at all London clubs, but we may mention the Devonshire, the Reform, the Junior Army and Navy, and the Grosvenor, and at none of these are cigarettes sold at a higher price than 2d. each loose, while packets can generally be obtained at a considerably lower rate. We should much like to know as a matter of curiosity at what clubs men are found silly enough to buy cigarettes by the 100 at the rate of over 3d. a-piece.

We rather fancy that the scribe has been deceived, but if he is right, somebody must be getting nice pickings out of the job. Certainly the wholesale lists show no cigarettes priced to justify such an exorbitant figure, and we do not believe that even a Royal personage would pay it.

MR. ST. JOHN and his supporters are devoting themselves with the utmost vigour to the task of obtaining the necessary support for their new scheme for extinguishing the cutter, and we cannot but admire the courage and perseverance they are showing in the struggle, though we have little hope that they will succeed. It looks as if the "cutter," like the poor, will be always with us, and the most that can be done is to persuade manufacturers to follow the lead of some of their number and fix minimum prices, or, better still, fix a price which shall at once be both minimum and maximum. Already, to take but one instance, in the case of Players, two new specialities—Medium and Mild Navy Cut cigarettes—advertised to sell at 3d. and 4d. respectively, the minimum prices fixed, namely, 2½d. and 3½d., have practically become the ordinary prices, whereas, the advertised rates, 3d. and 4d. are none too much for the quality supplied, and could just as easily be obtained. London, as usual, appears to be the stumbling block to the success of Mr. St. John's movement, and, from our experience of the metropolitan trade, we fear the difficulties in the way of obtaining unanimity are practically insuperable, and this is equivalent to saying that the Alliance can hardly hope to achieve their object in the near future.

In North London, but a small attendance could be got together to discuss the Alliance rules, and, in South London, the assistant honorary secretary piteously declared he had studied them for a month without being able to understand them.

THE question of smoking in theatres has been exciting a good deal of attention lately, and *The Referee* has collected the opinions of a number of our leading managers. On the whole, the noes have it, and indeed it seems hardly possible to imagine such a privilege being granted. The liberal-minded smoker should not forget that there are many to whom the smell of tobacco is repugnant, and he ought not to seek to selfishly prevent them from enjoying the pleasures of the theatre. We have only space for the opinion of one manager, and cannot do better than quote Mr. Wilson Barrett, whose views are expressed clearly and forcibly:—"The majority of those who go to see serious plays are women, who object to smoking in theatres. The man who would not forego his cigar or pipe to see a play is one to whom a smoke and a drink are the primary, and a song or dance the secondary, attraction. If smoking is allowed, drinking will follow. The nearer the theatre approaches the music hall in the treatment of its patrons, the closer it will have to resemble it in entertainment, and eventually the serious drama would have to go. No really fine work can be done by an actor with a shifty, restless audience, and a smoking and drinking public is always more or less a noisy one. The striking of matches, the coughing of those whom the smoke affects, wit

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leave a good margin of profit to the Retailer, and are not cut.

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TERMS AND PRICES ON APPLICATION.



other annoyances, disturb actors and spectators alike. Personally, I object strongly to smoking in theatres, and consider it will be a bad day for the drama when Thalia and Melpomene become barmaids to the smoking playgoers.

JUVENILE smoking seems rather approved of than otherwise in Australia. Incredible though it may appear, they have already discussed the advisability of attaching smoking rooms to the schools. There is something distinctly comical about this notion, why not add a drinking bar at the same time, and why not permit smoking during work. Headmasters might take out a licence and turn an honest penny by supplying their pupils with penny packets of cigarettes, which might indeed contain pictures, artfully designed to convey instruction to the youthful mind. Some of our faddists on educational questions would take a delight in preparing a series of drawings suitable for this purpose.

LAST month we reported a case at Rhyl in which the local Solomon, not content with fining a tobacconist for Sunday trading, actually fined three youths who had purchased tobacco for "aiding and abetting" him. The bench were apparently so delighted with this brilliant performance that they have repeated it, and have fined two men. Doubtless other fanatical magistrates will follow this example of zeal in repressing crime, and we may expect to hear of further prosecutions and fines for the shocking offence of buying something to smoke on a Sunday. Out of evil, however, good will probably come, and when the public, who can contemplate any number of prosecutions against traders with calmness, find that they run severe risks themselves, they will probably take steps to press the matter in Parliament, and obtain a repeal of the absurd enactment which we owe to the "Merry Monarch."

SHOULD clergymen smoke is the latest query asked by one of the catch-halfpenny morning journals. A correspondent points out that priests only smoke in private, and urges clergymen to observe this "rule of Christian prudence." This is surely nonsensical. If it be wrong for a clergyman to smoke, then he should do so neither in private nor in public. Some people object to the clergyman dancing, others to his drinking anything stronger than tea; others to his marrying, still more to his smoking, and soon, if the bigots had their way, the lot of the parson would be by no means a happy one. The following story on this subject will bear quoting:—

Many years ago two bishops were entertained by a hostess, who, after dinner, caused to be handed to them a box of cigars. The first bishop considered smoking a device of the evil one. With scant civility he declined the offered cigar, and, with more force than politeness, denounced the habit of smoking. The other bishop, being a lover of the weed, contrived to reprove his reverend brother's narrowmindedness by putting to him the following question:—

"Now, which do you think is more to be condemned, the use or the abuse of a thing?"

"The abuse, of course!"

"Then," responded the genial bishop, "you see that I use tobacco, while you abuse it!"

At Albano, Italy, in one of the many estates of the Prince Torlonia, tobacco from Kentucky and Brazilian seeds is being grown on a large scale. The Minister of Finance, Signor Chimirri, who has the control of the tobacco monopoly, visited the estate, and was greatly satisfied at the results obtained. The Government are now adopting measures to extend the cultivation of tobacco to the Roman Campania, Calabria, and Sardinia, and people who are said to have experience in the matter assert that in a few years hence Italy will grow a quantity of good tobacco, not only sufficient for home consumption, but also for exportation. At present Italy imports annually from America about £600,000 worth of tobacco.

ANYONE unfortunate enough to have smoked what is sold as tobacco in Italy will be gratified at the above intelligence, since it is just possible that the weed supplied in that sunny land may be improved in quality; worse it can hardly be. At the same time, with the example of France before us, we can hardly welcome the notion of the Italian Government forcing the new product upon the consumer, regardless of quality. There would be an enormous sale for English cigarettes if the Government could be induced to grant a concession.

SOME months ago, under the title of "A Plea for the Lady Smoker," we dealt at length with the question of the propriety of the fair sex enjoying the pleasures of the seductive cigarette, and pointed out that the development of the habit among them might lead to a very profitable trade. We note with pleasure the remarks of that genial humourist, Mr. Jerome K. Jerome, on the subject; they show that Mr. Jerome possesses sound common sense as well as humour. "Many a home would be happier if a woman, when she gets worried and distraught with the petty cares of domestic life, would light and smoke a cigarette before going down into the kitchen to reprimand the servants, or up into the study to tell her husband what she thinks of him. Men who do not know their own business pretend to be shocked at the idea of the lady smoker. A man of sense encourages his wife and sisters, his cousins and his aunts, to smoke. Only evil spirits and green flies dislike tobacco. When I go to dine with a friend, and his wife after dinner lights a cigarette, I know that man is to be envied. The spring cleaning may not be as thorough and lasting as at other houses; the children may not be the little silent lumps of suppressed humanity that our grandmothers would have them; but I know the atmosphere of that house is peaceful. The woman who smokes a cigarette rarely nags. I believe that in another generation smoking will be as common among women as it has grown to be among men. When the woman smokes her cigarette while the man pulls at his pipe they will be better friends. Poetical sentiment may suffer a little, but I think the price is worth it."

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HAND-MADE

A  
Threepenny  
Gem.

PATENT BOX



PATENT BOX

A  
Perfect  
Smoke.

HAND-MADE

# CIGARETTE.

In boxes of Ten Smokes, beautifully got up in fancy outers.



Write for particulars to the Makers,

**T. P. & R. GOODBODY, Dublin, London, Liverpool, Cardiff.**



THE "hand-cut" case, which has been adjourned again and will be further heard on the 18th inst., calls for no comment at the present time, as the matter is still *sub judice*. In the meantime it is interesting to note that Mr. Mead, the magistrate before whom the case is being heard at Worship Street, was the magistrate who heard the previous case at Thames, in which Messrs. Cohen, Weenen & Co., appeared as defendants, but the prosecuting counsel on that occasion, Mr. Bodkin, has been retained by Messrs. Godfrey Phillips & Sons to act with Mr. Gill, Q.C., for their defence in the present instance.

In the mis-spelt word competition this month it looked as though we were going to "run a bye," and that we would have to award ourselves the prize for our smartness in evading the vigilance of our readers, for it was not until a goodly pile of incorrect answers had been opened that we came across Miss May Tong's letter with the right word staring us in the face. To this young lady, who is an assistant to Mr. J. Kendall, tobacconist, of 241, Lavender Hill, S.W., we have therefore forwarded 20s. worth of Messrs. Adkin & Sons' "Commodore" cigarettes, in the advertisement of which, on the second page of cover in our last issue, the word "testimonial" was purposely mis-spelt. On going through the remaining answers we found that only three others were correct, a most unusual state of affairs, which goes to show that some of our oldest competitors, whose handwriting we are getting quite familiar with, can be caught napping. To some of these and a great many others we would point out that the word "Manila," in Messrs. Jarrett Brothers' advertisement, is quite correct as written here; true, it is said that Admiral Dewey, during a celebrated naval engagement, added something to the place, which, if aspirated, might sound like another consonant—but that by the way. Other answers this month are wide of the mark and show a little ingenuity in trying to fix us with the wrong word, one gentleman wishing you to "persue" Messrs. Singleton & Cole's grand new catalogue instead of "peruse" it, which latter word we think conveys a more profitable suggestion, besides being correct. Again we have to state that "Vittoria" is the name of the street in which Messrs. Borgen's pipe repairing establishment is situated in Birmingham, not "Victoria," and to reiterate the point that we do not use *proper names* in these competitions, as that would be obviously unfair.

**G**ENTLEMAN, energetic, wishes to REPRESENT Good House with SPECIALITIES for Christmas Trade, in London and Suburbs, with a view to permanency if returns are satisfactory. Address, in first instance, Box 24, Office of this paper.

**FRENCH BOUNTIES.**—The French colonies, following the example of the Home Government, are beginning to pay bounties to encourage their export trade. That of New Caledonia has decreed a bounty of 10 per cent. on the price paid for native tobacco, which the French Government accepts for the national manufactory, and one of 15 centimes or three-halfpence per kilogramme (two pounds) on the tapioca exported.

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

## Is Smoking Expensive?

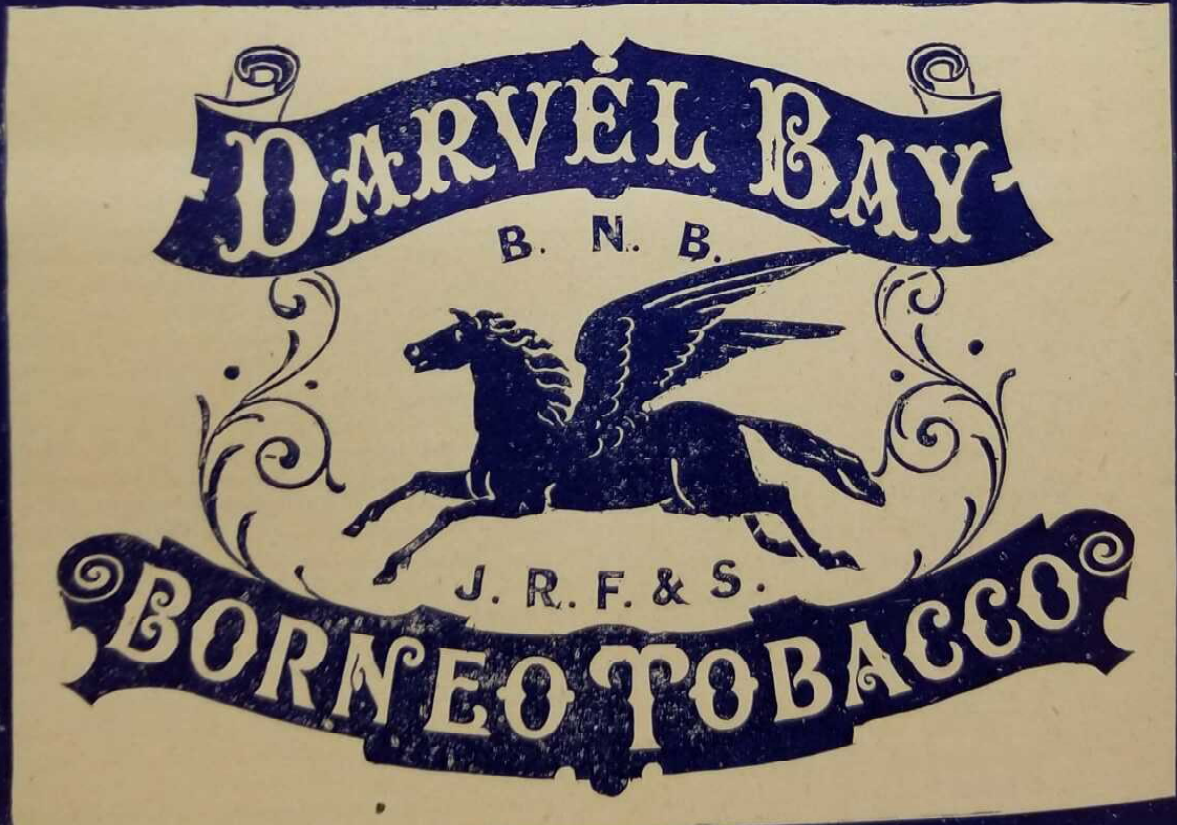
THE sapient persons who love to argue about the enormous waste of money caused by indulgence in the weed should study the common sense remarks made by Mr. Hamerton on the subject. The passage is well-known, but it will well bear reproduction:—"People who don't smoke—especially ladies—are exceedingly unfair and unjust to those who do. The reader has, I dare say, amongst his acquaintances ladies who, on hearing any habitual cigar smoker spoken of, are always ready to exclaim against the enormity of such an expensive and useless indulgence, and the cost of tobacco smoking is generally cited by its enemies as one of the strongest reasons for discontinuance. One would imagine, to hear these people talk that smoking was the only selfish indulgence in the world. When people argue in this strain, I immediately assume the offensive. I roll back the tide of war right into the enemy's entrenched camp of comfortable customs. I attack the expensive and unnecessary indulgences of ladies and gentlemen who do not smoke. I take cigar-smoking as an expense of, say, half-a-crown a day, and pipe-smoking at threepence. I then compare the cost of these indulgences with the cost of other indulgences not a whit more necessary, which no one ever questions a man's right to if he can pay for them. There is luxurious eating, for instance. A woman who has got the habit of delicate eating will easily consume dainties to the amount of half-a-crown a day, which cannot possibly do her any good beyond the mere gratification of the palate. And there is the luxury of carriage-keeping, in many instances very detrimental to the health of women, by entirely depriving them of the use of their legs. Now, you cannot keep a carriage going as cheaply as a pipe. Many a fine meerschau keeps up its cheerful fire on a shilling a week. I am not advocating a sumptuary law to put down carriages and cookery; I desire only to say that people who indulge in these expensive and wholly superfluous luxuries have no right to be so very hard on smokers for their indulgence. Then there is wine. Nearly every gentleman who drinks good wine at all will drink the value of half-a-crown a day. The ladies do not blame him for this. Half-a-dozen glasses of good wine are not thought an extravagance in any man of fair means; but people exclaim when a man spends the same amount in smoking cigars. The French habit of coffee-drinking and the English habit of tea-drinking are also cases in point. They are quite as expensive as ordinary tobacco smoking, and, like it, defensible only on the ground of the pleasurable sensation they communicate to the nervous system. But these habits are so universal, that no one thinks of attacking them, unless, now and then, some persecuted smoker in self-defence.

"It is high treason to the English national feeling to say a word against tea, still I mean no offence when I put tea in the same category with tobacco. Now, who thinks of lecturing us on the costliness of tea? And yet it is a mere superfluity. The habit of taking it as we do was quite unknown not so very long ago, when English people were no less proud of themselves and their customs than they are now, and perhaps with equally good reason.

"A friend of mine tells me that he smokes every day at a cost of about sixpence a week. Now, I should like to know in what other way so much enjoyment is to be bought for sixpence. Fancy the satisfaction of spending sixpence a week on wine! It is well enough to preach about the selfishness of this expenditure; but we all love pleasure, and I should very much like to see that cynic whose pleasure cost less than sixpence a week. It is needless to allude to field sports and luxurious dress, whose enormous cost bears no proper proportion to the cost of smoking than Challant Magnum to small beer, or turtle soup to Scotch broth."



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



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# Gossip.

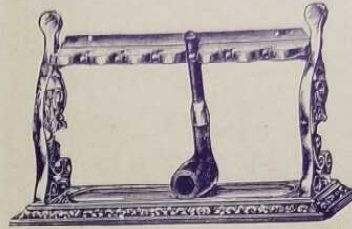
**C**HRISTMAS—yes, don't start, the word had a "strange yet familiar" look to my eyes also—Christmas has begun, so far as "the Trade" is concerned; not the Christmas that you are really thinking about, my dear retailer—not that period of "raking in the shekels" which so many of you swear is the "worst you ever had," and then admit is "a little better than last year," but the two months previous to that, which is really, to the keen-sighted business man, the Christmas season. And now, having said so much, you will guess the rest; I am going to gossip principally this month upon Christmas Novelties and Lists.

LOOKING around the showrooms and warehouses of our principal caterers, and then quietly refreshing my mind with their catalogues, the difficulty in my own case would be, not what to buy, but what can I afford not to buy. Everything looks so tempting and saleable that it is not easy to say where to start so as to continue in proper order, but the massive and comprehensive catalogue of Messrs. Fraenkel Bros., of Houndsditch, being nearest at hand, it shall come first.

MESSRS. FRAENKEL BROS., who are noted for the immensity and variety of stock which they carry, have just issued the 53rd edition of their "Complete Trade Catalogue," consisting of over 500 pages teeming with information and illustrations, many of the latter being beautifully produced in colour. Although Messrs. Fraenkel Bros. will supply you with (metaphorically, because they are wholesale only) a cigarette paper or a bassinette, the greater features of their business are in connection with the tobacco trade and fancy goods allied thereto. At present the firm is showing pipes, cigar and cigarette holders and cases, Vesta cases, and the thousand-and-one fancy goods which bring grist to the mill, at prices which in the near past would have been sufficient to, in the now historic words, "stagger humanity." The firm's well-known "Don Jorge" cigars and cigarettes (who does not know the genial Don Jorge himself?), with the famous "Dandy Coon," "Pegaway," and other celebrated brands, are all shown in their various forms and packings, while "Mimic Mixture," "Fire King," "Flight of Ages," and "Paul Jones' Navy Cut," are a few of the tobacco specialties enumerated in the list.

To those in the trade to whose business there is added stationery, leather goods, jewellery, toys, fishing tackle, confectionery, or, indeed, any of the "clean" trades, the establishment of Messrs. Fraenkel Bros. would be quite sufficient to meet all their requirements in the various markets, and although "something quite new" is always being added to the stock, the catalogue under notice should be in every trader's hands as a guide to the class of goods which are being daily despatched all over the country by this enterprising firm. I should add that stamps to the value of 4d. must be attached to all applications for this list, to cover cost of postage.

AMONG the seasonable novelties—and, indeed, an article that I have no doubt will sell all the year round—is a new pipe rack constructed on the principle of the Turnstile Umbrella Rack; in fact, is a miniature of the same thing, which is already well known. The illustration which accompanies this gossip gives some idea of its construction, but fails entirely to



convey the finish and workmanship of the article itself, which can be obtained either in nickel-plate or blue steel finish. The stem of the pipe is inserted into an inlet which is fitted with a turnstile wheel with four spokes, and as soon as the pipe is pressed against one of these spokes the "turnstile" revolves, and, another spoke appearing, secures the pipe automatically. Nothing could possibly be more simple or less

likely to get out of order. The new pipe rack is in its right place, either hanging on the wall or standing on a table, as its construction enables it to be utilised in both positions, but, whether used in the one way or the other, it will always be an ornament as well as an article of practical utility. I am informed that the retail price is half-a-guinea, and although this will prevent the rack from being handled by a certain section of the retail trade it should be no bar to a large sale in shops of a higher grade. The manufacturers and parentees of this new article are the Novelty Rack Co., of 195, Upper Thames Street, E.C.

A WELL-ARRANGED list issued by Messrs. Robinson and Barnsdale, Ltd., of Nottingham, and 183, Aldersgate Street, E.C., has come into my hands, and certainly deserves a word of favourable mention. It is what they call their Christmas novelty list for 1900, and contains plain and simple descriptions of the various good things that the firm has provided for the Trade to make money out of during the coming season. A point has been made by the manufacturers of appropriate boxing of the various novelties, as will be gathered by the mention here of a few of them: "History of South Africa" is a book-shaped case with a portrait of Lord Roberts, and holds 25 cigars—that is the kind of history which I personally like to dip into; "Guide to Scouting" (by General Baden-Powell), besides being a souvenir of "B.P.," contains 5 cigars, and you cannot do better than to get on the "burning scent" of these, while "Academy Notes" represents the illustrated guide to the Royal Academy Exhibition, and contains 5 Havana blend cigars of excellent quality. Oak cabinets, satinwood cabinets, combination cabinets in leatherette containing Turkish and Virginian cigarettes, together with 25 Bocay cigars, Esparto cases holding 25 fine quality cigars, Christmas Eve whiffs 12 inches long, and many other good things which bear the hall mark of Messrs. Robinson & Barnsdale's enterprise, deserve to be studied by all who are making their Christmas selection. The quality throughout has been kept

## Fraenkel Brothers'

### Xmas Novelties,

CIGARS, CIGARETTES,

TOBACCO, STATIONERY,

FANCY GOODS, CUTLERY,

ELECTRO-PLATE, TOYS, ETC.

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

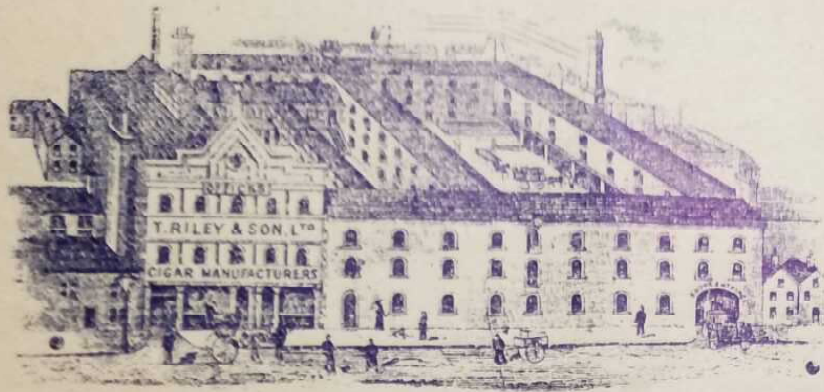
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N. Department,

58, 59, 60 & 60a, Houndsditch, London.

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





Send  
FOR  
Prices  
of the famous  
2<sup>D.</sup> & 3<sup>D.</sup>  
CIGARS

# "LORD KITCHENER"

Also how to obtain free, large cabinet of Kitchener Cigars for Window Dressing.

**NEW LINE IN WEIGHT CIGARETTES**—The "**B. P.**" (Baden-Powell) Cigarette.

Selling Well. To every Buyer will be sent requisite number of Souvenir Portraits of Baden-Powell, to present to purchasers of 1 oz.

**STOCK WHAT WILL SELL—THE "B.P.'s."**

**T. RILEY & SON, LTD.,** MANUFACTURERS, CONVENT ST. WORKS, **NOTTINGHAM.**

**Muratti's Ariston Cigarettes**

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

**Muratti's Nebka Cigarettes**

SALES OVER  
20 MILLIONS  
ANNUALLY.

**Muratti's Gold Flake Cigarettes**

THE MOST PERFECT  
2D. LINE  
ON THE MARKET.

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

## RELIABLE PIPE REPAIRING

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

SEND US A TRIAL PARCEL.

EXAMINE OUR WORK.

COMPARE OUR PRICES.

**M. BORGAN & CO.,**

STEAM PIPE WORKS,  
69, VITTORIA STREET, BIRMINGHAM.

FOR  
**ASTHORE HAVANA BLEND CIGARETTES**

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

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up to the firm's usual standard of excellency, and has not been affected by the very favourable prices which stand against each line.

A LINE which is creating a splendid sale for itself on account of its distinctive merits is a brand of short smokes recently placed on the market under the title of "Joe's Eye-glass." These are delicate little whiffs made from choice American tobacco, wrapped in leaf instead of paper, presenting the appearance of miniature cheroots, and having the very desirable qualities of free, cool, and sweet smoking. They are packed in cartons containing 10 whiffs, retailing at the remarkably low figure of 3d. per packet; and, writing from personal experience of them, I can only say that they are one of the cheapest lines of their class now or ever before put into the hands of the Trade. The get-up and design on the carton is thoroughly appropriate to the present time, as it illustrates Mr. Chamberlain rising in a balloon above the Transvaal and surveying that country through his critical eye-glass, while the celebrated words, "The sands were running out," which also appear, may either be taken to infer that "Joe's Eye-glass" whiffs are going higher and higher in the public estimation, or that the time is rapidly approaching when you *must* stock them, if you have not already done so. "Joe's Eye-glass" may be obtained from all wholesale houses, and show a good margin to the retailer.

THAT enterprising firm, Messrs. Sidney Pullinger, Ltd. of Birmingham and Nottingham, not content with the fame which is already theirs in connection with "La Meriels," "Colonial Empires," and other home-manufactured brands of the same high class, are now entering the field with another characteristic cigar, which is sure to command its share of public favour. This new line, which Messrs. Pullinger have called "Sackville Squares," is an excellent example of what can be done by the British manufacturer, and another blow to the happily fast exploding theory that, to be good, a cigar must be "foreign." I have derived a considerable amount of pleasure in making vacancies in a 50-box of "Sackville Square" invincibles, having taken the samples from the top, middle, and bottom of the box at random, and I can only say that I have found every one to be a delightful smoke, burning evenly, cool, freely, and, above all, with "mellowed" flavour, which can only be obtained by a judicious blending of fine leaf. That the bunching represents the work of skilled labour was easy to determine by a practical examination of the cigar itself, and the fillers used are decidedly of the "right stuff." The get-up of this new line is good and effective: on the lid label is a representation of Sackville Street, Dublin, with O'Connell's Monument standing out prominently in the foreground, while the fly-leaf shows Dublin Quay and the Custom House, on the banks of the "beautiful" Liffey. The box is further neatly edged with a green labelling suggestive of the Sister Isle, and the cigars themselves are banded with rings boldly displaying the shamrock and the flag of Erin in the brilliant colouring generally associated with them, all combining to make a most excellent and "superior" effect.

By the way, I understand that the same firm will shortly put a new 2d. cigar before the trade. "Key West" has been a popular district to conjure with lately; what do you say to "Key East" now? Messrs. Sidney Pullinger, Ltd., will shortly ask you the question.

A DECIDED novelty has been brought under my notice in the shape of Messrs. H. Benedictus & Son's latest importation, "Konkaso de Congo" cigars. These, which are of Belgium origin, are put up in packets of Congo bark and dried palm leaves containing 5, 6, and 8 smokes, the ends of the Congo bark forming a tail to the package, which gives the name of "Rats" to two of the sizes. Other sizes are Doukolela, Bamboos, Flor de Congo, and Bangalas, the last three of which are packed singly in ordinary boxes of 50, to sell at

3d. each. "Rats" Nos. 1 and 2 sell at 1s. per bundle of 5 and 2s. 6d. per bundle of 8 respectively, while 1s. 6d. is the price per packet of Doukolelas, which contains 6 cigars. "Congo Rats" will be selling freely this season, as the get-up of the brand is effective and lends novelty to window display. Messrs. Benedictus inform me that that most democratic of sovereigns, H.M. Leopold II, King of the Belgians, smokes and recommends the "Konkaso de Congo" cigars throughout.

AMONG the very latest of price lists is that of Messrs. Adolph Elkin & Co., of 140 and 140A, Houndsditch, the well-known enterprising importers of tobaccoists' fancy goods, and cigar and tobacco merchants. The rapid rise of this firm to its present position in the trade is due to nothing more than energy and "being in time" for the times. Although only established a few years, the catalogue which is just published is the 16th edition of their prices current, a fact which I think speaks volumes for the thoroughness of their "push." In the forty pages of purely business matter Messrs. Elkin & Co. have managed to squeeze as much information as some of their bulkier rivals, the prices in nearly every instance being net. The only exceptions to this rule are those brands of which the firm are the proprietors, and the fancy goods quoted, which latter appear to be marked low enough without the 2½ per cent. offered on parcels of £1 and upwards. Carriage is paid on all parcels in Messrs. Carter Paterson's radius which amount to £2, and on £5 mixed parcels in the country, Messrs. Elkin making no stipulation what the parcels shall contain so long as they amount to the above figures. The list will be posted free to any member of the trade on receipt of a postcard.

#### THE PEBBLE IN THE CIGARETTE.—A New Orleans

business man, who acquired a fondness for Vera Cruz tobacco during a visit to that republic last winter, was smoking a Mexican cigarette the other day, when he stopped and knocked a tiny pebble out of the ash. "Do you know what that means?" he said, picking up the fragment on the point of his penknife. "You would say at first blush, I suppose, that it was a bit of grit that had found its way into the filler with some imperfectly cleaned tobacco. But the truth is it was put there intentionally and indicates two things—first, the cigarette is prison-made, and second, the fellow who rolled it was swindling the contractor. When I was in Mexico recently I paid a visit to the great military prisons at Chihuahua and the City, and at both I found hundreds of men making cigarettes. Every morning each prisoner is given a certain quantity of tobacco and paper, which are scrupulously weighed, and he is required to turn in their equivalent in made up cigarettes, which are also put on the scales at the close of the day. The two weighings must tally to a grain or he is punished. Of course all the native prisoners are inveterate smokers, and they are each allowed twelve cigarettes a day for their personal use. Twelve cigarettes is a pretty small allowance for a Mexican, so they 'hold out' tobacco and make up the weight by occasionally inserting a pebble in one of the little cylinders. Before they begin work they take as much tobacco as they think safe and balance it against the pebbles so there will be no error at the scales. In nine cases out of ten the atom of stone drops off in the ash and is never noticed by the smoker. Another scheme of stealing is to add water to the tobacco, but it is liable to evaporate in part before the cigarettes are weighed, and, if so, will give the trick away."—*New Orleans Times Democrat.*

If you wish to make your fortune soon, sell "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.

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

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# Trade News and Notes.

## Trade Notes.

The **ANGLO-INDIAN CIGAR COMPANY** have moved their London address from 11, Queen Victoria Street, to 93, Leadenhall Street, E.C.

Mr. J. M. GALLAGHER has opened a handsome new Cigar Store in Sackville Street, Dublin.

The creditors of MRS. M. GROS, formerly of 143, Oxford Street Manchester, tobacconist, are requested by the solicitors for the trustee to forward their particulars of claims on or before the 19th inst., failing which, exclusion from the dividend proposed to be declared will result. The solicitors are Messrs. Field & Cunningham, of Manchester.

The Leeds Board of Guardians have accepted the tender of MESSRS. R. & T. HEBBLETHWAITE, of Exeter Street, in that town, for the supply of tobacco, &c., for the ensuing six months.

The business carried on by the MITFORD family for so many years in Grainger Street, Newcastle-on-Tyne, has recently been removed to Blakett Street, in the same city.

A portion of the new premises of Messrs. Lyons & Co., in Thragmorton Street, will be occupied by MESSRS. SALMON & GLUCKSTEIN, LTD.

MESSRS. SPENCER & Co., LTD., of Madras, have been awarded a Silver Medal by the judges at the Paris Exhibition for their excellent exhibit of Indian Cigars.

Messrs. Jarrett Brothers, of 70 and 71, Bishopsgate Street Within, are the sole agents in this country for the Madras firm.

MESSRS. STERGION & PAGONDI, the manufacturers of "Hera" Greek cigarettes, received a Gold Medal at the Paris Exhibition for the excellency of their goods. Messrs. W. J. Bambridge & Co., of 37, St. Mary Axe, E.C., are the sole agents and importers of these goods, which, we may say, range in price from 20 for 6d. upwards, and show good profits throughout.

MESSRS. TEOFANI & Co., of world-wide cigarette fame, have just issued a new stamp, which will be affixed to their various packages. It is not unlike some of the American postage stamps, and bears the words "Gold Medal," and "Paris, 1900," prominently on its face.

MESSRS. URMSON, ELLIOT & Co., of Liverpool, in their Monthly Tobacco Circular, dated October 1, state that there has been more enquiry for North American tobacco during the past month, and business has been done to some extent in both old and new Western Strips. The sampling of the new import having made some progress, and its character proving rather disappointing from its generally mixed colour, the attention of some buyers was turned to the older import. There has also been a good business done in bright and semi-bright Virginia Strips consequent upon the character of the new crop, which is short in quantity and lacking in body.

The partnership hitherto existing between Messrs. THOMAS WILSON and DUNCAN MCPHERSON, of 32, Corporation Street, Manchester, and Salford, has been dissolved by effluxion of time. The business will be continued by the first-named gentleman under the style of "Thomas Wilson, late William Mather."

MR. S. E. VELLAND, Messrs. Player and Sons' popular representative, has changed his address, and is now located at "Dreadnought," Hove.

The Morecambe tobacconists last month agreed to contribute £5 to the Alliance funds, and Mr. W. LIDDEL was nominated for election on the Governing Committee.

The Committee of the LONDON AND DISTRICT TOBACCONISTS' MUTUAL SUPPLY Co., LTD., have decided to hold the Annual General Meeting on October 25, 3.30 p.m., at Anderton's Hotel, Fleet Street, E.C. We understand that all tobacconists (not merely shareholders) are invited to attend, as several subjects of interest to the retail trade will be discussed, amongst others, the new Alliance scheme.

A special and well-attended meeting of the BIRMINGHAM TOBACCONISTS' ASSOCIATION was held, on the 18th ult., to consider the scheme adopted at the Federation of Tobacconists' Association at Leeds for the formation of the United Alliance of Tobacconists of Great Britain. A circular letter was received from the Newcastle-on-Tyne Association asking for support to the scheme. A protracted discussion ensued, in which it was urged that the

requirements of manufacturers that the Alliance should comprise one-fifth of the retail dealers before they accepted it was impracticable. A member declared that the adoption of the scheme would bind them hand and foot, and increase the facilities of the cutting firms to wrest the trade from them. Eventually it was decided to join the Alliance, provided that no definite action be taken for the enforcement of the rules until the principal tobacco manufacturers have accepted the entire scheme.

A meeting of the DUBLIN TOBACCONISTS' ASSISTANTS was held on Sunday evening, October 1, at 47, York Street. There was a large attendance of members. The object of the meeting was to form an association on a substantial basis for the purpose of protecting the interests of assistants and of the trade in general. A Committee was formed, and the usual number of officers appointed, among them Mr. Dunderdale, who was appointed President, and whose experience of English associations will be of great advantage to the movement. After getting through the usual preliminaries, it was arranged to adjourn the meeting until the evening of October 14.

The members of the NORTH LONDON TOBACCONISTS' ASSOCIATION, who met together on the 25th ult., at the "Cock" Hotel, Highbury, were far from being at one with the new Alliance scheme, one member going so far as to say that the less they had to do with the Alliance the better.

## 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.

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## TRADE NEWS AND NOTES—continued.

A resolution was passed to the effect that the scheme would require many modifications, and if adopted would be of no real benefit for some considerable time. The general feeling of the meeting was to act independently of any provincial programme, the trade in London being entirely different from other towns.

The members of the SOUTH LONDON TOBACCONISTS' ASSOCIATION met together on the 18th ult., at "The Horns" Kennington, to consider their position as regards the new Alliance. After various matters in connection with the formation of their rules were discussed, the question of a loan to the Alliance was brought up, but it was agreed that their Association was not strong enough to pledge themselves to any given amount.

The first Annual General Meeting of the SCOTTISH TOBACCONISTS' FEDERATION was held in the York Hotel, Edinburgh, on the 25th ult. Delegates were present from Glasgow, Aberdeen, Dundee, Falkirk, and other towns. Mr. Duncan, Glasgow, presided. The position of the trade throughout Scotland was discussed, with particular relation to the combination of the trade under the Federation. The relations between the manufacturers and retailers were also discussed. The excessive cutting of prices by retailers was strongly condemned, and it was decided to support the Great United Kingdom Alliance being formed in England as far as possible.

AMSTERDAM TOBACCO SALES.—The second autumn sale for Sumatra and kindred tobacco was held on Friday, the 5th inst., when 18,756 bales of Sumatran, 1,484 bales of Bornean, and 723 bales of Mexican leaf were put up to tender. The market generally showed a great improvement on the previous sale, the demand for American being a keen one, and the few fine parcels brought forward realised excellent results. The highest price was obtained by the United Lankat Plantations, Ltd., for a fine parcel of 311 bales, which was sold at 210 cents, or 3s. 6d., a pound. This is the highest price obtained by any parcel during the past six sales. The same company sold two parcels of inferior leaf, aggregating 668 bales, at an average of 60 cents, or 1s. Second place was secured by the Deli Maatschappij, which obtained 195 cents, or 3s. 3d., for a lot of 421 bales, while the same concern also obtained third highest price of 173 cents, or 2s. 10½d., for a further 400 bales, and sold nearly 1,500 bales more at and over 100 cents, or 1s. 8d. Apart from the above lots, most of the leaf offered was of medium or inferior quality, representing final shipments from the various estates, and in very many instances prices were not reported at all, but a very great quantity of leaf was sold in advance of the general tender. The British Deli and Langkat Tobacco Co., Ltd., sold its final parcel of 185 bales at 32 cents, or 6½d., while the Serdang Tabak Maatschappij (formerly Netherlands India Sumatra Tobacco Co., Ltd.), sold 354 bales at 38 cents, or 7½d. The New London and Amsterdam Borneo Tobacco Co., Ltd., held over 398 bales. Statistics to hand return the total quantity of leaf of the 1899 crop sold at Amsterdam, Rotterdam, and Bremen as 238,263 bales of Sumatra at an average of 83 cents, or 1s. 4½d., and 17,721 bales of Borneo at an average of 76 cents, or 1s. 3d. This makes a grand total of 255,984 bales. There are now lying at Amsterdam 24,902 bales of Sumatra and 1,737 bales of Borneo tobacco, and as the Rotterdam sales are finished, this would make the total combined crop of 1899 amount to 282,623 bales, against 256,509 bales for the 1898 crop marketed last year, when the average prices were: For Sumatra, 92 cents, or 1s. 6½d.; Borneo, 83½ cents, or 1s. 5d. The averages this year of the various companies in which English capital is interested are: United Lankat Plantations, Ltd., 118 cents, or 1s. 11½d.; Sumatra Tobacco Plantations Co., Ltd., 71 cents, or 1s. 2d.; Serdang Tabak Maatschappij, 64 cents, or 1s. 1d.; British Deli and Langkat Tobacco Co., Ltd.,

57 cents, or 11½d.; the New London and Amsterdam Borneo Tobacco Co., Ltd., 129 cents, or 2s. 2d.; New Darvel Bay Tobacco Co., Ltd., 98 cents, or 1s. 7½d.; New London Borneo Tobacco Co., Ltd., 79 cents, or 1s. 4d. News from Sumatra and Borneo concerning the new crop is favourable, and the market outlook in the United States reported good.

## Limited Companies.

SALMON & GLUCKSTEIN, LTD.—An extraordinary general meeting of SALMON & GLUCKSTEIN, LTD., was held on the 21st ult., at Cannon Street Hotel, for the purpose of considering for confirmation a resolution passed on the 5th August, to the effect that the capital of the Company be increased to £500,000 by the creation of 100,000 new shares of £1 each, to rank as part of the ordinary capital, and to be issued subject to the determination of the directors. Mr. Isidor Gluckstein, who presided, said the necessity of and reasons for providing the additional capital were fully gone into on the last occasion. Assuming the resolution to be passed, the directors would at once propose to issue 50,000 of the new shares at a premium of 12s. 6d. per share to existing shareholders, and would give them the right to take up one new share for every eight now held. He concluded by moving the resolution for the increase of capital. This was seconded by Mr. Klingenstein, and carried.

NATAL TOBACCO PLANTATIONS, LTD.—This Company was registered on September 5, with a capital of £5,000 in £1 shares, to carry on in South Africa, or elsewhere, the business of tobacco planters, tobacco merchants, cigar, cigarette and smokers' requisite manufacturers, &c. Registered without articles of association. Registered office: 139, Cannon Street, E.C.

## Fires.

Shortly before midnight on September 20, a fire broke out in the tobacco-spinning warehouse of MESSRS. WILLIAM MITCHELL & Co., King Street, Kilmarnock. The premises are situated in a congested locality adjoining the stables of the Magnet and the Angel Hotel, and the stores of the Utilitarium Company. In a few minutes after the outbreak the roof of the building collapsed, and the fire threatened to be one of the most serious that has ever happened in Kilmarnock, but fortunately, through the exertions of the fire brigade and numerous voluntary workers, the flames were confined to the seat of the outbreak. At one o'clock the next morning the flames were completely subdued. The damage is estimated at several thousands of pounds, which is covered by insurance.

A destructive fire broke out last month at 71, City Road, E.C., on premises occupied by MR. G. W. SIMS, tobacconist, and others. The building is a large one of two and four floors, about 70 feet by 20 feet in dimensions, which was used as dining rooms, workshops, stores, and dwelling. The flames burst out under the stairs on the first floor, and spread by this means with amazing rapidity to the back rooms on the second and third floors. A large body of firemen were soon in attendance, but eventually the premises were very severely damaged by fire, heat, smoke, and water.

A fire broke out on the premises of MR. D. BRAY, tobacconist, Berwick Street, Soho, W.C., on the morning of the 6th instant, which totally destroyed the shop. Three families were in occupation of the upper parts of the building, and, although all the inmates escaped, it was not without great efforts of the Fire Brigade.

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



# Singleton & Cole's

## *Gigantic*

# NEW PRICE LIST

Is now ready for distribution amongst licensed dealers in Tobacco, Cigars, and Cigarettes.

It contains 331 pages of all trade matter, and is simply invaluable to Tobacconists.

We have made extensive additions to our Factory and Warehouses.

Tobacconists can procure from us every known make of goods, and we now offer greater advantages than ever previously.

We recommend Tobacconists to peruse our Price List, and carefully note prices, terms, and discounts before purchasing elsewhere.

We will post a copy of our New List gratis to any legitimate Tobacconist on receipt of a post card.

We have now branches in Leeds, Shrewsbury, Walsall, and Wolverhampton.

Our £5 Mixed Parcels are a boon to Tobacconists.

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## TRADE NEWS AND NOTES—continued.

**Festive.**

The employes of MESSRS. KENNEDY'S tobacco works, Amiens Street, had their annual excursion on Saturday, 15th prox., to Powerscourt, and as the weather was so exceptionally fine, and the catering arrangements so systematically and successfully carried out, upwards of 200 people enjoyed a nice day's outing and amusement. The untiring efforts of the committee to try and please everyone were completely successful. Messrs. J. & E. Kennedy were so kind as to contribute largely towards the excursion fund, and also to give the day off, wages being paid in full and in advance, for which the committee and employes in general beg to return their thanks.

**Personal.**

The many friends which CAPT. JOHN ORR made in the tobacco trade during his association with Messrs. Lusby, Ltd., in the capacity of a director of that Company, will be gratified to hear of his appointment to the post of military secretary to the Governor of Pretoria. Capt. Orr, it will be remembered, was one of the first to offer his services in the C.I.V.'s, and went out to the Cape with his old military rank.

SIR FREDERICK WILLS, BART., who has been returned for North Bristol to the new Parliament by a very greatly increased majority, is, of course, a member of the celebrated Bristol firm, W. D. & H. O. Wills, Ltd. Sir Frederick now occupies the seat which Mr. Lewis Fry, who did not seek re-election, wrested from the Conservative party in 1895, and sits as a Liberal Unionist.

MR. H. KEARLEY, who has again been returned for Devonport, is a member of the firm of Kearley & Tong, Mitre Square, E.C.

MR. F. J. HORNIMAN, one of whose hobbies was the collection of pipes of all ages and nations, has been returned as the member for Falmouth. The pipes repose in the Horniman Museum.

SIR J. A. WILLOX, whose connection with Messrs. Cope Brothers is well known, has been again returned for the Everton Division of Liverpool.

**Foreign.**

A NEW LAW, relating to the taxes on tobacco grown in Siam, has been put into force. Hitherto there has been a double tax, one paid by the planter on his plants in the field, and the other paid on the manufactured article as it passes a duty station on its way to market. This has been felt to be a grievance, which will now, however, be remedied by this new law. In future no tax will be paid at the duty stations, but in each of the Monthons where tobacco is grown—Pitsanuloke, Nakon Sawan, Rajburi, Nakon Sritamarath, Chumpon, Pachim, Chantaburi, Ayuthia, Korat, Nakon Chaisee, Tawan Ok, and Petchaboon—provision will be made by the authorities for the collection of a tax on the crop in the field. Fractions of a wah will be disregarded, and if as many as a third of the plants have died, a corresponding deduction must be made in the amount of the duty exacted. In any case the tax shall not exceed 10 per cent. of the value of the plants. This reform may help to give increased importance to the tobacco industry in Siam.

The Roumanian Cigarette Monopoly has been leased to the Berlin Disconto-Gesellschaft for a period of 12 years for a payment of 12,000,000 f.

Samarang had for some time only one cigar factory. Recently, however, three other factories have been established in the Chinese quarter there. A fourth factory in that part of the city will shortly be established. Samarang will thus become the centre of the Java cigar-making industry.

A Sandakan report states that the Tawao Tobacco Estate will this season plant one hundred fields, against sixty last season, and that it is encouraging to see even this slight improvement, for things have not been too bright for planters there of late.

A tobacco trust is talked of in Holland in connection with the Deli tobacco industry. The leading companies cultivating there are said to have determined upon starting the trust to prevent a glut of leaf in the market, and to secure improvement in the quality of the staple. The scheme looks to limiting the output per field and to preventing the exportation of third and fourth small lengths—sizes which mar the market. Planters who break the rules laid down by the trust will render themselves liable to heavy fines. The trust proposes to limit the yearly output of leaf to about 190,000 piculs a year. The Deli Company, the largest cultivation venture there, thus outlines the scheme which is expected to be taken up by all the other companies operating there.

The following is from the *Neue Freie Presse*, published in Vienna:—"The consumers of cigars in this country are demanding almost exclusively light colours. This demand has increased so much of late that the Regie find it impossible to supply the wants of smokers. Therefore, the Board of General Directors of the Regie are sending out circulars to all cigar dealers saying that there has been a growing scarcity of light colours in the tobacco crops of the past few years, and that they are not in a position to secure ample supplies of such goods. This preference for light cigars is not only a specific Austrian habit, but is also found in other lands."

**Obituary.**

MR. GEORGE AUSTIN, of the well-known firm of Charlesworth & Austin, on the 12th ult., aged 66. At the funeral of the deceased gentleman, which took place on the 18th, amid many tokens of sympathy and respect, the following were the principal mourners:—Messrs. Alfred J. Charlesworth, William G. Kempell, and H. J. Jennings (sons-in-law), Sidney Charlesworth (brother-in-law), Steven Austin (cousin), Alfred Bowles (nephew), G. Hankinson, Harry White, G. Tear, — Hough, H. Kempell, W. Barrett, W. Taylor, and G. Whitaker (senior travellers), and W. E. Lowndes, Secretary to Charlesworth & Austin, Ltd. There was a large attendance at the funeral of local tradesmen, the deceased being well-known and highly respected. The service, both at the church and the graveside, was of a most impressive character. The coffin was literally covered with choice wreaths, sent by members of the deceased family and friends and employes.

MR. JAMES JOSEPH JACKMAN, late tobacconist, of 168, Crystal Palace Road, East Dulwich, on September 18.

MR. FREDERICK LE MOINE, on the 3rd inst., aged 49. Mr. Le Moine will be known to many as formerly carrying on business as a tobacconist in Church Street, Edgware Road, next to the West London Theatre, and also by his previous connection with the stage. His son and daughter (The Le Moines) are well known in the music hall profession.

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



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# Cigars



# Cigarettes

AND



# Cheroots

◇ TASTEFUL DESIGNS ◇

◇ NOVEL PACKING ◇

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## TRADE NEWS AND NOTES—continued.

**MR. FRANK HAWORTH**, of Market Place, Haslingden, Lancs., on the 19th ult., aged 57. Mr. Haworth was connected with the tobacco trade for the last twenty-eight years, and was a prominent member of the Town Council. His funeral, which took place on the 5th inst., was of a semi-public character.

## Law.

**BRYAN v. BENNETT.**—DISPUTED ACCOUNTS.—This was an action heard at the Leicester County Court, wherein **JAMES BRYAN**, of 19, Belgrave Gate, trading as the Leicester Tobacco Company, sued **WILLIAM BENNETT**, 19, Humberstone Gate, for the payment of £6 10s. for goods supplied. Mr. Barrett for the plaintiffs, and Mr. Bulman for the defendant. This case resolved itself into a question of accounts. His Honour, after hearing the evidence on both sides, found for the plaintiff in the amount claimed.

**NOONAN v. LLOYD.**—EMPLOYERS' LIABILITY.—This was an application under the Workman's Compensation Act, heard at the Clerkenwell County Court last month, in which **PATRICK NOONAN**, an engine driver and stoker, claimed from **MESSRS. R. LLOYD & SONS**, of Holborn Bars, for injuries received while in their employ. The parties had agreed upon an award of 18s. 2d. per week since April 24 last, and the application was withdrawn, costs to be taxed by the Registrar.

**REDFORD v. REGAN.**—A QUESTION OF PROPRIETORSHIP.—In this case, heard at the Clerkenwell County Court, **MESSRS. REDFORD & Co.**, tobacco manufacturers, 49, Exmouth Street, claimed from **JOHN REGAN**, licensed victualler, Stanley Tavern, 2, Southwark Street, the sum of £9 19s. 8d., for tobacco and cigarettes supplied. Mr. Popham appeared for the plaintiffs, and the defendant was represented by Mr. Clarke (Messrs. Clarke & Symes). The plaintiffs' case was that credit was given to the defendant, who had previously been the proprietor of the "Enterprise" Hotel. The defence was that in 1899 the house had been transferred to a Mr. Walters, who had been the defendant's manager. The defendant stated that he had parted with all his interest in the house, and Walters was not his nominee. The Judge, however, gave a verdict for the plaintiffs for the amount claimed, with costs.

## Police.

**A CLEAN EXCUSE.**—**LOUISA READ**, tobacconist, of High Street, Newport (I.W.), was summoned before the Borough Bench last month, for having five weights, which, according to the Inspector of Weights and Measures (Mr. G. Rushworth), were each three grains light. Mr. Drew, who defended, said that the small deficiency was due to the constant rubbing of the metal to keep the weights clean and bright. Defendant was fined 10s., and 6s. 6d. costs.

**A SAD CASE.**—Before Sheriff-Substitute Reid, at a pleading diet of the Edinburgh Sheriff Criminal Court, on the 20th ult., a respectably-dressed man, named **ROBERT LESLIE WILSON**, pleaded guilty to embezzling £32 4s. 5d. while employed as a traveller and collector of accounts for **MESSRS. WILSON & Co.**, cigar and cigarette importers, Cockburn Street, Edinburgh, between September 28 and December 2, 1899. The accused had lain in prison for seven weeks awaiting sentence, and taking that fact into consideration, the accused was sent to prison for other 11 days, making 60 in all.

**STAYED TOO LONG.**—At the Ely Petty Sessions, on September 27, **W. WAYMAN GOOBY**, Haddenham, was summoned for selling tobacco after his license had expired. His excuse was that he was going to retire from business. A fine of £3 1s. 8d., inclusive, was inflicted.

**SAVE HIM FROM HIS FRIENDS.**—At the Colwyn Bay Police Court, on the 29th ult., before the Rev. W. Venables Williams and other magistrates, **THOMAS HOMAN**, tobacconist, &c., of Egerton House, St. Paul's Arcade, Colwyn Bay, was charged by Inspector Roberts with permitting the use of certain portions of the premises for betting purposes. Mr. Wynne Evans prosecuted on behalf of the police, and Mr. James Porter defended. The police raided his shop and seized a quantity of betting slips relating to Kempton Park and other races. Defendant denied receiving bets on his premises, and said friends he met in the street asked him to forward their "little bits" with his own to a Worcester bookmaker, and this, he added, was his reward for doing a kindness. The bench imposed a fine of £20 and £4 10s. costs, the chairman adding that the bench were determined to deal firmly with such cases. The case lasted two and a half hours.

**A NECESSARY PROSECUTION.**—At the Bristol Police Court, on the 1st inst., **FREDERICK MARTIN** (19) was charged on remand that, being servant to **MESSRS. W. D. AND H. O. WILLS**, he did steal two boxes of cigarettes, value 5s., the property of his masters. Mr. J. Inskip (Messrs. Press, Inskip & Co.) prosecuted. The magistrates' clerk explained that the case had been remanded, as it was thought highly improbable that the defendant had taken that quantity of cigarettes for his own consumption, and to allow inquiries to be made into the matter. Mr. Ingram, foreman at Messrs. Wills', said that all the employes over 18 years of age were allowed two ounces of tobacco a week, or its equivalent in cigarettes. Mr. Inskip said that the defendant admitted that he had been in the habit of taking the cigarettes, and giving them away to his "pals," who had treated him in return. Messrs. Wills prosecuted with great reluctance, and were willing that the defendant should be dealt with as a first offender. The bench said they were inclined to deal with the defendant leniently upon the intercession of his employers, but employers must be protected, and they would not make that case a precedent, but would deal severely with any other case that came before them. They ordered the defendant to pay 5s., or go to prison for seven days. They advised the defendant to follow out his professed desire of going into the Army.

**TWO MONTHS.**—In Paisley Sheriff Court, on the 18th ult.—Sheriff Henderson on the bench—**JAMES BROWN**, labourer, was charged with having, on September 14, attempted to break into a tobacconist's shop at 15, Eaton Place, Dumbarton Road, Scotstoun, by endeavouring to force open the door with a jemmy. He pleaded guilty, and was sent to prison for 60 days.

**A NEW TERROR.**—At the Rhyl Police Court, **JOHN BASLEY**, 42, Marlborough Road, Tuebrook, Liverpool, was charged with aiding and abetting Sunday trading by buying tobacco from **J. S. Levenson**, tobacconist, on August 19. P.S. MacWalter proved the case, and the defendant was fined 2s. 6d. and 8s. 6d. costs. **JOHN H. ALLSOPP**, 25, Belmont Drive, Newsham Park, Liverpool, was fined a like amount and costs in a similar case.

**SNEAK THIEF CAPTURED.**—At the Lambeth Police Court, on the 4th inst., **CHARLES SMITH** (19), described as a carman, of no fixed abode, was charged, before Mr. Francis, with stealing from a till inside the shop, No. 256, Walworth Road, half-a-crown, the moneys of **ALICE WINDSOR**. The prosecutrix is a tobacconist. On the previous evening her shop was left unattended for a few seconds, and the prisoner took advantage of the temporary absence of the assistant to abstract the till and to pocket

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And Legal Proceedings will be taken against any Infringements.

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## IMPORTED EGYPTIAN CIGARETTES.

THE attention of the  
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Trade are advised that  
the Finest Cairo-made  
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Wholesale Agents: **MESSRS. SINGLETON & COLE LTD., BIRMINGHAM.**



## TRADE NEWS AND NOTES—continued.

half-a-crown from it. The theft was detected, and the accused hurried out of the shop and ran off, but was finally run to earth by P.S. Flicker, of the A division. On the landing in the house in which the prisoner was captured, a boy picked up the missing half-crown. At the time of his arrest the accused declared that he was not the man, but he did not now contest the case. Detective Harrison said he was present at that court on the 15th July, 1899, when the prisoner was sentenced to four months' hard labour for larceny. Mr. Francis committed the prisoner, who made no answer to the charge, to take his trial at the South London Sessions.

**PATENT DISPUTE.**—At the Acocck's Green Police Court, on the 4th inst., before Messrs. Muscott and Onions, ALFRED LEONARD KENDRICK, Park Avenue, George Street, Balsall Heath, was summoned by his father, THOMAS KENDRICK, 58, Fulham Road, for stealing a model of a tobacco pipe cleaner. Mr. G. F. Cowpland Lowe defended. The prosecutor said he was a landscape artist and fine art dealer, but formerly he was a patent agent. Until May last he lived with the defendant, who assisted him in business, at Castleford Road, Sparkhill. When he left that house the model, he said, was in a drawer along with other inventions of his in the care of the defendant. Subsequently he discovered that a provisional patent had been applied for in respect to the pipe cleaner, and on further enquiry he found that prisoner had sold the article to a Mr. Grant Smith for twelve guineas. Mr. Lowe (cross-examining): I have a certified copy of the registration of that article as far back as 1892. I say it is not your property. Prosecutor: It is, and it was made for me nine years ago by Mr. Llewellyn Augustus Parrock, by my instructions. Prosecutor added that it was never registered. Mr. Lowe handed the copy of the certificate of registration to the prosecutor, who denied that it was registered by him, and said that this was the first he had heard of its being registered. Mr. Parrock said he made the model produced in court for the prosecutor, and another similar one which he kept himself, but which he could not now find. Pressed by Mr. Lowe as to whether he could swear to it, witness said he could not, but he felt sure it was the one he made. Mr. Lowe: I feel sure it is not. The one produced, witness admitted, had been sharpened, whereas the one he made was not. Mr. W. Colin Grant Smith, a chartered accountant, of Wolverhampton, said he purchased in June last the model from the defendant, who told him that it was his own. The defendant advised him to take out a patent for the design. Mr. Lowe intimated that he should reserve his defence, and the defendant was committed to take his trial at the Worcester Quarter Sessions. Mr. Lowe applied for bail, and the prosecutor objected, but it was granted.

**DISHONEST WORKMAN.**—WILLIAM LAWLER (25), tobacco presser, living at Bow, was charged at Worship Street, on the 4th inst., on remand, with having stolen about 14 oz. of tobacco, the property of his employers. The prosecutors, who trade as ALBERT BAKER & Co., LTD., have a factory at Central Street, St. Luke's, where the prisoner was employed. On the 27th ult. a communication was made to the manager of the factory that there was a shortage in the weight of tobacco sent up from the press that morning, and the manager apparently suspected the prisoner, and having satisfied himself that the foreman had correctly weighed the tobacco, he told the prisoner that he would have to be searched, and the prisoner acquiesced. The manager, the foreman, and the prisoner proceeded to the office. On the way they passed a w.c., and the prisoner, who was last of the party, slipped in there. On his re-appearance the manager looked into the recess, but saw nothing. The search of the prisoner disclosed only a small quantity of cigarette tobacco, as to which no charge was made, and the prisoner was allowed to go. It was the dinner hour, and he left the factory. Immediately the search was over the manager and foreman made a thorough

search of the w.c., and on top of a tank outside, but reached from the window, a parcel containing 14 oz. of tobacco was found. It was part of that which had been taken from the press that morning, and was still hot. The prisoner was afterwards charged, but denied all knowledge of the parcel. It was said to be wrapped in paper with which prisoner had to deal. Mr. Margetts, solicitor, who prosecuted, said it had been discovered in the interval of remand that the prisoner had sent a message by a girl named Gold, who was employed at the factory, to a man who worked in another part of the premises, to go to the w.c. and get the stuff from the top of the tank. The girl had made a statement to that effect, and signed it in his (Mr. Margetts') office, but on being put into the witness-box she said the prisoner did not say anything about the w.c. that she remembered, and when he asked her to get the stuff she went to his box and got the bit of cigarette tobacco found on him. Mr. Crowdell, solicitor for the defence, put the prisoner into the witness-box to deny all knowledge of the matter. He, however, elected to have the case settled at once, Mr. Mead convicted him, and sentenced him to six weeks.

**A NEW MATERIAL FOR MOUTHPIECES.**—"Kuhlow's German Trade Review," a newspaper published in the English language in Berlin, thus describes a material which should make a good, cheap mouthpiece for a cigar or cigarette: Cellulith is a new product obtained by the prolonged beating of paper pulp, resulting in a transparent syrup which hardens rapidly in the air. It is an amorphous colloid hydrate of cellulose. Before it hardens it is a sort of liquid vegetable parchment. The process of manufacture is one of extreme simplicity, and lasts from 40 to 150 hours. Cellulith can be dyed any desired colour while still liquid. It has the advantage over celluloid of being almost uninflam-mable, and can, therefore, be used for many purposes for which celluloid is unsuited.

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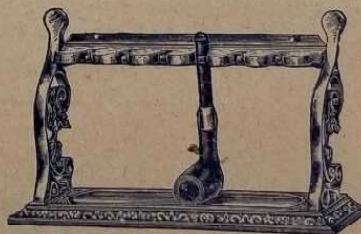
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than many, 3<sup>d.</sup>

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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.

NATHAN, ISAAC, a tobacconist (formerly trading as Frederick Nathan, at 11, Grand Parade, Green Lanes, Harringay), but now out of business, residing at 2, Kinnoull Mansions, Clarence Road, Lower Clapton. Date of petition and receiving order, September 11, 1900; on debtor's own petition.

ANSELL, WILLIAM, tobacconist and hairdresser, 13, Sandringham Street, and 9, Lawrence Street, York. Date of petition and receiving order, September 13, 1900; on debtor's own petition.

CHADWICK, JOHN, tobacconist, 77, Church Lane, Pudsey, Yorks. Date of petition and receiving order, September 20, 1900; on debtor's own petition.

GILBORN, WILLIAM HENRY, tobacconist, 18, Oxford Street, Manchester. Date of petition, September 11, 1900; receiving order, September 26; on creditor's petition.

WALPOLE, ISAAC, tobacconist, &c., formerly residing and carrying on business at 227, Wheeler Street, and 186, Gerrard Street, Lozells, Aston-juxta-Birmingham. Date of petition and receiving order, October 2, 1900; on debtor's own petition.

DAVIES, SARAH, formerly tobacconist, 2, Gorse Lane and 217A, High Street, Swansea. Date of receiving order and petition, October 3, 1900. Debtor's own petition.

WINE, HYMAN, tobacconist and confectioner, late of 126 but now of 118, Osbourne Street, Kingston-upon-Hull. Date of petition and receiving order, October 4, 1900.

### First Meetings and Public Examinations.

ANSELL, WILLIAM, tobacconist and hairdresser, 13, Sandringham Street, and 9, Lawrence Street, York. First meeting, September 28, 1900; public examination, October 5, at the Courts of Justice, York.

CHADWICK, JOHN, tobacconist, 77, Church Lane, Pudsey, Yorks. First meeting, October 5, 1900; public examination, November 7, at the County Court, Manor Row, Bradford, 10 a.m.

NATHAN, ISAAC, a tobacconist (formerly trading as Frederick Nathan, at 11, Grand Parade, Green Lanes, Harringay), but now out of business, and residing at 2, Kinnoull Mansions, Clarence Road, Lower Clapton. Date of first meeting, October 2, 1900; public examination, October 8, at the Court House, Edmonton, 11.30 a.m.

### Adjudications.

NATHAN, ISAAC, a tobacconist (formerly trading as Frederick Nathan, at 11, Grand Parade, Green Lanes, Harringay), but now out of business, residing at 2, Kinnoull Mansions, Clarence Road, Lower Clapton. September 11, 1900.

ANSELL, WILLIAM, tobacconist and hairdresser, 13, Sandringham Street, and 9, Lawrence Street, York. September 13, 1900.

CHADWICK, JOHN, tobacconist, 77, Church Lane, Pudsey, York. September 20, 1900.

GILBORN, WILLIAM HENRY, tobacconist, 18, Oxford Street, Manchester. September 28, 1900.

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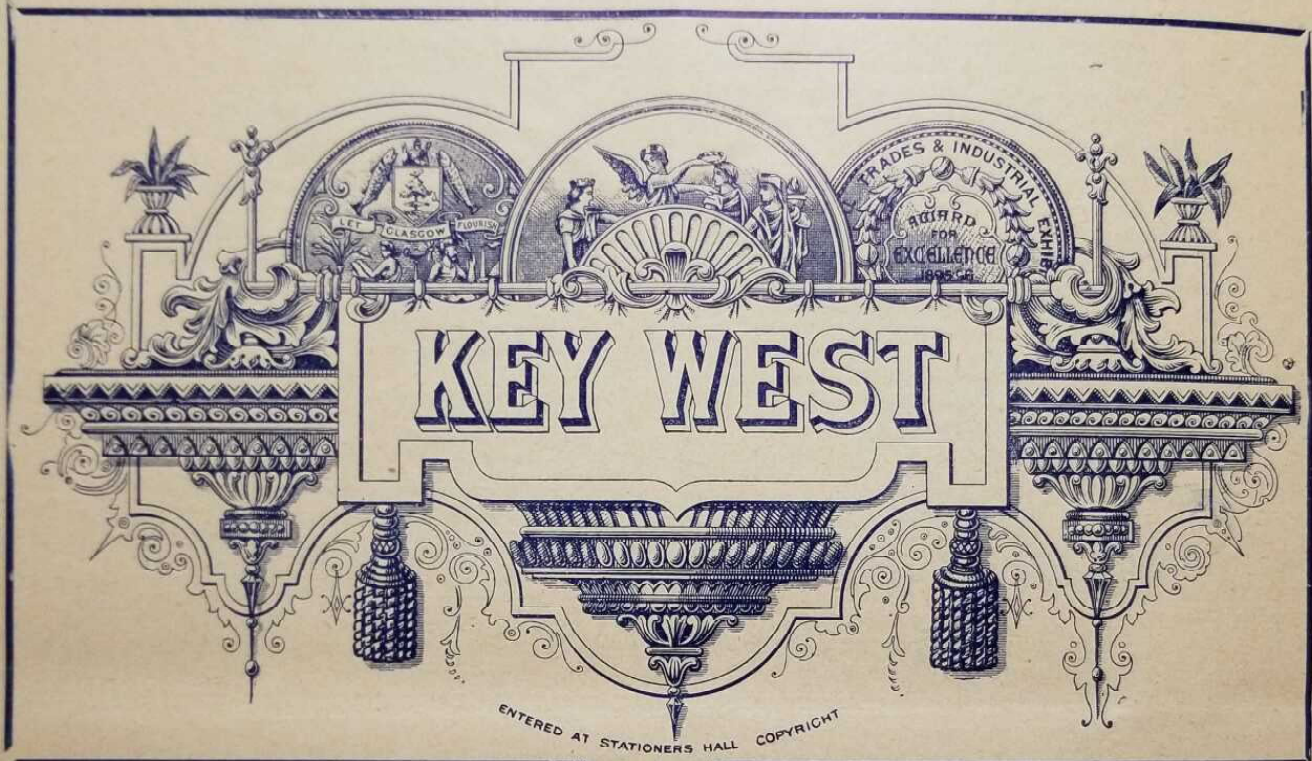
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# CAUTION.



It having come to the knowledge of

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

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

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

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



WINE, HYMAN, tobacconist and confectioner, late of 126 but now of 118, Osbourne Street, Kingston-upon-Hull. Date of order, October 4, 1900.

DAVIES, SARAH, formerly tobacconist, 2, Gorse Lane and 217A, High Street, Swansea. October 3, 1900.

#### Notices of Intended Dividends.

HOCHSCHILD, LOUIS, cigar merchant, carrying on business as The Foreign Cigar Company, at 88, High Street, Manchester, and 50, Bradshawgate, Bolton, and lately carrying on a like business under the style of L. H. Child & Co., at 1, Nicholas Croft, Manchester. Last day for receiving proofs October 3, 1900. H. L. Price, 79, Mosley Street, Manchester, Trustee.

SMITH, HARRY, tobacconist, trading at 26, Wheeler Gate, Nottingham. Last day for receiving proofs, October 8, 1900. Thomas Gourlay, Official Receiver, 4, Castle Place, Nottingham, Trustee.

SMITH, WILLIAM FREDERICK (trading as George Thompson Smith), tobacconist, grocer and cheesemonger, Rochester. Last day for receiving proofs, October 17, 1900. Edward Allen, 12, King Edward Road, Rochester, Trustee.

ANSELL, WILLIAM, tobacconist and hairdresser, 13, Sandringham Street, and 9, Lawrence Street, York. Last day for receiving proofs, October 16, 1900. E. T. Wilkinson, Official Receiver, 28, Stonegate, York, Trustee.

PERFECT, HENRY HORACE, tobacconist, &c., 37, South Denes Road, Yarmouth. Last day for proofs, October 24, 1900. Trustee, H. P. Gould, Official Receiver, 8, King Street, Norwich.

PARRY, WILLIAM JOHN, fancy goods dealer and tobacconist, 24, Duke Street, Liverpool. Last day for proofs, October 24, 1900. Trustee, Frederick Gittens, Official Receiver, 35, Victoria Street, Liverpool.

GOOCH, THOMAS WILLIAM, tobacconist, 14, Alexandra Road and 76, St. Benedict's Street, Norwich. Last day for proofs, October 24, 1900. Trustee, H. P. Gould, Official Receiver, 8, King Street, Norwich.

#### Notices of Dividends.

MAJOR, WILLIAM HENRY, tobacconist, 120, Foord Road, Folkestone, Kent. First and final dividend of 15. 6 $\frac{3}{4}$ d. in the £, payable September 19, 1900, at the Official Receiver's office, 68, Castle Street, Canterbury.

STIMSON, ERNEST JAMES, cigar manufacturer, carrying on business as E. J. Stimson & Co., at 23A, King Street, Leicester. Second dividend of 15. in the £, payable September 20, at 12, Friar Lane, Leicester.

VAUGHAN, FREDERICK WILLIAM, tobacco and cigar merchant, The Arcade Buildings, Fishergate, Preston. First and final dividend of 15. 11 $\frac{1}{4}$ d. in the £, payable October 5, 1900, at the Official Receiver's office, 14, Chapel Street, Preston.

GILLOW, HENRY, tobacconist and newsagent, 2, Nelson Street, Greenwich. First and final dividend of 3s. 7d. in the £, payable October 17, 1900, at the Official Receiver's office, 24, Railway Approach, London Bridge, S.E.

#### Appointment of Trustee.

WALKER, JOHN, trading as Richard Walker, tobacconist, 185, Bradford Road and 180, Main Street, Bingley, Yorks. Trustee, Charles Mason, accountant, Park Road, Bingley. September 13, 1900.

#### Notice of Release of Trustee.

DORMAN, WILLIAM, tobacconist's assistant, late timber merchant, 120, Grey Street, Newcastle-on-Tyne. Trustee, J. G. Gibson, Official Receiver, 30, Mosley Street, Newcastle-on-Tyne. August 10, 1900.

#### Partnerships Dissolved.

CHARLES VALENTINE WATTS and ALBERT JOHN WATTS, trading as C. & A. Watts, stick mounters and electro platers, of 21, Goswell Road, London. Debts due and owing, received and paid by Charles Valentine Watts, who continues the business under his own name. September 29, 1900.

THOMAS WILSON and DUNCAN McPHERSON, carrying on business as Wilson, McPherson, & Co., cigar manufacturers and importers, of 32, Corporation Street, Manchester, and Yorkshire Street, Salford, as and from the 12th day of September, 1900. Debts due and owing, received and paid by Thomas Wilson, who continues the business under the style of "Thomas Wilson, late William Mather."

#### In the Scotch Bankruptcy Court.

T. BANK & Co., cigarette manufacturers and tobacconist furnishers, 52, Main Street, Gorbals, Glasgow, and B. FISCH, residing at 17, Albert Drive, Crosshill, Glasgow, and B. ABRAHAMS, residing at 14, West End Park Street, Glasgow, the individual partners of such firm, as such partners and as individuals. The first deliverance is dated September 21. The meeting to elect trustee and commissioners will be held in the Faculty Hall, St. George's Place, Glasgow, October 16, at 12 o'clock. Walker & Nisbet, writers, 205, Hope Street, Glasgow, agents.

## In the Matter of

THOMAS WILLIAM GOOCH, tobacconist, St. Benedick Street, Norwich. The debtor came up for his public examination at the Norwich Bankruptcy Court on the 24th ult. (the gross liabilities being £169 12s. 6d., and assets £36), when he stated that up to last September he was a grocer's assistant earning 28s. per week. He did not save any money, but started as a tobacconist because he wished to be in business for himself. He had no money, and knew nothing about the business. He took a shop, which had previously been occupied by a man named Mason, who represented that the business brought in a little money. Debtor heard that he was leaving through failing health. There was a little stock and some fixtures, for which the debtor was asked £50. He did not ask any one to value for him, and the money to pay for the things he borrowed from Mr. Bloomfield, of Goat Lane. Debtor now considered the stock was worth £8 or £9, and the fixtures about £10. He paid the £50, because the turnover was represented at £10 or £12 a week, and that there was more stock. As much as debtor could do was to take £5 a week. The profit on £10 was £2. To begin with he borrowed £80, none of which he had repaid. Proceedings were taken against him, and, an execution being levied, he filed his petition, the money being lent him by his mother. Debtor had done a little betting and card playing, but had not neglected his business. The examination was closed.

SAMUEL HUGO, tailor and tobacconist, of Padstow, Cornwall. On September 19 the creditors were called to a first meeting at the Official Receiver's office, Truro. The gross liabilities were estimated by debtor at £244. The assets were set down as worth £45, including £37 for furniture, and there was a deficiency of £199.

ALBERT VERITY HAMMOND. The debtor was publicly examined on the 6th ult., as reported in our last issue, and came up on the 20th ult. to the adjourned examination, when

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



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IN OUR

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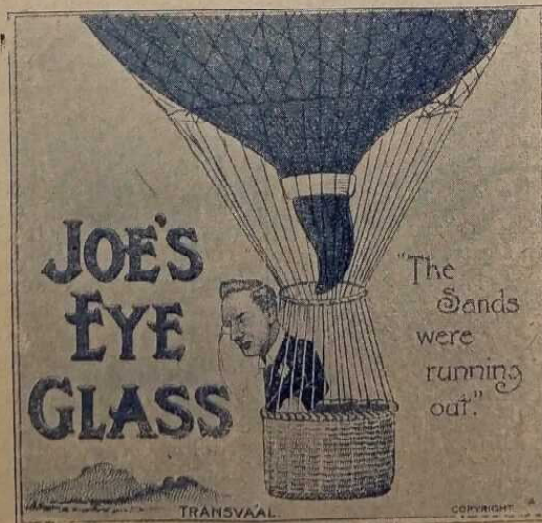


# Adolph Elkin & Co.,

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

# THE SEASON'S SUCCESS.

PURE  
VIRGINIA  
WHIFFS.



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Per Packet  
of 10.

Comic  
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in each  
Packet.

Show  
a Good Profit  
to Retailer.

TO BE OBTAINED FROM ALL WHOLESALE HOUSES.

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the Official Receiver intimated that a slight amendment of the statement of affairs would be required, but he had no further questions to put to the bankrupt. The examination was closed.

**HENRY HOWE**, tobacconist, Derby. The debtor was examined at the Derby Bankruptcy Court last month, when he said that prior to 1894 he commenced business in Derby as a tobacconist, but made an arrangement with his creditors, and paid 4s. 6d. in the pound. In April, 1899, he went to British Columbia, with £80 or £90 in his pocket, with the intention of gold mining. He spent all this and returned, and the debts owing were for goods supplied before he went away. Examination closed.

**FREDERICK PAGE**, tobacconist and hairdresser, of Market Place, Wantage. At the first meeting of creditors, held on the 18th ult., the following particulars were disclosed:—The gross liabilities are estimated to amount to £300 1s. 11d.; expected to rank, £285 15s. 5d. The assets are estimated to produce £46 19s. 11d., leaving a deficiency of £238 15s. 6d. The alleged causes of failure are want of capital, competition, and legal expenses. The Official Receiver makes the following observations:—The debtor has traded as a barber at Swindon, Bristol, and Wantage within the past six years. At Swindon an administration order in bankruptcy was made against him, ordering him to pay 10s. a month on an indebtedness of £27 6s. 2d. Only £1 had been paid under this order, and a debt of £6 7s. 1d. in full. At the instigation of relatives, the debtor purchased his present business at the price of £120, advanced by his mother for the purpose; but insufficient inquiries were made, and no independent valuer employed, and probably a good deal more was paid for it than it was worth. Having expended the whole £120, the debtor had no working capital left. Under such conditions, coupled with ignorance of the tobacco trade, the debtor was naturally unable to make his business pay, and probably has never been solvent since December, 1898, when he started it. Out of his indebtedness £120 is still due for borrowed capital, about £125 to trade creditors, and the balance for necessaries. A year ago, the debtor states, his liabilities exceeded his assets by £166 16s. 4d., and he became aware he was insolvent six months ago. During the last year of trading he estimates his profits at £32 10s., and his household expenditure at £104. The seven industrial life policies are for small sums, and effected on the lives of his children. The debtor has not kept any books or accounts. The debtor appeared at the Oxford Bankruptcy Court on the 26th ult. for his public examination, when he stated that he owed more to his creditors at Bristol than he could pay them when he left that city for Wantage because he parted with his Bristol business to a nephew for £5. His furniture when he went to Wantage was worth about £18. When he left Bristol he had not investigated the business at Wantage which he came to buy. He borrowed £120 from his mother with which to purchase the business, but he could see now, to his sorrow, that it was a weak thing to go into business without ascertaining what it was worth. Part of the business was that of a tobacconist's, and he had had no previous experience whatever in that line, and he had never been in a position since he had been at Wantage to pay his creditors 20s. in the £; his only hope was that he should be able to make the business pay. The £120 was still due to his mother, and, in addition to this, he owed £20 odd to his creditors, £21 15s. 3d. being due to Messrs. Wills & Co., tobacco manufacturers, of Bristol, incurred in April, 1900; also a sum of £10 12s. to Mr. Brigham, tobacconist, of Reading, incurred in May last. When he incurred these debts he hoped to raise money on a share he thought he was entitled to in his father's will, but that proved illusory. He had not 5s. when he went to Wantage after having paid the carriage of his goods. The case was adjourned till the 31st of October.

**WILLIAM ANSELL**, tobacconist, of Sandringham Street and Lawrence Street, York. The first meeting of creditors in

this estate was held at York on the 28th ult., when the statement of affairs showed gross liabilities £139 16s. 2d., of which £115 16s. 2d. is unsecured, and assets £29 12s. The debtor attributed his failure to losing £400 when formerly in business as a grocer in Knaresborough, want of employment for about a year, family sickness, and loss of £80 by forced sale of his stock-in-trade by the Sheriff. The estate remains in the hands of the Official Receiver for administration. The public examination, which was held on the 5th instant, at York Courts of Justice, was adjourned.

**DANIEL MORGAN MEREDITH**, of 21, James Street Cardiff Docks. The debtor came up at the Cardiff Bankruptcy Court on September 28 for his public examination with liabilities amounting to nearly £500, and assets nil. His wife, whom he states owns the tobacconist's business at 21, James Street, was represented by counsel. In the course of a long and searching examination by the Official Receiver (Mr. George David), the bankrupt said that in September of last year he received £1,000 under his grandfather's will. He deposited this in the National Provincial Bank on November 21, and on December 1 he withdrew £200. He spent this money by following up races all over the country. He also withdrew £262 on the same date as he made the deposit of £1,000 in the bank, and all that he could say was that he had squandered this money also. On January 17 he withdrew a further sum of £100, and a week later he took out of the bank the whole of the remainder, which amounted to £400. Meredith was cautioned before giving his explanation as to the way in which he had disposed of this money, and, after a lot of cross-questioning and a threat by the Registrar that the bankrupt would be reported to the judge, the fact was elicited that he had given £100 each to his two sons and £200 to his wife. There was no mention made of either of these amounts in the bankrupt's cash account. His excuse for this omission was that he believed the Official Receiver would find it out. Some of the answers were given in such an unsatisfactory way that the Registrar again warned Meredith that, unless he answered properly, he would be reported to the judge. The hairdressing and tobacconist business was carried on by his wife, and her name had been over the door for twelve months. He was not a betting man, but he kept clerks, and went "by the satchel." He was only "part of a betting man," attending meetings about once a week. After cross-examination of the bankrupt by Mr. Morgan Rees, the examination was deferred until November 2, and the bankrupt was ordered to prepare an amended cash account.

**JOHN CHADWICK**, tobacconist, Pudsey.—The first meeting was called for October 5, at the Official Receiver's Office, Manor Row, Bradford, but no creditor attending, the affairs remain in the hands of the Official Receiver. The debtor's statement of affairs shows liabilities of £216 7s., and assets £83 8s. 6d. The bankrupt attributes his failure to the engineers' strike at Leeds and to want of capital.

**ELIZABETH REDGATE BROWN**.—At the Nottingham Bankruptcy Court, on the 5th inst., the debtor, who formerly traded as a tobacconist at 99, Radford Road, Nottingham, came up for examination. Her liabilities amounted to £1,441 5s., and assets to £25. The creditors were likely to make a total loss. She commenced business in August, 1897, without any previous knowledge of the business, and she was not successful. Her bankruptcy was caused by losses on property, and lending money which had not been returned. The examination was formally closed.

"So, Johnson, I hear you went to the anti-tobacco meeting last night. Did it make much impression on you?"

"Rather; so much that I went straight home and burnt my last cigar."

"What a waste! You might at least have given it to a friend."

"No fear; I kept one end in my mouth all the time."

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



# 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.

THE HIGHEST-CLASS  
VIRGINIA 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.

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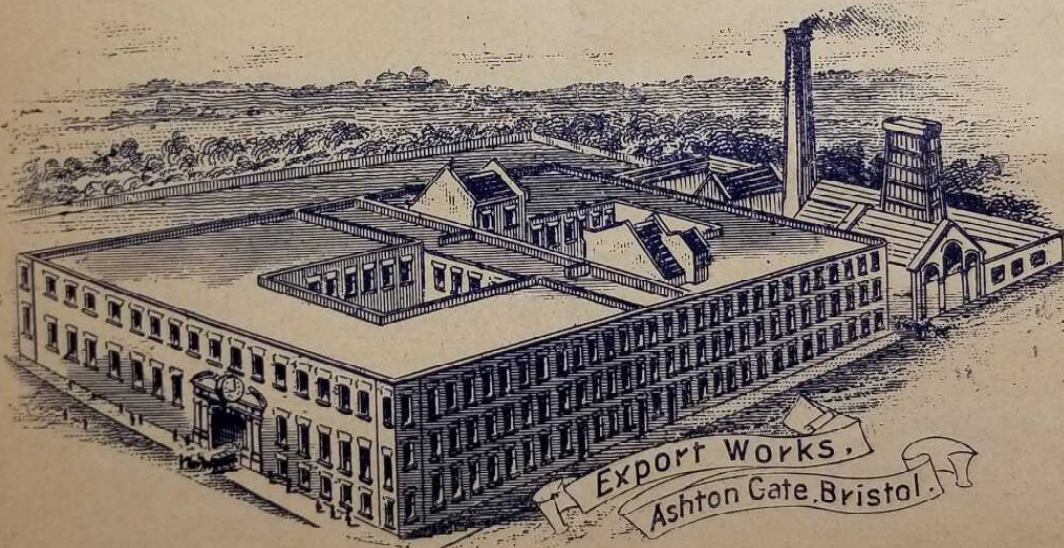
# Messrs. Wills' New Factory.

WHEN Mr. Harry Warrington, of Castlewood, in Virginia, landed on Bristol quay, according to Thackeray, early in the reign of George III., with his mother's consignment of Three Castles, the cringing merchant who received him was not a member of the Wills family, but the firm of Wills had been in existence several years before that time. Those were very early days for the tobacco trade; what enormous progress must have been made when tobacco is no longer only a British import, but British manufactured tobacco is exported to such an extent that one firm alone—certainly the biggest in this country—finds it necessary to spend £100,000 on erecting a building, and to employ 1,000 hands, for the purpose of manufacturing for export only. This is a matter for reflection and congratulation, until lately, our export trade has been of very little consequence, but if many more bonded factories are to be built there is no knowing to what extent it may develop.

Bristol was just in the preliminary throes of election warfare when I made my way, on the 26th September, to Ashton Gate to visit the immense bonded factory which Messrs. Wills have recently opened there. I was shown the way by an artisan, who told me with great delight that he had just succeeded in

monopoly of it when, as yet, there was none other in the field. Turning out its 500 or 600 a minute, it has held its own against all the other machines that have since been introduced; and while on this subject I may also allude to the ingenious "Crimper," another monopoly, which folds and presses the edges of the envelope of the cigarette together, thus providing a joint entirely devoid of adhesive matter, and giving the cigarette a very elegant and symmetrical appearance. One of the wheels of the crimper is only  $\frac{1}{16}$ th of an inch in diameter, and yet it runs at the rate of 4,000 revolutions a minute. Another exceptional feature is the air-tight tin, made absolutely air-tight by soldering, which has greatly assisted in establishing Wills' cigarettes in every quarter of the globe, as the condition and flavour of the tobacco is preserved in every climate.

There have been various developments from time to time of the firm's domicile. It is not so very long since small old-fashioned premises in Maryleport Street and Redcliffe Street sufficed. Thirty-five years ago the new and present building in Redcliffe Street was erected. About fifteen years ago the export trade, then in its infancy, required accommodation elsewhere, and, for the time, it was carried on in Baldwin Street. Then came the present grand factory in Bedminster for the home trade, and Redcliffe Street was taken over for the export.



getting his daughter into the factory, and he evidently thought himself exceptionally fortunate. Well he might, for there is perhaps no concern in England where so much thoughtfulness is shown to the workpeople, of whom there are 4,000. Limited hours of work, a fortnight's holiday per annum on full pay, restaurants, circulating libraries, and the rest of it, to say nothing of a lady specially employed to look after the welfare of the girls and visit them when they are ill; these things are not found on all factories, and another interesting feature is the picture gallery, in which are oil paintings of those who have given long service to the firm.

On arrival at Ashton Gate, we were escorted over the place by Messrs. Melville, Harry and G. A. Wills, and H. Owen, and I reflected that, as this was the first time a journalist had entered the building it would also probably be the last, for usually the social features of this bee-hive are the only ones visible to the outsider. To go in and see a live Bonsack at work has not hitherto been possible; for that you had to go to America. This, as everyone knows, was the first great cigarette machine which came across the Atlantic, and Messrs. Wills had the sense to foresee at once the enormous developments that would ensue in cigarette production, and so secured the

Ten years more passed, and more room was required, so the Bedminster old cricket ground and land adjoining, consisting of some ten acres, situated at Ashton Gate, were purchased, and four years ago the foundations of the present factory were laid in open fields, to-day covered by innumerable streets of shops and houses. At last this new factory is in full running order. The buildings are substantially built of red brick, and cover two acres of ground. There are three floors, and the factory throughout is of the most modern fireproof construction; indeed, a fire insurance inspector recently described it as the best risk he had seen in a long experience, both at home and abroad. The work-rooms are light, lofty, and well ventilated; the top story is arranged with a flat roof for further development hereafter. The building is rectangular, 320 feet long and 200 feet broad, arranged so as to enclose a central courtyard for the receiving and despatching of goods.

The engine and boiler houses at the rear form an entirely distinct block, and provide electricity both for the driving of the machinery and also for the lighting of the premises.

Beneath the ground floor is a subterranean roadway right round the building which serves to accommodate the numerous steam, water and gas pipes and the electric cables, and leads

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



# LA SAGERA CHOICE CIGARS.

GOODMAN & HARRIS.

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WHOLESALE FROM

# Goodman & Harris, LEICESTER.

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to the various parts of the building. The various rooms and corridors are spacious and well lighted, and the sanitary arrangements are of the most modern description, thorough ventilation by means of electric fans being a special feature. The factory is protected from fire by twelve hydrants fed by a continuous supply from the Bristol Waterworks Company's main. There are also fire buckets and hose, and the Company has its own well-drilled fire brigade.

One of the main features of the building is the large kitchen and restaurant provided for the workpeople on the first floor, with sitting accommodation for one thousand persons at a time; the gas and steam-cooking apparatus installed there is of the most modern type, and cost £1,000. The restaurant provides excellent and well-cooked food at cost price, and the vast quantities consumed enable the Company to buy at the very lowest market rates.

The ground floor is principally occupied by huge store-rooms which contain countless trollies (of the Company's own design) filled with manufactured tobaccos and cigarettes ready for packing and shipment.

On the first floor is the leaf room, where the hogsheads are opened and the leaf is sorted and blended. Adjoining the leaf room is the casing room. Next are the various cutting, storing and pressing rooms. On this floor are also the cooling and the stemming room. The fitting shop for the many repairs to the delicate machinery is located here also, and is furnished with all the necessary up-to-date tools.

Ascending by one of the electric lifts, we reach the packing department (on the second floor), with a variety of soldering, labelling and packing rooms. In the northern half of the second floor is the cigarette machine room, filled with the famous Bonsack fast-running continuous cigarette machines.

Before leaving the factory we were conducted through the extensive forwarding department, where the various tobaccos and cigarettes are packed into cases for shipment to almost every country in the world. Cases were awaiting shipment to the West Indies, South Africa, the Gold Coast, Peru, Chili, and the Klondike, Vancouver and Yokohama, Shanghai and Hong Kong, Calcutta, Ceylon, Australia and New Zealand, the Governments of Italy, France, Austria and Hungary, and last, but not least, to the place from which it originally came, the United States.

The factory in Redcliffe Street, given up in favour of this new building, is now undergoing a thorough renovation preparatory to being utilised as an adjunct to the home factory, and it is rumoured that in the near future the Company will again be building.

When we had finished our inspection of this wonderful place our party—which included the heads of the Bedminster factory and Mr. Rennie, who represented the London house in the unavoidable absence through illness of Mr. Arthur Hamilton Wills—was entertained at luncheon, Mr. Harry Wills, head of the export department, presiding, with the assistance of Mr. G. A. Wills, the High Sheriff, who is the head of the Bedminster factory. And so ended a gratifying and very interesting visit.

A HONOLULU PAPER is of the opinion that the United States tariff regulations will probably exterminate the business of manufacturing cigars in the Hawaiian Islands. This may appear strange when it is remembered that the duty on imported cigars is supposed to protect the manufacturer from Philippine competition, but it places him completely at the mercy of his other competitor on the mainland. The way the law works out is to protect the purely American manufacturer against foreign manufactured goods and foreign leaf. In Hawaii a very cheap cigar is made of island tobacco. It is coarse in every respect and brings a low price. When better cigars have been attempted, the tobacco has been imported from China and Manila. The new law will kill Hawaiian leaf cigars, as the United States licence and internal revenue taxes on cigars reckon the number and not the quality in cheap goods. Again, it knocks out cigars from imported leaf, as the import duty is high. The only recourse of the local manufacturer then is to import his tobacco from the mainland. Freight and other expenses in this process wipe the profit from the business.

JOHN LACKARD, one of the most remarkable men in the State of West Virginia, died recently, aged 103 years and 10 months. He never knew a day's sickness. He never took medicine, never used glasses, and never rode when he could walk. He used tobacco and drank whisky in moderation. He could dance an Irish jig as well as anyone, and only a few months ago walked eighteen miles in preference to riding. He was born in Ireland, but after knocking out a local champion in a fight he fled to America, and has lived there for seventy-five years. He was the strongest man in his region. Why don't the anti-tobacco societies look into this? If he had not used tobacco he might not have died so prematurely.

A RESIDENT of Capetown went into a tobacconist's shop there for a supply of the fragrant weed, and in looking about espied the "Sir Alfred Milner Mixture," which was strongly recommended to him. But upon asking, out of pure curiosity, whether the proprietor hadn't a "Bond Mixture" as well, that horrified worthy exclaimed, "Good heavens, no! The bally thing reeks too much of salt-petre." After that the customer took the other mixture.

CUBA was discovered, in 1492, by Christopher Columbus. In 1511, don Diego Velasquez sailed from St. Domingo, with four vessels and about 300 men, for the conquest of the island. He landed, on the 25th of July, near the bay of St. Jago, to which he gave its name. The natives, commanded by the cacique Hatuey, who had fled from St. Domingo, his native country, on account of the cruelties of the Spaniards, in vain endeavoured to oppose the progress of the invaders. The noise of the fire-arms was sufficient to disperse the poor Indians. Hatuey was taken prisoner and condemned to be burned alive, which sentence was executed after he had refused to be baptized. This diabolical act filled all the other caciques with terror, and they hastened to pay homage to Velasquez, who met with no more opposition. The conquest of Cuba did not cost the Spaniards a single man.

**UP-TO-DATE!!!**

**GREAT NOVELTY.**

**The TURNSTILE PIPE RACK**

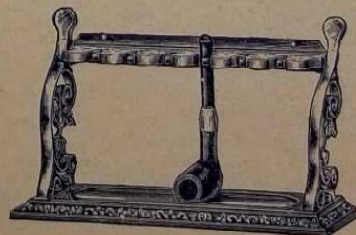
(PUNT'S PATENT).

The most ingenious and perfect Pipe Rack ever put on the market.

AN ORNAMENT TO ANY SHOW CASE OR SHOP WINDOW.

Retail Price

**HALF  
A  
GUINEA.**



Retail Price

**HALF  
A  
GUINEA.**

Superior Nickel Plated or Blue Steel Finish.

THIS ARTICLE SELLS AT SIGHT.

For Terms and full particulars apply to

**CHARLES MAAS & CO.,**

13, Jewin Crescent,

LONDON, E.C.

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



# The New Factory at Hoxton.

**M**ESSRS. J. R. FREEMAN & SON, of St. John's Road, Hoxton, were one of the first firms in the trade to claim for British cigars their true position. They were, we believe, the first to let them stand on their own merits by giving them British names. They were certainly the first to recognise the great value of the Borneo leaf. It is always with great pleasure that the writer of these lines alludes to any development of this conscientious and deservedly successful firm, or recalls their past history.

The firm was founded, in 1848, by the father of its present senior partner, at a time when Hoxton was somewhere out in the fields, and it has always stood well, but of late its progress has been of the leaps and bounds order. The causes of this are partly, no doubt, the discovery of the uses of Borneo tobacco, but also the perseverance and industry of Mr. G. J. Freeman, who, in spite of recent ill-health, never fails to be at his post from early morning, watching



EXTERIOR OF FACTORY.



GROUND FLOOR.

every batch of cigars that is turned out, and his knowledge of leaf and his foresight in laying in large stocks of Havana leaf previous to the war—stocks which were taken from the crop of a very good year, and are still tiding him over, and will continue to do so for another eighteen months or so, by which time it is to be hoped something better will be forthcoming from Cuba than anything the market has to offer just now to those who have not provided for a rainy day. There is also a junior partner, Mr. Donald Freeman, who was, as it were, born in the business. Whether he actually chewed in his cradle—cigars being forbidden by an inexorable nurse—history does not record, but "Master Donald," who is still young, though very wise and married, seems to have been for years doing the "light cavalry" part of the business, and supplying the eyes and ears (to adopt a khaki metaphor) of the enterprise. It would be difficult to decide whether father or son is the most firmly convinced of the fact that the highest commercial aim of man is to produce an entirely excellent British cigar, and to drive it to the uttermost ends of the earth.

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



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And they have driven it a good long way, as, for instance, to the north of India, Australia, and many other distant spots, with considerable success, notwithstanding the difficulty created by an insufficient drawback, which Mr. Freeman has made gallant efforts to reform, but so far without much success. The enormous strides made by those firms who can manufacture in bond, one instance of which is given elsewhere in this issue, show what can be done with the export of British tobacco manufactured under fair conditions, but the conditions are not fair to our cigar houses, who never get back the full duty they have paid in the first instance on the leaf.

It is always interesting to hear Mr. Freeman dilate on the qualities of a really good cigar, and the special merits of Borneo as a wrapper. Among other qualifications, is the entire elimination of German leaf, too often blended in by inferior makers to produce a white and even burning ash, which it does better than any; but to the German leaf more than anything else is attributable that nasty back taste which too often revolts us in the British twopenny.

The name "Darvel Bay," which is taken from a famous bay in British North Borneo, has become a sort of watchword with this firm, and the mind can hardly take in the idea of Darvel Bay without connoting along with it the thought of Freeman, and *vice versa*. The only possible other thought might be J. Caridi & Co., Bury Court, for the firm,

done good service in pushing them along, and greatly assisted in the rapid developments which have taken place in the last two or three years.

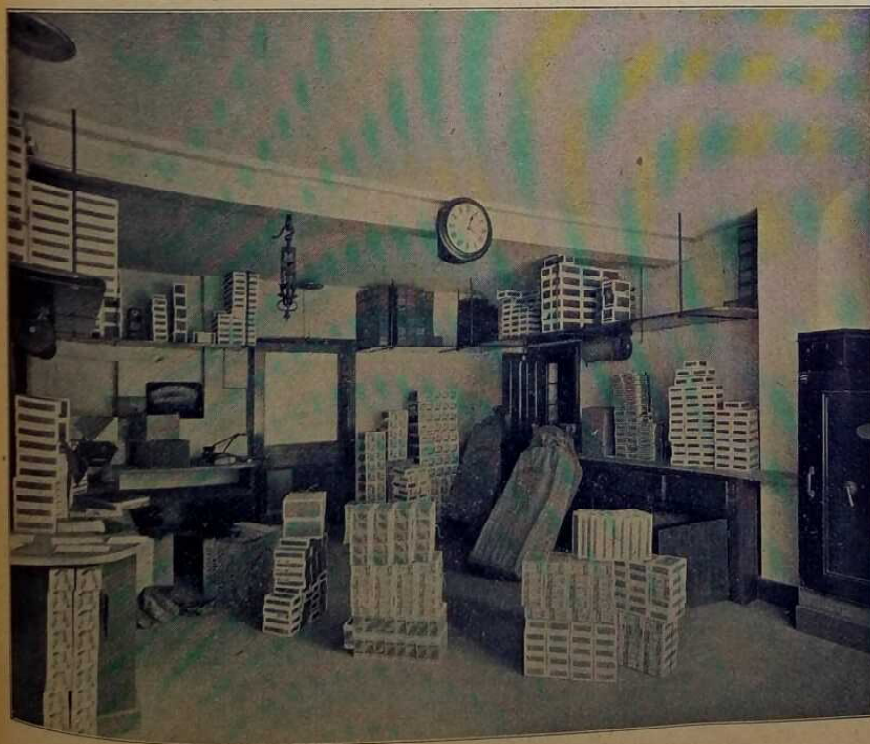


SORTING ROOM.

As to the results of these developments, one of the most important is the new factory, which has lately been opened, after a temporary withdrawal of operations to Finsbury. It stands on the old site, but has been entirely rebuilt, so as to conform with modern requirements. For years past the firm has been struggling under the disadvantage of ever acquiring fresh room by absorbing neighbouring houses, or rather cottages, till the factory began to assume the appearance of a rabbit warren, and at that there was no room for all the work that had to be done in it.

It would only be tedious to our readers to describe the various rooms and what takes place in each, for, after all, one cigar factory must be, in its general features, the same as another. Here everything is now compact and complete, with excellent light and ventilation, and a flat roof all ready to receive several more storeys when the opportunity occurs to add them, which, no doubt, will not be far ahead, and there are no ancient lights about to obstruct further operations. It will be enough to call attention to one or two salient points which assist good manufacturing. In the cigar making room, for instance, is a steel roof, which is admirably adapted to prevent dust and dirt from falling about the room and getting into the leaf.

Another most ingenious arrangement is connected with the blinds in the sorting room, which can be shifted to suit the



FOR DELIVERY.

in order to give their whole attention to manufacturing, have delegated the sale of their cigars to Messrs. Caridi, who have

Another most ingenious arrangement is connected with the blinds in the sorting room, which can be shifted to suit the

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

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light. Another decided improvement is the use of machinery for pressing the cigar boxes when filled, instead of a hand clamp of about the same power as a linen press. The result of the machine press is to produce a much deader surface on the cigar. Besides the steel ceilings already mentioned, all the walls are of enamelled brick—another safeguard against dirt, and every precaution possible is taken in this direction.

While the "Darvel Bay" is the leading brand of Messrs. Freeman, there are, of course, many others, of which the "Marlboro" (a threepenny) and "Friar Tuck" (a twopenny), both of which have Sumatra wrappers, are probably the best known to our readers. "Darvel Bay," however, though its largest sale is in threepennys, soars up to fourpence, and even sixpence, and a larger percentage than would readily be credited is sold of these higher qualities.

Mr. G. J. Freeman is a prominent member of the Tobacco Trade Section of the London Chamber of Commerce, where he has often done good service to the Trade, and he is also the Chairman of the London Cigar Makers Association. He has, like all great men, one or two little weaknesses—one is that he always spells cigars "segars," and another is a predilection for being photographed in a sombrero hat.

## Our Smoking Mixture.

A SWARM OF BEES one day recently took up new quarters in a tobacconist and barber's shop in St. John Street, Bridlington, and compelled a suspension of business. An attempt to suffocate the bees was partially successful; but the following morning, when the shop was re-opened, bees swept in at the doors in great numbers, and it was found necessary to close the premises for the day.

MEMBERS OF THE CIGARMAKERS' UNION are reported to say that tens of thousands of hands will be thrown out of work before long owing to the application of electricity to the manufacture of cigars, cigarettes, and cut tobacco in America. One machine which is soon to be introduced, it is said, produces 180,000 cigarettes and 5,000 lbs. of cut tobacco a minute. Should "minute" not read "hour," even for America?

THE DUTCH GOVERNMENT is about to submit to the States General a Bill for the revision of the Customs duties in Holland. The general character of the existing fiscal tariff is maintained, whilst the new scheme provides for a normal duty of 6 per cent. on manufactured goods, with a reduction in the case of semi-manufactured articles. A duty of 5 per cent. is also imposed on cigars under the new regulations.

THE BOARD OF TRADE have received, through the Foreign Office, a despatch from H.M. Acting-Consul at Caracas, in which it is stated that, by a decree recently issued by General Castro, the importation of all kinds of matches, which has hitherto been prohibited, may be allowed through the Custom Houses of the Republic on payment of a duty of 250 bolivares and 12½ per cent. thereon per kilogramme.

THE COUNCIL OF FOREIGN BONDHOLDERS communicates the following telegram from the Council of Administration of the Ottoman Public Debt at Constantinople: Receipts, July, 1900, five revenues and tobacco tithes, £T127,377; same month, 1899, five revenues and tobacco tithes, £T126,316; Eastern Roumelia, £T100,000.

THE MOST VALUABLE PIPE in the world is said to be the State pipe of the Shah of Persia. It is set with precious stones, and is worth £80,000.

THE TOBACCO INDUSTRY OF CANADA is steadily advancing, and it is proved that the local article is replacing imported tobacco. The principal difficulty in establishing

the trade was to obtain a wrapper similar to that grown in Kentucky, for, until 1897, it was illegal to blend Canadian home-grown tobacco with foreign leaf. But these restrictions having since been modified in favour of the home produce, the trade has gone ahead, until to-day nearly 50 per cent. of the tobacco consumed in Canada is home made. The consumption of tobacco has not so greatly increased, but with an article as good as that imported from America, and selling some 50 per cent. cheaper, the trade is naturally being revolutionised.

THE MANUFACTURE OF CIGARETTES in Egypt, especially Cairo, is increasing by leaps and bounds, the output being of stupendous dimensions. The exports of cigarettes last year amounted to no less than 195,000,000, against 158,000,000 in the year 1895. The increase on 1898 was 48,000,000. Of the countries taking supplies, Germany heads the list by a long way with a total of 163,434 kilos, followed by England with 92,696; British possessions in the East, 33,900; Austria-Hungary with 31,000; China and the Far East with 15,652; France with 12,648; the United States of America with nearly 9,000 kilos, and the remaining countries of Europe with the balance of the total export trade of 385,045 kilogrammes.

FROM MEXICAN REPORTS just to hand, it appears that there has been a heavy fall in the export of tobacco, said to be owing to the bad crops. For the nine months (June 30th, 1899, to March 31st, 1900), 593,364 kilos. were exported, against 832,610 kilos. for the corresponding period of the previous year. The fall may be also attributed to the Cuban tobacco coming on the market again. During the Cuban War, and for a long time afterwards, Mexican tobacco had an increased sale. As there are now a number of Cubans employed in curing the tobacco in Mexico, it is probable the cigars of the future will fetch better prices, as the curing of the tobacco has been one of the troubles in the Republic for some years past.

### SOMETHING NEW!

## THE TURNSTILE PIPE RACK

(FUNT'S PATENT.)

INGENIOUS AND PRETTY.

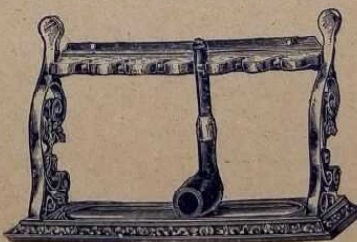
Fixed and Unfixed on the Turnstile Principle.  
No Falling-out possible.

The handsomest and most perfect Pipe Rack  
ever put on the Market.

AN ORNAMENT TO A SHOP WINDOW.

SELLS AT SIGHT.

Retails  
at  
Half  
a  
Guinea.



Retails  
at  
Half  
a  
Guinea.

Superior Nickel Plated or Blue Steel Finish.

For Terms and full particulars to the Trade only, apply—  
**ALFRED J. NATHAN & CO.,**  
17, Farringdon Avenue, London, E.C.

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

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# Hints to Beginners and Others.

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MORE than once this journal has endeavoured to impress upon the retailer the advantages of a good light, and the subject will still bear repetition now that the short days are upon us. The importance of this question cannot be too strongly kept before the eyes of the trader who has, up to the present, neglected this necessary adjunct to his business. If you have not already done so, just see at once to your gas fittings, and you will find that, with proper burners, you will save money and get a better light than you have heretofore obtained through those old things that were probably in the shop when you took it. It is not in the province of this column to advise this or that burner or light; your friend and fellow-tradesman, the gasfitter, will no doubt be able to put you right there, as you would put him right in his tobacco or cigars. If, on the other hand, you are a user of the electric light, remember that lamps lose their efficiency and brilliancy long before the films actually break. In this matter, avoid the "low-priced and nasty" incandescent lamp; they are not "cheap" in the true sense of the word, as after burning a few hours they lose their lighting power very considerably and remind one of the old name—a "glow" lamp. Incandescent lamps by reputable makers are cheap enough now, and a penny or twopence extra per lamp is not wasted in purchasing these latter.

A little example of the effect of light. The writer was passing along one of our suburban streets recently and noticed the brilliancy emitted from a tobacconist's shop which had been opened only a few days before, when he instinctively turned to compare the light with that showing from an old-established shop in the same street. Needless to say the comparison was unfavourable to the latter, for not only was the new place better lighted but the silver goods looked infinitely brighter and cleaner. This, you will say, is, of course, natural owing to the goods being new, but, on inspection, and after a talk with the proprietor of the older establishment (a man who is most particular in keeping his stock *clean*), it was found that most of the silver-mounted goods in his window were new also. *But his gas fittings were old*, and, as he said later, it had never entered into his head to have new ones until his attention was drawn to the more recent adaptations of his new rival. Now he —.

So far, we have treated only on the question of illumination at night, but an equally important factor is a good light in the daytime. This is one of the most difficult things to contend with in the majority of tobacconists' shops if the gas or electric current is not to be in use all the time the place is open to do business, for, with windows cased in from floor to ceiling, there is not much opportunity for daylight to effect an entrance. Some premises there are, of course, where this difficulty does not present itself, where a good large doorway or even a skylight obviates the necessity for the introduction of any contrivance; but where such is not the case, and where daylight is not entirely blocked out, the proper adjustment of one or two mirrors will be found to lighten the place up very considerably, and will furthermore assist any artificial light that

may be found to be absolutely necessary. The advantages of mirrors inside a shop of this character are never fully felt until the importation is an accomplished fact, when the owner will wonder why he never thought of it before.

Our American cousins are generally admitted to be fairly "smart" in their devices for attracting the passing public to their stores, and, although we do not agree with them in every particular, they have many ideas which, on account of their pithy terseness, compel attention. Certainly, were every trader to adopt similar eccentric devices which some of the American tobacconists put into practice our streets would present a strange sight, but the daily humour of one New York trader, as reported in one of our contemporaries across the water, might be emulated on this side to advantage. This gentleman, who runs his store under the title of "Port Tobacco," decorates the side of his premises with a few "juicy" mottoes every day, and it is said that the public go to some personal inconvenience to use his place, and, of course, to read his latest quip, some of which are as follows: "Bad cigars spoil good men;" "Wanted quick, 2,000 customers—apply within;" "Married men treated kindly here;" "We can lie as hard as any department store—50-cent cigars reduced to 4 cents;" "Purchasers of rubbish, please pass on."

This, of course, contains a great deal of truth, but we fear the tobacconist in this country who confined himself to the display of only one line of goods every time he dressed his window would soon find his trade for general commodities and fancy goods going elsewhere. The window of a tobacconist's shop is the index to his class of trade, and freaks should not be indulged in to the advantage of a single article while the trader has other goods to sell. The trade created for the moment generally turns out to be merely a temporary one, but the sales which he lost through not exposing his other goods will be gone for ever. By the foregoing it must not be understood that we do not

advocate the prominent display of specialities or novelties, for these are essential, and it is the "live" man that we admire who constantly caters for his customers and the public by introducing new lines into his store. And here enters judgment!

The question of taking up certain goods when they are first put on the market is one that can only be satisfactorily solved by the dealer himself. An article which will sell like the proverbial "hot cakes" in one neighbourhood will fall exceedingly flat in another, and because your more fortunate fellow tradesman in the best part of the town is selling that new and expensive mixture, say, at 8d. or 9d. per oz., do not imagine that you can do the same when your premises are not so aristocratically situated. But should there be a call for it from any of your customers, do not hesitate to get a small parcel; never mind the discounts for quantities—they will follow on your subsequent orders if the trade is kept up, but it is better to lose the discount than have an unsaleable stock going wrong.

HAND MADE  
INDIAN CIGARS,  
CHEROOTS,  
WHIFFS,

most exquisitely  
got up with  
attractive  
labels, etc.

Factory: TRICHINOPOLY, INDIA.

**THE ANGLO INDIAN CIGAR CO.**

LONDON: 93, LEADENHALL STREET, E.C.

ASK FOR  
AND TRY

Flor de  
RUTTILAL  
Flor de CAMA.

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



# THE HAND-CUT TOBACCO CASE.

## A BOARD OF TRADE PROSECUTION.

**M**ESSRS. JOSEPH PHILLIPS & PHILLIP PHILLIPS, trading as Godfrey Phillips & Sons, tobacco manufacturers, of 112, Commercial Street, E., were summoned before Mr. Mead, at the Worship Street Police Court, on September 27, for applying a false trade description to certain tobacco, the said description being "wilfully false."

Mr. F. Safford, barrister, appeared on behalf of the Board of Trade, who were the nominal prosecutors, and Mr. Gill, Q.C., with Mr. A. H. Bodkin, defended.

Counsel for the defence stated that as their clients attached considerable importance to the case, they wished it to be sent before a jury.

One of the defendants not being in attendance some discussion took place as to whether it was possible to go on, but it was decided to take the charge as against the one present, and, if necessary, present an indictment against both, as Mr. Safford would not agree to withdraw the summons against the absent defendant.

Mr. Safford, in opening the case, said that the prosecution was instituted by the Board of Trade under the powers of the Merchandise Marks Act, 1897, in the interests of the community and in pursuance of their duty, but it was originated by the Society of Trade Mark Owners, among whose members were tobacco dealers, and this Association communicated the facts to the Board. The question to be raised was as to the application of the term "hand-cut" to certain tobacco. It was claimed by the prosecution that

### "hand-cut" tobacco was superior,

not only by reason of the fact that it involved hand labour, but was a better article, was prepared with greater care, and had gone under personal supervision. Messrs. Godfrey Phillips, it would be shown by the evidence he should produce, had sold to a Mr. Brown, tobacconist, of Maidenhead, two pounds of tobacco as "hand-cut," which was cut by machinery, and it was held by those who had undertaken these proceedings that by so doing a fraud was committed on the honest trader who sold really "hand cut" tobacco which the public liked and asked for. There were three summonses in all, one for selling under a false trade description, one for applying a false trade description, and one for causing to be applied a false trade description, and although the defence might suggest under another section of the Act that hand-cut did not mean hand-cut, and that the term had obtained

### an artificial meaning

in the trade before the Act of 1887, Mr. Safford said he would call evidence to the effect that hand-cut tobacco was known long prior to that date. He would call Mr. John Wood, whose firm had made hand-cut for thirty-five years, and where a true term was applied to an article of manufacture. Either before or after the Act, he suggested that it would be impossible for any term with an artificial meaning to acquire any legal right. The Lord Chief Justice had laid it down, in the "hand-made cigarette case," that it was no defence to say when a person asked for a certain article and another one was supplied that the

### one article was as good as the other.

He should, in the course of the case, call expert evidence to show that the machine-cut tobacco was a very different article from the hand-cut, as, in order to be prepared for the machine, so he was advised, the tobacco had to be wetted and placed under very great pressure, which had the effect of darkening the tobacco and interfering with the aroma. Herein rested the injury to the public. Further, Mr. Safford contended, there was an injustice done to the honest trader, who was

endeavouring to supply what the public demanded, for the production of tobacco cut by hand was a much more expensive process than machine-cut, and naturally

### a higher price was demanded

for the article. In this way the defendants were pressing the "honest trader," as their goods could be sold much cheaper.

Mr. Ernest Henry Brown, of Maidenhead, who was said to have purchased some of the defendants' tobacco, was called as a witness, but failed to answer.

Mr. John Charles Samuel Wood, tobacco manufacturer, of 23, Queen Victoria Street, was then called, and said he was the sole member of the firm of John Wood & Son, and had had over thirty years' experience of the trade. Hand-cut was a term known to the trade as tobacco

### cut by manual labour.

There was a term known as "cut" tobacco, but it might mean "Navy Cut," "Long Cut," or one or more other terms.

Mr. Mead—Then cut may mean any cut, but if you will make your answers crisp—not "long cut"—they can be better taken down.

Mr. Wood (continuing)—His firm had used the term "hand-cut" for thirty-five years, and that tobacco was cut by hand. To be cut by hand his tobacco had to be pressed into a cake by the use of a hand press; his firm did not use hydraulic presses. On examining the two boxes of the defendants' tobacco, said to have been purchased by the absent witness, Brown, witness said at once that the contents were machine-cut; the rich colour told him that. Such colour could not be obtained by hand pressure; and, again, it was

### more evenly cut than hand labour

could effect. There was no other difference. Yes, there was a difference in the price. Tobacco cut by hand would be about 2s. per lb. more money. Defendants' tobacco was a scented tobacco.

Mr. Mead—What has that to do with "hand-cut" or "machine-cut" tobacco?

Cross-examined by Mr. Gill, the witness said his firm held themselves out as the originators and only manufacturers of "hand-cut Virginia."

Therefore, said Mr. Gill, this matter affects yourselves only.

The witness further stated that their tobacco retailed at 6d. per oz., or 8s. per lb.

Mr. Gill—You say your tobacco is the best; why?—Because it is hand-cut it is the best.

Mr. Mead—Is this prosecution for the purpose of advertising this gentleman's wares?

Mr. Gill thought that Mr. Wood was using the Board of Trade, and leading it by a string.

The witness was then asked as to the tobacco used, whether it was bought on the market or imported, and how it was treated for "hand-cutting." It was, he said, treated by "hand-pressure" (although hydraulic was said to be superior), as it expressed the juice; and tended to darken the tobacco and make its aroma superior. He damped the tobacco before pressing. They did not use a hydraulic, but a hand-lever, and in the same way for the cutting a hand-machine was used, the knife being worked by a man

### turning the handle.

Mr. Gill likened the process to that of chaff cutting, the tobacco being fed into the machine by the cake.

The witness assented to the comparison, and was then asked what difference it would make if the knife was worked by a gas engine instead of a man, and the cakes fed by a cog instead of by hand.

The witness said he could not say. He had never tried them. The advantage of cutting by hand was that the knife did not get heated. They endeavoured to get the slices as

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even as possible. They had made alterations in their machines immediately after the prosecution of another firm in the beginning of last year. Their object was to try and make their tobacco look more like hand-cut than it had done. He admitted that Phillips' hand-cut had been known to him for fifteen years—he could not say twenty. He produced the knife which he now used, and a cake of tobacco prepared for his machine.

Re-examined, the witness stated that his knife would not cut through such thick tobacco as Messrs. Phillips'.

Sidney Beale, in the employment of Messrs. W. D. & H. O. Wills, Ltd., said that, having had twenty-four years' experience in the trade, he thought the public attached considerable importance to "hand-cut" tobacco, just as they did to hand-sewn boots, or anything else produced by manual labour. Looking at the boxes of "Phillips' hand-cut," he thought it was machine-cut, and that no hand-used knife could have cut it. The distinction between "hand-cut" and "machine-cut" tobacco was that one was cut by hand, and the other by a machine.

Mr. Gill—Wonderful! and this all the way from Bristol. (Laughter.)

By Mr. Gill—Messrs. Wills did not sell "hand-cut," and the witness had no knowledge of Mr. Wood being the originator of hand-cut; in fact, the process which Mr. Wood described as having used he would decidedly

describe as machine-cut.

The case was then adjourned until the 4th inst., and on that date, upon it being called, Mr. Safford said he had received an intimation that one of the defendants was unable to appear. The previous week he was not present, and, though it was thought that with the evidence taken in his absence it was possible to prepare an indictment including both defendants, the Board of Trade considered it desirable to proceed regularly, and he himself was of opinion that it was in every way preferable. He could, therefore, only consent to an adjournment on the medical certificate.

Subsequently, by consent, the case was again adjourned, and will be further heard on the 18th inst.

## SOMETHING NEW!!!

- THE -

# Turnstile Pipe Rack

(FUNT'S PATENT).

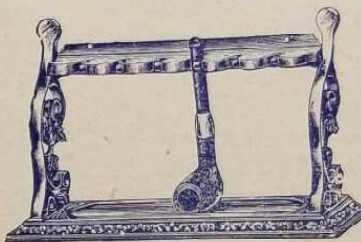
Ingenious and Pretty.

The handsomest Pipe Rack ever put on the market.

An ornament to a shop window.

Sells at sight.

Retails at Half a Guinea.



Retails at Half a Guinea.

Superior Nickel Plated or Blue Steel Finish.

For terms and full particulars, to Retailers only, apply to—

**M. LINDNER, 170, Fleet Street, E.C.**

### RESULT OF SEPTEMBER COMPETITION.

The Winner of last month's competition, in which the word "Testimonial" was mis-spelt on page ii. of cover, was—

Miss MAY TONG, Assistant to Mr. J. Kendall, Tobacconist, 24r, Lavender Hill, S.W.,

to whom a parcel of Messrs. Adkin & Sons' Commodore Cigarettes to the value of 20/- has been forwarded.

## Our Mis-spelt Advertisement Competition.

ALL SOLUTIONS MUST REACH US BY NOVEMBER 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 Nov., 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 \_\_\_\_\_



# STANDARD AND RECENT LINES.

SINGLE LINE ADVTs.

SINGLE LINE ADVTs.

## A HANDY REFERENCE FOR RETAILERS.

- AHALI** (TURKISH MONOPOLY CIGARETTE CO., LTD., 5, Bevis Marks, E.C.). Virg. Cigts. To retail 3d. per pkt. of 12.
- BADMINTON** (R. & J. HILL, LTD., London, E.). A perfect Smoking Mixture.  $\frac{1}{16}$ ,  $\frac{1}{8}$ ,  $\frac{1}{4}$ , and  $\frac{1}{2}$ -lbs.
- BANDMASTER CIGARETTES** (COHEN, WEENEN & CO., 25, Commercial Road, E.). A Leading 1d. line.
- B.D.V.**, "The King of Tobaccos" (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- BRIGHT FLAKED VIRGINIA CIGARETTES** (W. & F. FAULKNER, LTD., Blackfriars Road, S.E.). 2d. pkts. of 10.
- CAPILLA BLANCA** (J. & P. LEWEY, 40, Wellclose Square, E.). Cigars in Tins. To retail 5 for 1/-.
- CARAYOPOULO** (AVISS BROS., LTD., 81, Fenchurch Street, E.C.). Egyptian Cigarettes, in all sises.
- FLOR DE GRACK** (THE T.S. SYNDICATE, 55, Farringdon Street). Havana Cigars. 8 sizes.
- GARCKO** (THE T.S. SYNDICATE, 55, Farringdon Street). British Cigars, Tobacco, and Cigarettes.
- GOLDEN BLOSSOM CIGARETTES** (SINGLETON & COLE, Birmingham). Tins of 25's and 50's, 1/6 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, 6/5 per 100.
- MARIGOLD TOBACCO AND CIGARETTES** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.).
- MONASTERY** (ADKIN & SONS, Aldgate High St., E.). High Grade Virg. Cigarettes. 2d. pkts. of 10, with mouthpieces.
- NAMONA** (JOHN MAYER & Co., 62, Leadenhall St.). An imported American Smoking Mixture, in  $\frac{1}{8}$  and  $\frac{1}{4}$ -lb.
- RED LION** (W. T. OSBORNE & Co., 37, Waterloo Road, S.E.). Virginia, in  $\frac{1}{32}$  packets.
- RILEY'S No. 20 TOBACCO GEMS** (RILEY & SON, LTD., Convent Works, Nottingham). New Paperless Cigarette.  $\frac{1}{4}$ -lb. and 1-oz. boxes and 1-oz. tins. Send 1/3s. for sample of each.
- SWEET "CHERRY-TIPPED" CIGARETTES** (JACOBI BROS. & Co., LTD., 9 & 11, Wilson Street, E.C.). Prices on Application.
- SWEET GUINEA GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- VIRGIN GOLD** (GODFREY PHILLIPS & SONS, 112, Commercial Street, E.). Tobacco and Cigarettes.
- WALKING STICKS** (HENRY HOWELL & Co., 180, Old Street, London, E.C.).
- WALKING STICKS** (JACOBS, YOUNG & Co., 265, Boro' High St., S.E.). Wholesale & Export. Price List on application.
- WEST INDIAN PLANTERS AND PLANTORES** (A. SCHEUCH & Co., 103, Fenchurch St., E.C.). Cigars in pkts. of 8.

## Of whom and what to Order.

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THE  
**TSS**  
Tobacconists' Supply Syndicate's

MARVELLOUS

**NEW PRICE LIST**

IS

NOW

READY



(The most complete in the Trade, showing "Bedrock" prices at a glance).

**SEND FOR ONE AT ONCE**

AND

**SAVE MONEY.**



**THE TOBACCONISTS' SUPPLY SYNDICATE,**

55, Farringdon Street,

LONDON, E.C.

Telegrams: "CRACKERS," LONDON.

Telephone: No. 1235, HOLBORN.

OCTOBER, 1900.  
NES.  
E ADVTs.  
per pkt. of 12.  
line.  
d. pkts. of 10.  
s per 1000.  
ton-on-Trent.  
s. Minimum retail.  
E.).  
mouthpieces.  
1-lb.  
4-lb. and 5-oz. boxes  
for sample of each.  
C.). Prices on  
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LONDON, 1851.



ANTWERP  
1885



GOLD  
MEDAL

PARIS, 1855.



# LAMBERT & BUTLER'S

EDINBURGH, 1890.



LONDON, 1873.



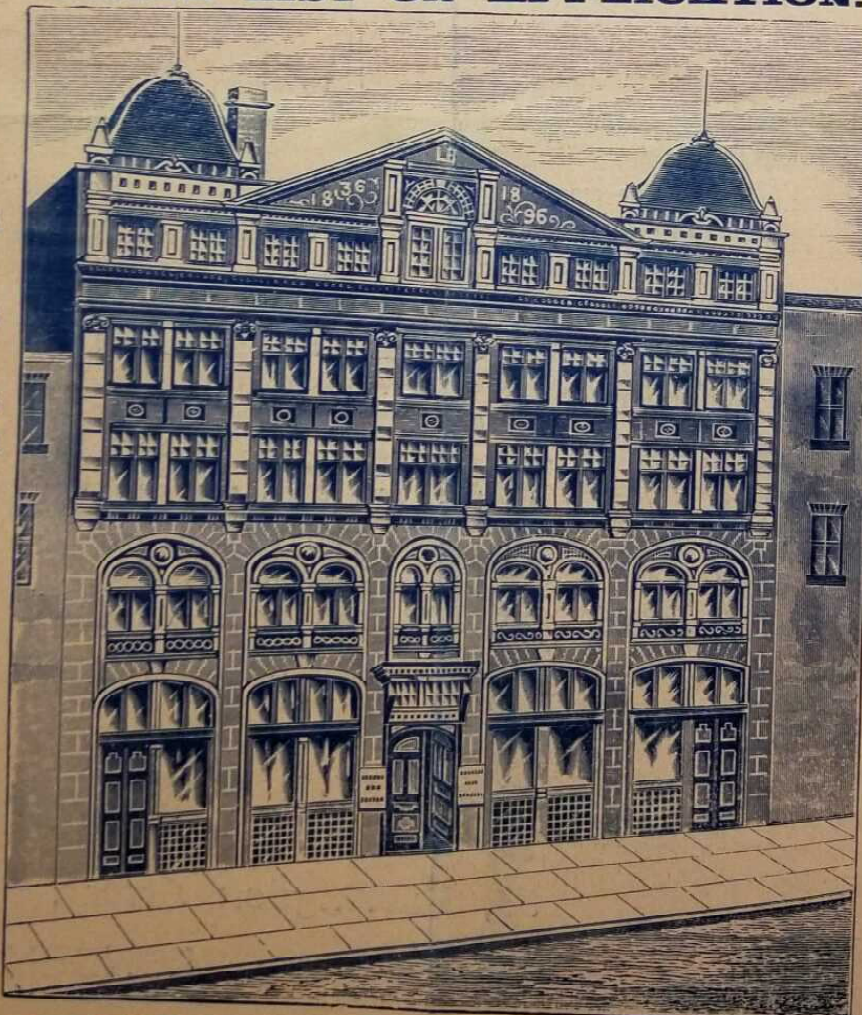
**Tobaccos.**

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

**Cigarettes.**

IN PACKETS AND TINS.  
MAY BLOSSOM, in 10's, 20's, 50's, and 100's.  
FLAKED GOLD LEAF, in 10's, 20's, and 50's.  
PRIZE MEDAL BIRDSEYE, in 10's, 20's, and 50's.  
ROYAL SALUTE NAVY CUT, " " "  
REEFER NAVY CUT, in tins of 50.  
BY WEIGHT.  
OLD HELMET, in  $\frac{1}{2}$  lb. and 1 lb. Boxes.  
WAVERLEY STRAIGHT CUT, in  $\frac{1}{2}$  lb. and 1 lb. Boxes.  
CACTUS (TURKISH), in  $\frac{1}{2}$  lb. and 1 lb. Boxes.  
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All the above  
are now supplied  
in Patent Air-  
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Tins and in  
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Sole Agents for  
ED. LAUREN'S  
High-Class  
Egyptian  
Cigarettes,  
"LE KH2DIVE."

Special attention  
is directed to  
our  
"REEFER" Navy  
Cut Cigarettes,  
in tins of 50;  
also to our  
"TRUMPETER"  
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in packets of 5,  
to sell at 1d.,  
and slide  
packets of 10 to  
sell at 2d.

**Factory and Offices: DRURY LANE, LONDON.**