

All Tobacconists should Stock the High-Class Tobaccos and Cigarettes made by

GALLAHER LTD., BELFAST & LONDON,

Who belong to no Ring or Combine. Write for their New Price List.

ESTABLISHED 1896.

The CIGARETTE WORLD THE RETAILERS' JOURNAL. & TOBACCO NEWS.

ONE PENNY MONTHLY, ONE SHILLING PER ANNUM, POST FREE.

Published on the 15th of every Month.

FOR

Asthore Cigarettes

APPLY TO

J. H. CUSTANCE,

Sole Agent for the United Kingdom.

. . **Putney, S.W.**

A NEW LINE.

BISHOP'S MOVE.

In 1, 2, and 4 oz. Tins.

This Tobacco, although only recently introduced, is being eagerly taken up by Tobacconists, as it shows a full margin of **PROFIT** and **SELLS** quickly.

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WE are the JOB BUYERS.

CIGAR IMPORTERS, CIGARETTE IMPORTERS,
AND OTHERS.

TELEPHONE NUMBER: 645 CENTRAL.

Are you tired of seeing the same Goods about and cannot dispose of in the ordinary way of business, or have you any Goods that may have come over sea damaged, &c., we will buy for SPOT CASH for any amount from £5 to £1,000.

TOBACCONISTS, &c.,

Who have any Stock they cannot sell, or should you be pushed for ready money and want to realise on your Stock, send to us, we will buy for Cash (not Cheques) for any amount, and all business absolutely strictly private.

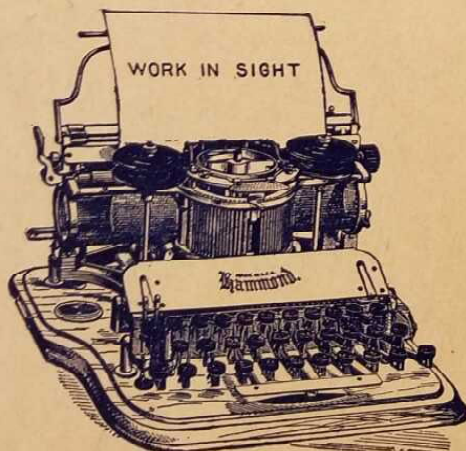
J. B. DUNCAN & CO.

16, South St., South Place, Finsbury, London, E.C.

P.S.—Call or Write. Please mention this paper.

A WORD TO THE WISE SHOULD BE QUITE SUFFICIENT!

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POSSESSES

PERFECT ALIGNMENT.	WORK IN SIGHT.
SPEED.	* DURABILITY.
INTERCHANGEABLE TYPE.	* LIGHT ELASTIC TOUCH.
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Head Offices: 55, FARRINGDON STREET, E.C. *S.E. Branch:* 115, OLD KENT ROAD. *Warehouse and Factory:* 1, 2, 3, 4, 5 & 6, PLUM TREE COURT, E.C.

Telephone: 1235, HOLBORN.
Telegrams: "CRACKERS, LONDON."

55, Farringdon Street,
London, E.C.
March, 1906.

Dear Sir, or Madam,



We have pleasure in informing you that we have just completed arrangements with the principal Railway and other Carrying Companies of England and Wales by which we are now enabled **to pay carriage on all MIXED PARCELS of the value of £3** and upwards (Matches and A.G. Cigarette Papers only excepted).

All our prices show the very best wholesale discounts, and we welcome comparison with any other house in the trade. If you have not already obtained a copy of our **Sensational Net Cash Price List** (1906), showing Bonus-bearing Goods at a glance, a Post Card addressed to us will bring it to you by return.

Yours faithfully,

THE TOBACCONISTS' SUPPLY SYNDICATE.

Royal Navy

Jamavana  

Blend.  

The Tobacco used for this brand is of the same growths and similar in blend to that manufactured by us for the Admiralty, for the use of H.M. Navy.

PACKED IN 1 oz. PACKETS, and 2 oz. and 4 oz. TINS.

COHEN, WEENEN & CO.,
LONDON.

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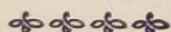
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MURATTI'S

LATEST
SUCCESS.

EGYPTIAN BLEND

Cigarettes.



In packets of 20,
to retail at 6d.

These goods are exceptional
value, and show a handsome
profit to the retailer.

Price, 20/- per 1,000.
Usual Discounts.

SIR GILBERT PARKER, M.P., WRITES:—"THE FLAVOUR AND QUALITY OF THE 'DE RESZKE'
CIGARETTES ARE EXTREMELY GOOD."

40% PROFIT.

DONORE CASTLE
CIGARETTES, 8d. per oz.,
Yield 40% on List.

ADVERTISING MATTER SUPPLIED.

Write for List, Dept. G,

T. P. & R. GOODBODY,
DUBLIN,

Who are not connected with any
Trust or Combine.

The Cigarette World AND TOBACCO NEWS.

SEPTEMBER 15th, 1906.

All Communications to be addressed to Offices of "Cigarette
World," 32, The Broadway, Wimbledon, S.W.

Blocks should be sent direct to
Messrs. Chorley & Pickersgill, Ltd., The Electric Press, Leeds.

*The Editors will be pleased to consider any articles which may be
submitted on subjects of interest to the Trade. Prompt payment will be
made for those accepted. MSS. must be clearly written on one side of
the paper only, and stamps should be enclosed for their return in case
of rejection. Designs for Advertisements are specially desired.*

THE SUNDAY CLOSING QUESTION.



HOUGH the question bristles with difficulties,
we much hope that something may be done
to better the lot of the tobacconist's assistant.
In the first place we desire to point out that a
great many firms and some trading companies
treat those in their employment very well, and do every-
thing to make their work pleasant, but unfortunately there
are others who are very hard taskmasters. The following
description from a weekly newspaper is unhappily a true
picture, but we repeat that in our belief it only represents
what occurs in a small minority of cases.

"Among all the various retail businesses in London there
is probably none in which the shop assistant puts in so
many hours of continuous labour as in the tobacco trade,
and it is gratifying to find that at last this greatly over-
worked body of counter men are about to form an associa-
tion for the protection of their interests.

ESTABLISHED 150 YEARS.

TADDY & CO.,
Tobacco, Cigarette, and
Snuff Manufacturers,
and Cigar Importers.

PACKET SHAGS, PACKET BIRD'S EYE, &c.
ROLL, TWIST, and CAKE TOBACCOS.

Flaked and all Descriptions of Fancy Tobaccos in Embossed
 Foil Packets and Enamelled Tins.

WRITE FOR PRICE LISTS AND TERMS:

45, MINORIES, LONDON, E.

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The little shops in the side streets that keep open late are generally run by the proprietor and his own family, who live on the premises, and there is no harm done to anyone. But it is quite another matter in the case of shops owned by large firms and companies. There are shops in London answering to the latter description in which the employees put in ninety hours a week of six days. Many of the men reside some distance from the premises in which they are engaged, and to reach their particular shop by 8.30 a.m., the hour of opening, they must rise by seven o'clock.

It is stated that watchers are employed to report any case of tardy opening, or other derelictions of duty, and no excuses are allowed if the laxity be oft repeated.

Picture, then, the manager at his post of duty at 8.30 a.m. From then till 11.30 p.m. his nose is metaphorically at the grindstone, without any freedom, rest, recreation, or immunity of any kind from the bustle of trade.

His dinner must be eaten behind the counter, and he must perforce enjoy it as best he can in the vitiated atmosphere of the shop—small and close, sometimes on the sunny side of the way, and frequently at the busy corner of a thoroughfare, reeking with the dust-laden air blown in by the wind, and with the smoke from pipes, cigars, and spills lit by the unceasing stream of customers. His tea, too, is consumed under the like conditions. Should he leave the premises for a few minutes, to visit the barber, for example, he must be prepared to give a satisfactory explanation on his return if his absence should have been noticed.

"And so the day drags its length along until, at the far advanced night hour of 11.30, the employee escapes, and reaches home, sweet home, about 12.30. A chat with his wife over his frugal supper consumes another hour, and it must be approaching two o'clock in the morning when merciful Morpheus claims him for her own."

It needs no argument to prove that this state of things demands a remedy, and if the recommendation of the committee, that every assistant shall be secured by law one day's rest in seven is carried into effect a good beginning will have been made. This would, of course, not necessarily involve Sunday closing, and would cover the case referred to by the report where "the exigencies of modern life make it necessary to permit in particular districts the sale of certain articles for the whole or part of Sunday." The question ought to be looked at from the broad point of health, and no sane person can contend that one day's rest in seven is not essential to the health of the worker. While referring to the hard case of the assistant, we must not forget that the small retailer, though his own master, is quite as much to be pitied. He has to slave equally long hours, and often can only earn a mere pittance in return for his toil. It is really the smoking public who are most to blame; it is their selfishness and utter disregard of their duty to others which has caused tobacconists' shops to be kept open—it is quite easy to buy Sunday's supply on Saturday. If there were only a six days' licence

it would meet the case, but the publicans under present conditions always sell tobacco, and thus render it impossible for the retailers to close.

Mr. James B. Duke, President of the American Tobacco Co., has been interviewed by the *New York Tribune*, and curiously enough this interview has been reproduced in this country, though, except in this journal, not a word about the recent revelations as to this iniquitous "combine" has appeared. Mr. Duke tells the history of his early struggles after the usual manner of the self-made man, but nothing is said about the thousands of honest men who have been reduced to ruin through the methods of the Trust. No newspaper in America would care to publish any of the palliative stories of these unfortunates; their little all has been swallowed up to enable the Trust to make a few more dollars, but the day of reckoning has come at last, and the sensational fall in the company's shares is but an index of the future. The audacity of Mr. Duke is enough to make one gasp when he says, "Combination of all kinds should serve the public thoroughly well at only a fair profit, and keep on improving the quality of their products." Anything more directly contrary to the practice of Trusts cannot well be imagined, and no one is likely to swallow the statement. We shall not fail to publish the fullest details of the proceedings against the American Tobacco Co., since we have been gratified to find that our readers are keenly interested in the question. We note that Mr. Bryan has been talking much about the Trusts, but we are afraid that is all he will ever do. Even now to attack these gigantic organisations requires more courage than Mr. Bryan possesses. Any way, he will perhaps be sufficiently occupied to prevent his trying on his old idea of a silver standard, which merely meant that honourable obligations should be thrown to the winds, and millions lost to investors for the sole benefit of a few speculators. We may, however, be doing Mr. Bryan an injustice; he may be the Hercules for whom is reserved the task of cleaning out the Augean stables. If so, success will put in the shade all the labours of that traditional hero, and the man who can tackle the Trusts will live for ever in the history of America, and earn the gratitude of all justice-loving men throughout the world.


WANTED.—*Cigarette World and Tobacco News*, either bound volumes or complete years, 1899, 1900, 1901, 1902, 1903, 1904. Must be in good condition. State price to "VERAX," *Cigarette World Office*, 32, Broadway, Wimbledon, S.W.

AGENTS.—We have vacancies for Agents to sell and distribute the *Cigarette World and Tobacco News* in towns where we are not at present represented. Readers willing to act for us should write, giving full particulars, to the Manager at this office, who will send them on terms of business.

"GAZETTE."—In consequence of sudden pressure on our space, we are obliged to omit the "Gazette" this month.

"DE RESZKE" CIGARETTES.—PATRONISED BY THE NOBILITY, GENTRY, AND ALL THE LEADING CLUBS.—SAMPLES AND PRICE LIST FROM J. MILLHOFF & CO., LTD., 27, COMMERCIAL ST., LONDON.

For DETAILS
OF
SPECIAL SCHEME OF ADVERTISING
APPLY
Manager, Cigarette World & Tobacco News,
32, BROADWAY, WIMBLEDON.

TOBACCOS, CIGARS, and CIGARETTES.  
TOBACCONISTS' FANCY GOODS and SHOP FITTINGS.

MIXED PARCELS.

Every known brand at manufacturers' own list prices. Endless variety of
tobacconists' fancy goods and shop fittings, &c., &c. The trade only supplied.
Opening orders a speciality. No shop complete without them!

SINGLETON & COLE, Ltd., 11-16, Cannon Street, BIRMINGHAM.

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Factories—SHREWSBURY.

The French Cigarette Paper Co., 120, CAMBERWELL
ROAD,
LONDON, S.E.

CIGARETTE PAPER MANUFACTURERS.

22 CARAT GUARANTEED GOLD TIPPED PAPERS, CORK TIPPED, AMBER TIPPED,
IMITATION GOLD TIPPED, ALUMINIUM TIPPED PAPERS,
MAIZE TIPS, STRAW TIPS, CORK TIPS, &c., &c. CIGARETTE BOXES AND LABELS.

Telegraphic Address: "EMAILLE," LONDON.

A.B.C. Code 4th and 5th Editions.



Telephone Nos.: 994 and 1168 Hop.

Price List free on application.

ADOLPH ELKIN & CO., Wholesale
Tobacconists,
140 and 140a, Houndsditch, LONDON, E.C.

SPECIALITIES :

"LA NIKLE," 1d. Rothschild Cigar.

"ZEALANDIA," 2d. " " "

"BRITISH PLUCK," Dark Flaked Virginia.

"SPORTSMAN," Dark Flaked Virginia.

"GLOSSY," Gold Flake Honey Dew.

"MY SWEET," Mixture.

All Manufacturers' Proprietary Articles at absolutely the Lowest Prices. Telephone No. 6098 Avenue.

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SIR AUBRE

Trade News and Notes.

On Saturday, August 11th, the 244th summons against Jacob Popp, tobacconist, was heard by the Wycombe magistrates, and the usual fine of 7s. 6d. was inflicted.

The premises of the Bradford Co-operative Society in Leeds Road were broken into on Wednesday night, August 10th, and a quantity of tobacco was stolen. Entry had been made by removing the slates from the roof, and some damage was done to the fixtures.

INTERNATIONAL MATCH TRUST.—The Japanese Government has entered into a compact with the Diamond Match Company to form an international trust, taking in the English firm of Bryant & May. Japan has been nursing the match industry, and now supplies all her own requirements, and also controls the trade in China, Australia, parts of the East Indies, and the Phillipine Islands. Japan wants to acquire the latest machinery, hence the proposed union with the American Trust and Bryant & May.

MESSRS. MURRAY, SONS & CO.'S EXCURSION.—The workpeople of Messrs. Murray, Sons & Co. Ltd., the oldest firm of tobacco manufacturers in Ireland, held their annual

holiday on the 11th ult., and this year it took the form of an excursion to Warrenpoint and Rostrevor. Notwithstanding the fact that the outlook from a weather standpoint was not very encouraging, a party of upwards of five hundred assembled at the Great Northern Railway Station at nine o'clock, where a special express train, which the firm had very generously arranged for, was in waiting to convey the party to Warrenpoint, which was reached after a good run about 10.30. As the morning advanced, the day brightened, and when Warrenpoint was reached it was all sunshine, which continued during the whole day, there not being even a trifling shower to interfere with the enjoyment of the day from start to finish; and as the facilities for the catering of the party in Warrenpoint were most satisfactory in every way, nothing was wanted which could add to the pleasure of the outing. During the day there was a great demand on the motors, trams, and cars plying between Warrenpoint and Rostrevor, whilst the proprietor of the hobby-horse roundabouts in the former resort had no reason to complain of the patronage extended to him. Others of the party took advantage of the Irish Tourist Development Company's steamer, which plies on Carlingford Lough, and visited Omeath and Greenore. Those doing so certainly did not regret their trip, as they saw the scenery to the greatest advantage, the mountains and hills on both sides of the Lough being lit up with the glorious sunshine. Lest the day should turn out wet, the firm had thoughtfully secured the Great Northern Railway Company's pavilion at Warrenpoint. In consequence of the fine weather, however, there was no need to take advantage of this until late in the afternoon, when quite a number of the party had a most enjoyable dance, the music being provided by some of the local musicians who are performing at Warrenpoint this season, and who have added greatly to the enjoyment of the

visitors at this favourite watering place. Shortly after seven o'clock all met again at the railway station, where the "special" was in waiting for the return journey, and after a good run Belfast was reached about nine o'clock, when the party separated, everyone being of the opinion that the day's outing had been a great success from every standpoint, and one of the most enjoyable they had ever had.

MESSRS. CARRERAS, LTD., report continued progress in the sales of Carreras' Ovals, which have caught on in most marvellous fashion. Though this is the case it has in no way diminished the demand for the other admirable products of the firm, which are all going strong.

An alarming gas explosion occurred on September 5th at Mr. Hale's, tobacconist and confectioner, Hinton Road, Herne Hill. The force of the explosion caused two ceilings to collapse. No one was seriously injured.

The **TOBACCONISTS' SUPPLY SYNDICATE**, of 55, Farringdon Street, whose liberal terms are well known to the trade, have a number of special lines which return very handsome profits, and are of the very best quality.

Retailers should write for particulars and give a trial order, when they will be sure to be gratified by the result.

FORTY-SIX-YEAR-OLD CIGARS.—Is a forty-six-year-old cigar worth smoking? When America taxed cigars after the Civil War, a Pennsylvania maker stored 25,000 of them rather than pay duty; now he is dead, and his widow announces the sale of the lot by auction. An expert of the firm of Morris & Morris, questioned on the point by a *Daily Mail* representative, said: "The flavour perishes in most tobacco even if carefully kept after five or six years. Cigars forty-six years old ought to be altogether flavourless and not worth much. Here we receive our cigars from Havana a month, perhaps two, after they are made, and they pass to the dealers within a week or two. Presumably they are smoked within six months."

MESSRS. COHEN, WEENEN & CO. are doing exceedingly well with their "Royal Navy Jamavana Blend," which we had the pleasure of describing some months ago. The tobacco is of peculiarly fine quality, and all retailers should give it a trial. They will soon find that it sells rapidly, and brings good customers.

MR. ERNEST ALFRED SIMMONS, of Casula, Whitchurch, Salop, and 14, St. Ann's Square, Manchester, wine, spirit, and cigar merchant, eldest son of the late William Moorhouse Simmons, of Manchester, who died on June 21st, left £8,521.

A USEFUL HINT.—Retailers who are desirous of realising any surplus or damaged goods for prompt cash should consult Messrs. J. B. Duncan & Co.'s advertisement, and write to the firm, mentioning this paper. They will get immediate attention and can rely upon the strictest confidence.

SIR AUBREY DEAN PAUL, BART., THINKS THE "DE RESZKE" CIGARETTE A MOST DELICIOUS TOBACCO IN EVERY WAY.

SIR THOMAS LIPTON EXPRESSES HIS GREAT APPRECIATION OF THE "DE RESZKE" CIGARETTES.

CONNOISSEURS SMOKE

TEOFANI'S

HIGH-CLASS
CIGARETTES.

PURVEYORS TO HIS HIGHNESS



THE KHEDIVE OF EGYPT.

HORS CONCOURS. MEMBRES DU JURY. GRANDS PRIX
GOLD MEDALS, CROIX BIJOUX, CROIX D'HONNEURS,
DIPLOMES D'HONNEURS, &c., &c.

FROM ALL WHOLESALE HOUSES, OR FROM

TEOFANI & CO., LONDON.

Tel. Address—TEOFANI, LONDON. Tel. No. 2783 AVENUE.



OFFER to the Trade their New Brand,

“CARRERAS OVALS,”

An Oval Virginia Cigarette, to retail at 2½d. per packet of 10.

These Oval Cigarettes are the **FINEST** that have ever been made in this country to sell at the price. They are far above anything ever before offered to the public, and are longer than the ordinary round Cigarette sold at 2½d. per 10.

The trade price is 17s. 3d. per 1,000, with our usual discount. Small dealers can buy 100 for 1s. 8½d., which is 10d. per 1,000 less than the usual price.

“CARRERAS OVALS” will be extensively advertised.

These Cigarettes can be obtained from any of our wholesale dealers, or direct from the manufacturers:—

CARRERAS LIMITED,

4 & 8, St. James' Place, ALDGATE, LONDON, E.C.

Smokers demand a Cigarette of **QUALITY AND MODERATE PRICE**. “CARRERAS OVALS” are moderate in price and **HIGH IN QUALITY**.

“CARRERAS OVALS,” 10 for 2½d.

Tobacconists are invited to convince themselves by trying a “CARRERAS OVAL” Cigarette. The only satisfactory test of superiority and quality is to light a “CARRERAS OVAL” and one of any other brand and draw from each alternately. After testing they can then conscientiously recommend these Cigarettes to their customers.

SAMPLE PACKET will be sent to any dealer on application, free of charge.

We would invite
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Fires.

MICE CAUSE
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We would invite our readers' special attention to the advertisements of the new line of Amio cigarettes, now placed on the market by the Marsma Company. The line is fully noticed elsewhere, and orders should be sent at once to ensure prompt delivery.

Fires.

MICE CAUSE A FIRE.—A midnight fire at a Hampstead tobacconist's shop has caused damage to the extent of £100, though it was extinguished by the fire brigades in a few minutes. The shop is in the High Street, at the corner of Salar Road, and is occupied by Mr. L. A. Norchi. Some twelve gross of wax vestas were stored underneath the counter, and the theory of the outbreak is that mice set the matches on fire by nibbling them.

About eleven o'clock on the night of August 10th a fire broke out at the shop of Mr. Sydney Richardson, tobacconist, Chester Road, Manchester. The brigade were quickly on the scene, and the flames were extinguished after half an hour's hard work, during which time considerable damage was done to the shop.

The Northampton Fire Brigade received a telephone call to a small fire at the shop of Edward Francis Buckler, a tobacconist and newsagent, of the Upper Mounts, on Sunday evening, September 9th. The amount of the damage is not yet known, but it is covered by insurance.

Foreign.

IMPROVING TOBACCO FLAVOURS.—Some remarkable experiments are being carried out in America with the purpose of improving the flavour of commercial tobacco. The experts engaged in the business say that the most important problem confronting the tobacco grower of the future is the production of new or improved types of tobacco, which shall possess more exquisite flavours, as the price of tobacco is chiefly regulated by the flavour of the leaf prepared for commerce. It is said that the flavour of tobacco has been depreciating for years, and this depreciation is said to be due chiefly to deterioration of quality, the result of careless seed selection. Generally the flavour in tobacco has been shown by latest experiments to be the result of seed selection, cultivation, and fermentation. American wrapper tobacco is quoted at the highest at 3s. 4d. per pound, while Cuban and Sumatran varieties command as much as 12s. a pound. Yet the numerous varieties of tobacco now in existence are presumed to have had a common origin. The different types are the result of seed selection or hybridisation. These varieties have been developed by the selection of seeds from sports or striking variations, which have accidentally appeared in the established varieties. Can new types of tobacco possessing higher qualities of aroma and flavour be developed? The American plant breeders say emphatically that they will produce them, and they have taken the business in hand. The tobacco plant is exceedingly sensitive, and is readily affected by soil and climatic conditions, so that culture on scientific lines is an absolute necessity. The experts say that they will not only considerably improve the flavour of tobacco, but at the same time they will meet all the wants of the manufacturers. They will produce leaves which have good burning quality, texture, grain, elasticity, and strength, so as to cover well, and without breaking on the cigar. Light or dark coloured leaves can be produced at will, as the shade of colour of leaves on the plant in the field is co-related with the colour after fermentation, light green

types producing light grades, and dark green shades developing the dark shades of wrappers. In Algeria the experiments of Dr. Louis Trabut have borne out the experiments of Darwin, in respect to the crossing of different varieties, and the production of new strains. Thus the experimenters have good grounds for their claims.—*The Sun*.

TOBACCO CULTIVATION.—According to the *Town and Country Journal* (Sydney), the cultivation of tobacco is an industry worth very much more attention in New South Wales than it at present receives. An account is given of experiments in tobacco cultivation at Ashford, 35 miles north of Inverell, where for the past three years seed has been sown along the Fraser River on land previously covered with weeds. In order to assist the growers the Department of Agriculture secured the services of Mr. Chadwick, an expert, as instructor, and under his guidance great progress has been made. Last year the results were very satisfactory, and this year the area under crop is larger. Notwithstanding the fact that the season was a month late through the frost, it is hoped that the tobacco cured and in course of being cured will eclipse the last crops, for which the prices reached as high as 8d. and 9d. per pound. This, it should be mentioned, is the second good season the growers have experienced. Sheds for curing the tobacco by fire-heat have been erected under the supervision of Mr. Chadwick, and by this process a very fine, bright tobacco is obtained.

HAVANA CIGAR AND TOBACCO FACTORIES.—For the year ended December 31st last the audited profits from all sources amounted to £23,198, and after deducting London expenses, including reserves for depreciation and income-tax, there remains a balance of £18,235. From this has to be deducted debenture interest paid and accrued, amounting to £14,300, leaving £3,935. As this sum is insufficient to cover the preference dividend for the year, Henry Clay and Bock & Co. Ltd. have, under their contract, to make up a deficit amounting to £10,921.

Obituary.

MR. RALPH ROBINSON.—The funeral of Mr. Ralph Robinson, for many years cigar merchant, of Lime Street, Liverpool, took place at Deane Road Cemetery on August 10th. The deceased was a prominent member of the Masonic Fraternity, being one of the Founders of the "Lodge of Israel," No. 1502, and one of the first P.M.'s of the "Merchants' Lodge," No. 241. The principal mourners were Arthur Bernard Robinson, Ralph Robinson, Ralph Edward Robinson, Thomas Robinson, and George Davis. The following Masonic brethren of the "Lodge of Israel," 1502, were assembled at the graveside:—Bro. Tom Taylor, W.M.; S. S. Chiswell, I.P.M.; A. E. Woodhouse, P.M., C.R.; H. M. Silver, P.M.; S. Woodhead, P.M.; J. Pearson, P.M.; D. Gabrielson, P.M., P.Pr.D.G.D.C.; H. M. Romain, S.W.; J. W. Roberts, J.W.; G. W. Oates, A.S.; S. Fagin, A.S.; H. Gabriel, I. Ellenbogen, A. Fagin, E. Capstick, and I. Tropp.

Death has just removed one of Liverpool's old inhabitants in the person of Mr. Isaac Jacobs, who had attained the ripe age of eighty years. A Londoner by birth, Mr. Jacobs had been resident in Liverpool since he was about ten years old, and in the course of time he became one of the best-known men in the city. A man of commanding presence, his figure was familiar in all parts of the district which he visited in connection with his business as a cigar and tobacco merchant. Under the old *regimé*, when fewer public-houses were in the hands of the large brewery firms, Mr. Jacobs was known to practically all the innkeepers of the city, paying them periodical visits in the course of his business rounds. He was of an extremely liberal nature, and parted freely with his money, being at one time in

MELTON PRIOR WRITES:—"THE 'DE RESZKE' IS THE ONLY CIGARETTE I CARE FOR. MY FRIENDS SAY, 'AH! PRIOR HAS ALWAYS A GOOD CIGARETTE.'"

affluent circumstances. He was connected with various philanthropic movements, and for many years was a member of the Masonic fraternity. He possessed a rare fund of humour, and his ability to tell a good story made his company much sought after by his many acquaintances. The funeral took place at Broadgreen Cemetery.

Police.

A DISHONEST TRAVELLER.—John Wm. Turner, Queen's Road, Loughborough, traveller, was charged at the Leicester Police Court with converting £1 16s. to his own use, which had been received by him, on account of Messrs. T. Brewin Turner & Co., on June 27th. Mr. Simpson prosecuted, and said that money to the extent of £40 had not been accounted for by the prisoner. Mr. T. B. Turner, a cigar manufacturer, carrying on business in Belvoir Street, said prisoner had been in his employ since March, and it was his duty to travel about to obtain orders and collect money. On Saturdays he had to hand in all cash, &c., at the Leicester office. Witness supplied goods to certain persons at Shepshed, but he had not received the sum of £1 16s. from Mr. Long of that place. Mr. Long, licensed victualler, Shepshed, said on June 27th he owed the prosecutor £1 16s., and on that day he paid a cheque for the amount to prisoner. Prisoner gave him a receipt and signed it in his presence. Cross-examined by prisoner, witness admitted that on several occasions prisoner had paid for drink for him and the men who were in the house. Two other licensed victuallers of Shepshed also deposed to paying prisoner money. Det. Spencer said that when he arrested prisoner, in answer to the charge he replied "All right." Prisoner pleaded guilty. He said he earned on average about 20s. per week, and out of that he had to pay his travelling expenses. He also had to pay for drinks in the public-houses he visited, so as to obtain orders, and often had to draw on household money to enable him to do this. He was told by fellow travellers that things would improve after the first six months or so, and he kept the money received by him, intending to pay it back. Mr. Turner, however, found out and took police court proceedings. He was very sorry for the offence, and as this was the first charge against him, he hoped the Bench would deal with him under the First Offenders Act. If the Bench would give him time he would pay all the money back. The prisoner was sentenced to one month's imprisonment in the second division.

Public Companies.

HENRY CLAY AND BOCK & CO.—In their report for the year ended December 31st, the directors of Henry Clay and Bock & Co. recommend a dividend of 15 per cent. on the ordinary shares, and after providing £10,921 payable under contract with the Havana Cigar and Tobacco Factories, Ltd., to make up deficiency in their preference share dividend, and transferring £6,836 to the reserve fund, increasing it to £25,000, a balance of £4,309 remains to be carried forward. The directors record with regret the death of their esteemed colleague, Mr. William Barker Ogden, and the resignations of Captain Arthur Campbell and Mr. Charles Ogden. Sir Herbert Praed and Messrs. Francisco de Paula Alvarez, Samuel Bibby, Thomas Gracey, Stephen Warfield Gambrell, John MacConnal, Hugo von Reitzenstein, Cunliffe-Owen, Thomas Ogden, and Robert Henry Walters have also intimated their intention to resign at the annual meeting, in order to facilitate the arrangements of the company, and it is proposed to elect Messrs. H. W. Cobb, R. M. C. Glenn, Preston Herbert, Harold Roberts, Sol Rosener, W. J. Seidenberg, Edgar T. Ware, and F. A.

A. W. PINERO WRITES:—"FIND 'DE RESZKE' CIGARETTES EXCELLENT."

GEORGE ALEXANDER CONSIDERS THE "DE RESZKE" CIGARETTES OF EXCELLENT FLAVOUR.

Wilson in their places. Messrs. Charles Eves & Co., the auditors of the company, retire, but offer themselves for re-election. Messrs. Deloitte, Plender & Co., of London and New York, are willing to be elected as auditors, and it is intended to propose their election. It is proposed to alter the articles of association. One of the proposals is to authorise that the company may be wholly carried on and its affairs governed or directly managed or controlled within the United States or Cuba, and that the head office shall be situate within the States.

COPE BROTHERS & CO. LTD.—The annual meeting of Cope Brothers & Co. Ltd., tobacco merchants, was held on Saturday forenoon, August 25th, in the Exchange Hotel, Liverpool. Mr. W. Staveley Taylor, chairman of directors, presided over a fairly numerous attendance of shareholders, and was supported by Messrs. T. H. Cope and W. Jollyman (directors), W. H. Powell (secretary), and George Banner (auditor). The directors, in their report to the shareholders, stated that the profit and loss account showed a credit balance of £12,227 14s. 6d., and after providing for debenture interest and all management expenses, left a balance for disposal of £8,980 14s. 6d. Of this sum the directors recommended payment of a dividend of 2s. per share free of income-tax, absorbing £7,500, and that the balance of £1,480 14s. 6d. be carried forward to the next account. The Chairman, in proposing the adoption of the report, said that, taking the business as a whole, although they would all like to have seen larger profits, he did not think they had any reason to be dissatisfied. The profits might have been made a little better but they had got the continued competition in the trade to face. This competition was as acute as ever in the bulk of trade, and this had made it necessary that they should perhaps more than ever devote themselves to establishing and popularising their proprietary goods, and so bring them beyond the field of competition, at all events as far as a very large part of their trade was concerned. Although the advertising account had again been heavy, judicious and effective advertising had been found to be necessary to keep their goods properly before the public, and he would not hesitate to make a temporary sacrifice in their dividend in order to build up what he maintained was a necessary asset in their trade. Mr. Jollyman in seconding the resolution, remarked that the tobacco trade of recent years had been one of almost constant surprises, but he was glad to say that Copes' Company was now in an all-round better position than it had been for years past. After some discussion the resolution was unanimously confirmed, the auditors (Messrs. Banner, Spencer & Co.) were re-appointed, and the proceedings terminated with a vote of thanks to the chairman and directors.

In the Matter of—

FREDERICK GEORGE CHAMBERS, 28, Bletchley Road, Fenny Stratford, hairdresser and tobacconist. The statement of affairs revealed gross liabilities £162 11s. 6d., net liabilities £142 18s. 5d., assets £41 8s. 2d., and deficiency £101 10s. 3d. Examined by the Official Receiver (Mr. Alfred Ewen), the debtor stated that he commenced business seven years ago with a capital of £20 and no liabilities. He first knew of his insolvency in January, and had incurred fresh debts since then. His trade had been disorganised because he had to move from Bletchley to Fenny Stratford, but it was coming back again, and he thought that had he been left alone he could have got through his difficulties without having to go into bankruptcy. The examination was closed.

EDWIN BOUNDS, tobacconist. A sitting for public examination was held in this case before Mr. Registrar Linklater on August 21st, the accounts showing liabilities £548 9s. 8d., of which £398 9s. 8d. was unsecured; and no

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assets. It appeared that the debtor had previously failed in February, 1903, when, after having traded for ten years as a tobacconist at 139, Aldersgate Street, he sold his business for £750, and effected a private arrangement with his creditors. His business liabilities then amounted to about £900, and he paid compositions varying from 10s. to 15s. in the pound to all the creditors except four (amounting to about £74), whose claims were still outstanding. The debtor further stated that he had since dealt in cigars, and had also traded at intervals at the following addresses:—High Street, Dorking; 110, Cheap-side; 31, Lime Street; and 4, The Façade, West Norwood. He attributed his insolvency to medical and other expenses consequent upon illness in his family, and to his net profits, owing to bad trade, having been insufficient to meet his household and personal expenditure. He admitted that he had been insolvent since he made the private arrangement in February, 1903. The examination was closed.

NEW LINES.

PENNY PACKETS.—There is quite naturally a prejudice against the penny packet, because usually quantity, not quality, is the only object; but that enterprising firm, the Havana Tobacco Company, of Marsúma fame, have made a bold bid for success by the introduction of Amio cigarettes, which are sold in penny packets of four, 2d. packets of eight, and 6d. boxes of 25. These cigarettes are hand made, a new departure indeed in penny packets, and one which is bound to be appreciated, because all smokers know that hand-made cigarettes are much more costly in manufacture, and cannot contain the quantities of dust and parings which inferior firms too often introduce into the machine-made cigarette at the popular penny. They are small in size, but the quality is good; indeed it is impossible to imagine better value for the money. Retailers should send for samples and particulars; they will as usual find the trade liberally dealt with, and in Amio cigarettes are sure to have very quick sellers. Early application is necessary, as enormous sums are about to be spent in advertising, and a gigantic sale is certain.

LOVAT SMOKING MIXTURE.—Messrs. William King and Co., of Wimbledon and branches, have sent us samples of this new smoking mixture. It is put up in ounce packets to retail at 5d., and we found it astonishingly good value. The tobacco is guaranteed free from any artificial flavouring, smokes cool on the palate, and has a delicate flavour. There are many mixtures on the market, but there is always room on top, and we advise retailers to send for samples and terms. They will find that a good profit is returned, and that smokers who once try Lovat Mixture will, like Oliver Twist, ask for more.

GOLD BOND SMOKING MIXTURE.—Messrs. Gallaher & Co. have forwarded us samples of this new line. It is put up in 1 oz. packets and in 2 oz. and 4 oz. tins, and retails at 4½d. per oz. We have given the mixture a careful trial, and find it of first-rate quality; indeed at the price it would be hard to better it. We advise retailers to send for samples, as we are sure that Gold Bond will soon be as well known and as popular as the other high class products of the firm, which seem to be more in demand every day. Irish tobacconists need no recommendation of Messrs. Gallaher's goods; they justly feel a pride in the headway the old firm is making despite the tremendous competition which exists, and they know they can rely upon a uniform excellence of quality. Retailers who do not reside in the Green Isle, and who are in the habit of pushing Trust goods, should certainly give Messrs. Gallaher a trial, for it is astonishing how rapidly their brands take hold of the public, whilst their terms to the trade are most liberal.

A Pleasing Presentation at the Home of the "Palm" Cigarette.

MR. A. S. GARTON, who has so ably represented Messrs. R. Lockyer & Co. in town and the Midlands for the last three years, was the recipient on August 25th of an illuminated address and a three-bottle Tantalus, subscribed for by the staff as a mark of appreciation of his good work for the firm, and his amiability and courtesy to all his fellow-workers. Mr. R. Lockyer made the presentation at the works, Bath Street, City Road, and spoke in high terms of Mr. Garton, to whom he offered the best wishes for his future. Mr. Garton, who was much touched by the kindness of the subscribers, feelingly responded. Doubtless when the heat wave has passed away the bottles will be put to their natural use. At present iced Munich is the only safe beverage.

FLEET OF DUTCH SMUGGLERS. TOBACCO SEIZURES SENT TO LUNATIC ASYLUMS.—That smuggling on a large scale is not extinct is shown by the annual report of the Commissioners of Customs for the year ending March last. A particularly daring venture was made last year, when a fleet of seven coopers (floating spirit and tobacco shops), all of Dutch nationality, set sail for our shores. Two of the vessels were captured by H.M.S. Argus inside the three-mile limit off the Humber. On that occasion 5,000 lb. of tobacco and cigars were seized. Altogether last year 12,372 lb. of tobacco and cigars were seized. In 1899 the amount seized was 6,115 lb., and each year, with few exceptions, there has been an increase. Last year 2,323 persons were fined for smuggling, and the amount thus recovered was £3,790. Sound tobacco, we learn, is sent to the criminal lunatic asylums for consumption by the inmates, and tobacco not fit for consumption in this way is sent to the Botanical Gardens at Kew and Edinburgh for fumigating purposes. The cigars are sold, and the proceeds carried to the Crown's accounts. Interesting facts are given as to the seizure of goods bearing fraudulent descriptions, such as German and Dutch spirit in bottles labelled "Finest Old Scotch Whisky," "Vieux Cognac," "Fine Champagne," and "Fine Old Jamaica Rum"; American sewing machines marked "British"; cutlery from Belgium marked "Sheffield"; and French tooth brushes consigned to Norway marked "London." Copyright books seized at our ports are with the consent of British authors and publishers, presented to the Corporation of Trinity House for use on the lightships and in lighthouses.—*Daily Mail*.

TOBACCO CULTIVATION IN ITALY.—H.M. Consul at Brindisi (Mr. S. G. Cocoto) in his report on the Province of Lecce states that during the year 1905, in addition to 33,000,000 plants of various grades of Oriental tobaccos cultivated for account of the Italian Tobacco Monopoly, seven landowners or groups have collectively applied for and obtained permission to cultivate the large extension of 185 hectares (approximately 460 acres) during 1906, this being a very large increase on the quantity raised under similar circumstances during 1905. The tobacco actually exported during 1905 was 58 tons to Egypt, 11 tons to Germany, and 2 tons each to Belgium and Austria-Hungary. These 73 tons were despatched by sea, but in addition, about the same quantity was sent off by railway to various European destinations. Signor Cav. Candioto, the Director of the Tobacco Department of this Province, considers that there is a brilliant future for Oriental tobacco cultivation in the province, and hopes that groups of capitalists will be formed to cultivate larger tracts of land than an individual would consider himself capable of handling. At the same time he relies on the country gentlemen, who, having already effected experiments on a limited scale, will be thus encouraged by results, to extend the area of their lands under Oriental tobacco.

FORBES ROBERTSON WRITES:—"DE RESZKE" CIGARETTES ARE OF HIGH QUALITY AND PLEASANT TO THE TASTE."

THE HAVANNA CO.'S NEW CIGARETTE LINE.

HAND-MADE PENNY PACKET.

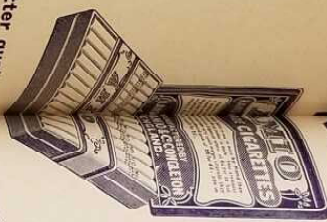
In makes, get-up, and every particular, this cigarette is entirely different to anything on the market at the price. It is not a copy, but entirely original. No such quality cigarette has ever been offered in a penny packet before. But it has not alone its novelty to recommend it, there is something more than that. The quality of the Tobacco in this cigarette is far and away superior to anything ever offered at the price. Any retailer who would like to see a sample packet send along a post-card.

HAND-MADE PENNY PACKET.

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Better quality than and more of it than 5 a high quality cigarettes. Better quality than and less of it than 5 a high quality cigarettes.



HAND-MADE PENNY PACKET.

To establish this cigarette we are inaugurating an entirely new scheme of prize-giving, which will be continued for a few months until the public are familiar with the brand. It will be an entirely original scheme. In September we commence with Nottingham and Nottinghamshire, Manchester, Liverpool, and Lancashire; and tobaccoists in these towns and counties are particularly requested to fulfil their requirements at once, as a demand will immediately be created. The prize scheme will then be extended to London and the rest of England.



Better quality than and more of it than 5 a high quality cigarettes. Better quality than and less of it than 5 a high quality cigarettes.

The smokers of 5 a penny cigarettes are probably numbered in millions. Amongst them there must be many thousands who would prefer something better quality, even if instead of 5 they should get 4 cigarettes for a penny. Even more will this be the case when the smoker finds out that the 4 fine HAND-MADE firm solid cigarettes, besides being better quality, also lighter in smoking than the 5 loosely packed machine-made cigarettes, these latter containing hollows, and consuming away all the time of the HAND-MADE cigarette.

We have in the past received numerous letters from our friends advising us to place a penny packet of Cigarettes on the market to be sold only by first-class retailers, and not to be supplied to the Trust and subsidised shops. Well—here it is. We have endeavoured to be original. It has taken many hours of anxious thought. May it have the success which we think it deserves.

The Cigarette is on sale at all Wholesalers.

Advertisements and further particulars we shall be pleased to supply.

HAVANNA CIGAR MANUFACTURING CO.,

Head Office CONGLETON.

MANCHESTER GRAVEL LANE.

Telephone—No. 28 CONGLETON (for all trunk line calls).

Telegrams—"HAVANNA, LONDON."
 Office: 12, MINORIES, LONDON, E.C.
 London and District Office: 12, MINORIES, LONDON, E.C.
 Telegrams—"LUSBY, LONDON"
 Telephone—No. 1599 Avenue.



4 Cigarettes 1d. HAND-MADE



8 Cigarettes 2d. HAND-MADE

TOBACCO GROWING IN IRELAND.

LORD ORANMORE AND BROWNE last month asked His Majesty's Government whether the special facilities and fiscal remissions granted by the late Government for the encouragement of tobacco growing in Ireland had been extended by the present Government, and if so, for what period.

Lord Denman said the late Government in December, 1903, decided to aid the experimental growth of tobacco in Ireland by granting for a period of five years a rebate of one third of the current rates of duty for imported manufactured tobacco on crops on certain areas specially selected by the Irish Board of Agriculture. At the beginning of this year representations were made to His Majesty's Government that the period—five years—allowed by the late Government was not sufficiently long to enable the experiment to be thoroughly carried out. Therefore His Majesty's Government decided to extend the period for which they were prepared to grant a rebate of duty for another five years—that was to say, the rebate would continue, so far as the Government could say, until the year 1913. The Chancellor of the Exchequer, in a letter to Mr. William Redmond, informed him that the object of the extension, as of the original grant of the rebate, was merely to demonstrate the possibility of tobacco growing in Ireland as a commercial proposition, but not the establishment of a protected industry, and it would, of course, be necessary to continue the rules whereby tobacco cultivation would be confined within a certain limited approved area. With regard to one or two restrictions, negotiations were now being carried on between the two Departments principally concerned, the Treasury and the Irish Office, and possibly he could give the noble lord a fuller answer later in the Session.

The Earl of Denbigh had listened with interest coupled with astonishment to the reply just given by the noble lord, for not long ago he ventured to ask, in view of the establishment of an industry which promised to be a more extensive one in this country than the tobacco growing industry in Ireland, whether either a grant or a rebate of the Excise duty could be allowed for the purpose of enabling that industry to be properly established. His remarks were then denounced in eloquent terms by the noble lord and by the noble earl the Minister for Agriculture, who said his proposal was nothing more nor less than protection, and because it was protection was therefore anathema, although both of them admitted that the sugar beet industry might be a very profitable one. He had now heard with the greatest astonishment that what it was wrong to do in England it was perfectly right to do in Ireland. Because the Irish demand was made by an extremely eloquent party in another place, and the English demand was made by one humble member of that House, it was hard upon the agriculturists of this country that his proposal had been so differently treated, and he now asked whether it would be reconsidered by the Government. Two considerations would operate much against the introduction of capital for this industry—one the impossibility without some such help as he asked from the Government of showing the manufacturers that the industry would be profitable, and the other the attitude of the Government generally on such questions; but, in view of the interest taken in this question by British agriculturists, he now asked whether the Government would be willing to do for British agriculture what they were apparently now willing to do for Irish tobacco growers.

The Earl of Crewe thought he need hardly say that the Government were not aware that the noble earl opposite would reproduce any part of the exceedingly able and interesting speech he made on the question of the beet sugar industry some time ago. If he had supposed that that was likely he would have refreshed his memory with regard to that particular speech. It appeared to him at first sight that there was scarcely any, if any, analogy between these two different matters. These Irish experiments in tobacco growing were purely and avowedly experiments. There was no question whatever, as the matter now stood, of assisting people to grow tobacco for profit in Ireland. What it was desired to find out was whether the tobacco plant could under existing conditions be grown there at a profit. His recollection of his noble friend's speech on the beet industry was that he regarded it as proved that sugar beet could be grown at a profit in this country, and that what he asked the Government to do was to subsidise on a very considerable scale the large sugar industry which in these circumstances he thought might be started.

The Earl of Denbigh pointed out that growing sugar beet was one thing and manufacturing sugar from it another. He wanted to have the possibility of manufacturing proved.

The Earl of Crewe said he would have supposed that, as regarded the mere process of manufacture, there was nothing to be proved in this country which had not been proved in France and Germany. What the noble earl suggested was that by subsidising the manufacture people would be induced to come forward with large amounts of capital, and that the sugar industry so aided by public funds could compete in the markets of the world. There was no analogy whatever between that and what was being done now in Ireland with regard to tobacco. If Ireland demanded to be allowed to produce tobacco and at the same time to enjoy this rebate of duty, then he admitted there would be a reasonable analogy between the two cases. If such a demand were made no doubt his noble friend would be prepared with an answer; but in the meantime he could not admit there was any analogy between the two cases. (Hear, hear.)

Viscount Ridley said they were told by the Government that they were elected on many mandates, and that if they had one mandate more certain than another it was the maintenance of free trade. Though he was glad to hear that they proposed to encourage the growth of tobacco in Ireland, he was astonished to hear that that was the decision of a free trade Government. Seeing that on one day the Government brought in a Merchant Shipping Bill which was contrary to the canons of political economy as they understood it, and another day announced their intention to encourage tobacco growing in Ireland, he thought his noble friend might fairly look for some consideration for the industry of which he had made himself the mouthpiece. He understood that what his noble friend wanted to ascertain was whether the manufacture of sugar could be made a commercial success in this country, just as the noble lord opposite had said the Treasury wished to ascertain whether tobacco-growing could be made a commercial success in Ireland.

The Earl of Meath said that if the Government intended to withdraw the rebate if the experiment proved a success in Ireland he could assure them that all parties in Ireland were going to make a row. (Laughter.)

The Earl of Denbigh asked whether the noble earl opposite meant that if the question of experimenting alone were

MR. CYRIL MAUDE THINKS THE "DE RESZKE" CIGARETTES SO EXCELLENT THAT HE WILL HAVE MUCH PLEASURE IN RECOMMENDING THEM.

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raised the Government would be inclined to consider his demand.

The Earl of Crewe repeated that if the time came when Ireland demanded that tobacco-growing should be removed from the domain of experiment and that free cultivation of it with the rebate should be allowed, the whole matter would have to be considered. The question would then have reached the same stage as the case the noble earl put forward had reached. He understood the noble earl to ask that the manufacture of sugar on a large scale should be subsidised by public money.

The Earl of Camperdown said that if the Government meant that when the experiment succeeded in Ireland with the rebate the matter was to be reconsidered he quite agreed with Lord Meath that there must be a row. (Laughter.) In that case, if he were an Irishman, he should always maintain that the matter was still in the experimental stage.

Lord Oranmore and Browne thanked the noble lord for his answer. The British Government had previously put a stop to the industry in Ireland, and it seemed to him that they proposed to repeat that action, if it were shown once more that tobacco could be grown in that country.

Lord Denman observed that Lord Camperdown looked as far ahead as 1913, when the present Government, notwithstanding its great majority, would not be in office. (Laughter.) In reply to the remarks of Lord Ridley on the general question of protection, he would venture to point out that the rebate was given by the late Government, not by the present Government.

Viscount Ridley.—But it was continued by the present Government.

Lord Denman asked whether the noble lord meant that the Government should stop all assistance to this industry, after the action taken by the late Government. Noble lords on both sides of the House advocated continuity of policy. Surely this was a case in point.

IRISH TOBACCO.

THE cultivation of the tobacco plant has now passed beyond the experimental stage in Ireland, and may be regarded as an actual industry. For some years extensive experiments have been conducted under the guidance of the Irish Department of Agriculture, and several experts have been employed to superintend the cultivation of the plants and the cure of the leaves. To Colonel N. T. Everard, of Navan, Co. Meath, belongs much of the credit for the development of this industry, as for some years past he has been keenly interested in the growth of tobacco. In 1904 twenty acres on his estate were devoted to this plant and a yield of 9,000 lb. of cured leaf obtained. It was of an excellent quality, and readily sold at $\frac{1}{2}$ d. per lb. more than the same class of American leaf. The following year the yield increased enormously, as from $13\frac{1}{2}$ acres 15,500 lb. were procured, while the quality considerably improved, 1d. per lb. more being obtained for the cured leaf than in 1904. The same year nine acres were grown in Co. Wexford, which produced 8,000 lb., and $2\frac{1}{2}$ acres in Co. Louth, which yielded 3,300 lb.

Until this year only the cheaper forms of tobacco have been cultivated, to be employed in the manufacture of "plug," but this season Colonel Everard is experimenting upon twenty-five varieties, among which are some intended to be used for cigar wrappers, worth from 8s. to 12s. per lb. As far as one can tell at the present time the experiment is likely to prove a success, the plants looking healthy and strong. The top price procured for the tobacco grown during 1904 and 1905 was $5\frac{1}{2}$ d. per lb., so if the cultivation of the more expensive kinds is successful the profits will be enormously increased.

In the Tagoat district of Co. Wexford several plots were cultivated in 1905, varying in size from a rood to an acre. The produce from all the plots was successfully marketed, and the results are both interesting and instructive. The leaf was of an excellent quality, and it was readily bought by English manufacturers. The average price obtained was $2\frac{1}{2}$ d. per lb., but the Chancellor of the Exchequer remitted 1s. per lb. duty, bringing the total up to 1s. $2\frac{1}{2}$ d. per lb. The following table shows the best and the worst returns from the plots in this particular locality:—

One Acre.	Yield.	Value.	Cost of Production and Taxes.	Rent, Rates.	Profit.
Best ..	1,430 lb.	£86 7 8	£25 ..	£2 ..	£59 7 8
Worst ..	1,088 lb.	£65 14 8	£20 ..	£2 ..	£43 14 0

As would naturally be expected, a large number of applications has this year been received from farmers and agriculturists generally for permission and assistance to cultivate the tobacco plant, a large proportion of which have had to be refused. The Treasury, working in conjunction with the Department of Agriculture, has given permission for tobacco to be grown as follows:—Co. Meath, 30 acres; Co. Wexford, 12 acres; Co. Kilkenny, 8 acres; Co. Louth, 15 acres; King's Co., 14 acres—a total of 79 acres.

The Government has generously encouraged the industry, and at a great expense has erected and fitted up plants for curing the leaves, besides which it has provided for expert instruction. The necessary buildings require a large outlay, the interest on which must be deducted from the net gain, also the annual depreciation on the plant and machinery. These expenses would, of course, reduce the net profit, but there is sufficient margin to allow for this, and still leave an excellent profit per acre.

Writing in a contemporary, Captain R. W. Everard says:

"With our present experience the cost of labour on one acre of tobacco is about £20, about half of which can be earned by women and boys during the winter, when, in this country, there is no other employment for them. The cost of putting up new curing barns and heating apparatus is about £80 per acre, but existing farm buildings can be converted into curing sheds at small cost. The Treasury are allowing a refund of one-third of the duty, or 1s. per lb., to growers for seven more years, but are inclined to limit the area grown by individuals to such a degree that no one can grow sufficient to afford the necessary expense for experiments on a commercial scale, especially with new varieties. Tobacco was largely grown in Ireland up to 1831, the Act of Union specifically providing for the continuance of its cultivation; but, as it was much easier to collect the customs duties at the seaports, the Excise authorities managed to kill the industry. With the refund the profits on tobacco growing are large, and a great number of men, women, and children might be regularly employed during the whole winter. The concession of 1s. per lb. is small compared to that given to tobacco growers in every other country, including our newest Colonies; and it does not seem equitable that the Treasury should discourage an industry which undoubtedly would do much towards bettering the condition of the working class and stemming the tide of emigration from Ireland."

The captain forgets that if the Government did more than encourage an experiment it would be protecting one industry against another at the expense of the taxpayer.—*The Tribune*.

BOOKS ON TOBACCO.

If you are a collector of Tobacco Books, send to us for a list or mention your wants. We have the largest stock of Tobacco Books in all languages in Germany.

LUDWIG ROSENTHAL, ANTIQUARIAT,

HILDEGARDSTRASSE, 16, MUNICH, GERMANY.

CHARLES HAWTREY WRITES:—"THE 'DE RESZKE' CIGARETTES ARE EXCELLENT, AND I CONSIDER THEY ARE THE PLEASANTEST I HAVE EVER SMOKED."

TOBACCO REDISCOVERED.

A TRACT FOR THE TIMES.



I have not given up tobacco. It was a sacrifice I had constantly dreaded, yet felt to be inevitable. For, of course, no man who is a man can submit to be the slave of a pernicious habit, and the tobacco habit was, after thirteen years of what might be called "moderate enjoyment," becoming a serious menace. There are many excellent reasons for smoking. Say that a man finds his pipe a spell to cast out the personal troubles on which most of us turn an intimate key, say that some Arcadia mixture gives order to his thoughts and point to his inspirations, that he can endure the fetid city with a nimbus of fragrant smoke about him, or appreciate more acutely the treasures of the open road, the mountain, and the moor when the essence of nicotine is subtly mingled with the scent of pines or the lush smell of grass, or say simply that he likes the taste of it—all these and many more are excellent reasons for smoking. And Calverley has sufficiently answered the croakers. But when tobacco no longer tastes of anything in particular, and when, moreover, one can do nothing but sleep or eat without a pipe in the mouth, it is time to turn round. When, even if the weekly consumption does not seem to mount to a large figure in ounces and cigarettes are rudely spurned, the pen will not write until the pipe is going, when one has to suck at an empty pipe in order to throw a line for trout against a boisterous wind, and when the sense of loss makes one slice every ball from the tee, the struggle for emancipation ought to begin.

Such was rapidly becoming my case, and, though I would admit so much to no doctor living, I was rather concerned. It was painful to have to admit a vice, even if it were an open one, it was rather alarming even to a robust scepticism to read of pains and penalties in the *Lancet* or elsewhere, and it was shameful to be a slave. Was it not also possible, as many tracts have alleged, that from smoking one would go to drink, gambling, and perdition? Anyhow, tobacco was no longer sweet. It was a tasteless necessary where it had been a seductive luxury. It must be abandoned. And yet—the prospect of failure was appalling. What would be the state of a man who had tried and failed to give up his pipe? A certainty of eternal domination would combine with the utter loss of self-respect to hurry such a wretch more surely down the slope of Avernus than any quantity of cigars would do. Failure was an unthinkable ignominy. But success was obviously only to be won at a great price. The rupture must be complete. Tobacco would have to be absolutely denied for, say, a month. Anyone can compromise with a devil. Anyone can go without tobacco for a few days—many of us do that when we have a cold in the head or a "wambling in the innards"—or make a poor pretence of overcoming by dieting himself on a pipe after each meal or no smoking till after dinner. But that is a useless scourging of the flesh which by no means subdues the devil. It had to be a complete disestablishment, and, frankly, I funk'd it. So long as the effort remained unmade I was a free, self-respecting man. I could conceive victory as probable if not certain, and plan success. But if one had failed—

It was at this moment that I was saved from an act of

desperate folly. I woke one morning with a sense of discomfort, and it was not long before I discovered the cause. I had a pimple—I can call it that now, and I do so call it, because evasion is so indelicate—on my tongue. A simple affair, no doubt, trivial if irksome. But it was more than that. Of course, I couldn't smoke that day, and I tried remedies, drastic alum, instead. Still the abominable affair remained, and the pain grew worse. I said little, but thought the more. I knew what it was—cancer beyond a doubt, and when one has cancer, as is well known, one would suffer torments rather than reveal the fact. It is indeed asserted that the victim generally denies to his own mind the conviction of his malady. Now this was not so with me. I felt quite sure that I was struck with a mortal blow, and felt also that the awful fact must be concealed with stoical endurance from those who were near and dear to me. I yearned for sympathy, and would have blurted out the tragedy to Jones at the office, but that I foresaw his entire scepticism. I knew he would make some silly jest about terminological inexactitudes, which, practically on my death-bed, I could not suffer tamely. So I held my tongue, and it grew exceeding sore.

I will harrow no reader with a minute description of my agonies. There is too much of suffering and telling in this neurotic world. But they were tortures of mind even more than of body that I endured for several days. At last, however, after having dropped asleep one night in the full determination to face a doctor the next day, I woke with a curious sense of relief. The thing was better. Perhaps, I dared to think while I shaved, it had been only a tumour, which might dissipate itself. Certainly I was better. I managed to swallow bacon and kidney without believing them to be coals of fire. I was comparatively cheerful at the office, and when I went out to lunch, alone, I was even gay. Food neither choked nor inconvenienced me, and laager was like nectar.

So I ordered a cup of coffee and—boldly—a cigarette. I put it between my lips, held a match to the end, and —. To say that I smoked that cigarette is to convey the most foolishly feeble impression. Rather I exhausted its delight slowly and gravely. A delicacy of aroma such as never yet was upon earth usurped my senses and enchanted my nostrils. Each breath I took was so delicious that I could scarcely let it go. I was inspired, and yet not rudely; there was no violence of sensation, but a perfection of sensuous enjoyment. This was the cigarette in Cairo which it had always been my ambition to smoke. This was tobacco as it had never tasted, and as it had always seemed that it ought to taste.

For some time I thought it was the cigarette, but on buying a dozen of the same brand I found out the truth. This was simply tobacco rediscovered. When cured of my imaginary malady I put on the fetters again—all smoke became as stale and unprofitable but as necessary as before. And now, as I have said, I shall not make a break with tobacco. It would be an act too gross for contemplation to engineer a sensation of such perfect sensuality as came to me by chance. I must trust to luck. Some day my tongue may get burnt again.—GUY C. POLLOCK in *The Evening Standard and St. James's Gazette*.



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TURKISH
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Transvaal Tobacco Farming.

A CHANCE FOR THE YOUNG COLONIST.

From the Special Correspondent of the Pall Mall Gazette.



THE average youth arriving in South Africa, and seeing tobacco, in the produce market reports, quoted at 2½d. per lb., imagines he has reached a land of pure delight, where luxuries may almost be had for the asking. Time, however, disillusioned him. He will have to pay 28. to 38. per lb. for the fragrant weed at any tobacco-nists, and then it is the local or home grown article, so light, pure, and free from saltpetre that he is quite unaccustomed to it. Admirable indeed of its kind, and preferred by many smokers to all other, true appreciation of Boer tobacco is nevertheless distinctly an acquired taste. Within the last year or two a scheme has been organised whereby it is hoped to produce such a leaf as will command double the present price. Before that consummation, however, there is tough work ahead; but the simple mainspring of the whole venture is co-operation.

Introduced by the Dutch from Holland and Batavia, more than a century ago, millions of pounds of tobacco have been raised annually in the Oudtshoorn District of the Cape, and the famous Katberg tobacco has a justly deserved reputation. A very large proportion of the above, however, is grown and sold in leaf form for the prosaic purpose of sheep-dipping. Good roll tobacco in Cape Colony rules from 3d. to 9d. per lb.

GOVERNMENT'S OPEN ARMS FOR PROSPECTORS.

But it is to prospects of tobacco growing in the Transvaal the present article more especially refers. And as at this moment, Government is keenly awake to the advantage of fostering so promising an industry, those desiring to attempt the culture of "My Lady Nicotine" will receive more than the ordinary consideration and assistance from the Powers that be. The tobacco plant thrives in many localities, flourishing even in Thibet, where for eight months of the year the temperature is at freezing point. In the Transvaal, therefore, by reason of suitable soil, and the long summer, conditions are highly favourable for its cultivation. So that, given good seed and good soil, successful growing is pretty well assured. But it is in the drying, curing, and preparation for home and foreign markets that the present difficulty enters.

Some of the best tobacco grown in the Transvaal to-day comes from the Waterberg, Rustenberg, and Pietersberg districts; and Piet Retief and an area along the Swazieland border have also produced leaf of excellent quality. Seed should be sown from May to July, in carefully prepared beds. It is best mixed with ash, or finely pulverised soil, and thus disseminated. By September or October, according to local conditions, the plants are ready for bedding out in rows about three feet apart. A good limestone soil yields the best results; the ground is prepared and dressed with kraal manure, some growers using ash as well; inferior ground must be thus treated alternate years, but the best soils only require it every third year, and the same fields may be planted for a generation without any perceptible deterioration of the product. The grower may calculate on getting one pound of tobacco per plant on good soils. Except for the seed beds, irrigation is unnecessary in the Transvaal, the tropical summer rains being adequate to ensure great luxuriance.

CRUDE METHODS OF PREPARATION.

The plants being well established are then deprived of suckers or shoots, and all superfluous leaves; the tops also are removed, and thus all the strength of the plants is concentrated into the fifteen or twenty leaves left thereon. By January or February yellow spots may be noticed on the leaves. This is evidence of maturity, and the plants are forthwith cut down and left lying in the fields for a day to effect the first process of withering under the sun's rays. The primitive tobacco farmer next hangs the withered plants in a rude thatched drying shed, if possessing such a luxury, and failing this accommodation he hangs them under his orange trees, or even on low lines in the open. Thus they remain for a month or more, until properly dried. When this stage is reached the leaves are stripped from the stem, about twenty are bound together, with a rush cord, without any sorting or grading, then, the outsides being slightly damped, they are stored in a shed until the grower can turn them into money, when he twists the leaves into long strings. In making the rolls or twist tobacco, the outsides are roughly sorted and the leaves steeped in a lye prepared from the ash of a native shrub. Fermenting for two or three days after this, they are then twisted into long strings and rolls of 6 lb. to 8 lb. weight. In 1904, the Transvaal exported tobacco thus cured to the value of £63,500.

EUROPE AND BOER TOBACCO.

With the crude methods described above, it will be seen that the most abject novice could cultivate tobacco such as has been produced for many years by Boers, whose manufacturing process was rough and ready rather than scientific and progressive. Boer tobacco is beloved by many smokers, and once the taste is acquired it is assuredly lasting. A Dutch farmer recently remarked to Lord Selborne, that "if Europe did not choose to take the tobacco as he always meant to prepare it, then Europe might go without it." Naturally his Excellency replied that "Europe would go without it; and the grower would likewise go without the money."

The crux of the whole matter then is that the Transvaal is admirably adapted for growing a high-class article in unlimited quantities, but the curing of the leaf thus grown must be such as to please the critical consumers in the European market, if the industry is to assume the gigantic proportion it should. Cute Americans are already aware that under improved manufacture Transvaal tobacco will become a formidable rival for United States tobacco dumpers on British and other markets. The Government expert, after critical inspection of the tobacco plant in America and Cuba, is of opinion that the leaf of cigar and cigarette tobacco grown in the Transvaal only requires more care in fermentation to take premier rank and attain a world-wide reputation.

THE TOBACCO GROWERS' ASSOCIATION.

To obviate existing difficulties a Tobacco Growers' Association has been formed and numbers over one hundred members. Experts have decided that each district grows a type of tobacco peculiar to itself. Now, uniformity of leaf, with grading, packing, and handling will be encouraged, grants and loans will be made for the erection of central

TURKISH AND VIRGINIAN TOBACCO, SPECIALLY PREPARED FOR CIGARETTE MANUFACTURE. SAMPLES, WITH PRICES, FROM J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.

curing stations and warehouses, and the managers—men of practical experience—will make farm to farm visits during planting or growth. Although the Association is not intended to be dividend-earning, the district branches will share all profits on the co-operative system, and part payment will also be made at the curing stations on delivery of leaf. A better product will be the result, and more lucrative business than the old style of exchanging the entire crop for groceries and household requisites at the nearest "winkle." A factory for the manufacture of the cigarettes and pipe tobacco has been erected at the Cape at a cost of nearly £60,000. Much of the leaf used is at present imported, but it is proposed to substitute locally grown tobacco as soon as a uniform quality is assured.

CONGENIAL WORK FOR NATIVES.

With any large planter the eternal labour question perforce arises. White is out of the question, even if the grower be a philanthropic capitalist. Uproar and strife would resound throughout the Empire did any venture to import English husbandmen save at wages no genuine planter could afford. Nor would Portuguese or Italians be tolerated. Over a million indentured Chinese are employed with marked success in the East India plantations. They get no wages; but, when cut and dried, the tobacco plants are bought from them at prices varying from \$1 (Mexican) to \$8 per 1,000. The coolies like the work and give entire satisfaction. Hence it has been suggested similar arrangements should be made in the Transvaal. But to mingle ever so slightly "the taint of slavery" with the pleasant aroma of the Boer weed would jeopardise its sale among a large percentage of free born Britons which would entirely defeat the end in view! Remains, therefore, the Ethiopian labourer, who is competent and capable for all planting, &c. His sojourn through the entire season from seed-time to harvest probably depends more on the manner in which his master handles him than other causes, and natives are certainly happier in agricultural work than deep-level mining.—*Pall Mall Gazette.*

THE ROMANCE OF MATCHES.

If the universality of matches admits of a season when they are more than usually in evidence, such a period obtains, at least in this country, during early spring, when the thoughts of successive Chancellors of the Exchequer turn longingly—one would not say lightly—towards the tiny illuminants as a conceivable source of revenue as well as of fire. Of course the disastrous failure of the late Mr. Lowe's attempt to tax what were then appropriately termed "lucifers" has become almost proverbial as a deterrent. But unless all stories are false, his proposal has frequently been revived within the Department; though such suggestions have never since come before Parliament for fear of raising Cain in the constituencies, as Mr. Lowe did in 1871, when every girl employed in match-making was summarily dismissed from her employment, and sent round the voters to rouse the country against any impost upon the chief source of light. Yet in the years that have elapsed matches have been increasingly taxed by our neighbours. The United States has mulcted them at one halfpenny per 100; counterbalancing this internal tax, however, by an import duty of almost half their value. In France, as everyone who was had the misfortune to use native-made lights there knows, matches are a Government monopoly. In Spain, where they are also under Government control, they are, if possible, worse than in France. The Spanish do not even know a decent match when they see one; the writer has had his English wax vestas—certainly an extra large size—begged of him

by Valencian washerwomen who imagined them to be little altar candles, and desired them to use as such. And now even Japan is considering whether matches cannot be taxed through a Government monopoly.

If this last is established our shrewd allies may be reckoned upon to see that it does not injuriously affect the large business they already do in exporting matches. Fully one million pounds worth are manufactured annually in the Land of the Rising Sun; you can see the sun upon the boxes, many of which are sold in this country in the petition with the Scandinavian product—previously the only manufacture of the kind that entered into serious rivalry with British match factories. Nowadays, however, there are probably more match makers in Japan than in the British Islands and the United States put together; in Osaka and Kobe alone, for instance, there are 111 match factories. That within a couple of decades so large and intricate a business, dependent upon a cheap wood supply, should have been established in an almost timberless land is extremely significant of Japanese capabilities.

Apart from their obvious talent for trade, one chief cause of their success in this instance is the comparative cheapness of the labour they employ. Their workmen and women can afford to accept a tithe of what is required by their fellows in Scandinavia; who, again, are paid much less than those in this country, or in the States. Besides, even though Japan has to procure from outside sources much of the wood required in match manufacture, almost every other country has to import many of the other materials required for their creation. We are disposed to regard the matches, of which many of us use several scores daily, as very simple things; composed simply of a splinter, tipped with phosphorus and sulphur. In reality they are extremely complex. The sticks alone are the outcome of most elaborate machinery. It cuts the original timber into blocks, shaves these blocks into bands, clears these bands of knots, and cuts the matches out of them at the rate of twenty millions daily for each machine. Another machine screens, ranges, and bundles the splints, after which, having been dried, they are soaked in paraffin, usually in the form of molten scale, of which the Scotch paraffin shales yield the largest proportion. Into this scale the matches are inserted, each of the many millions occupying a separate place in a rack or frame, so that it dries, after dipping, without coming into contact with any one of its neighbours. When the paraffin has thoroughly permeated the splints they are ready to receive the ignitable heads; a process carried out by inserting them, separated as before, into a composition which has, at one time or another, contained many curious materials, from sugar to sand. Sugar entered into the earliest matches, invented in Paris, just a century ago; sand is used to increase the friction in striking. Match heads also contain two metals, neither of which was known until little over a century ago. One of these is potassium, as chlorate—which causes the slight explosion when a match is struck—the other is manganese as peroxide. Lead and potash may be present, and phosphorus in some form must be so, but the exact recipe of each maker varies, and is regarded as a valuable trade secret. What is certain is the somewhat surprising fact that one-fifth of match head composition consists of common glue, used to bind the materials together, and to cause the whole to adhere to the stick. Moreover, a great proportion of the world's supply of match-making glue is made in this country. It is a curious thought that each time, say, a Japanese match is struck in England, a considerable part of what is then burnt has voyaged round the world, the glue in it having been created from bones or hide clippings brought to England from Australia or Argentine, shipped, after manufacture, to Japan, and returned thence in match tips. It is not less wonderful that those common little articles, sold at the rate of 200 for a farthing, should annually be the subject of anxious consideration on the part of the Exchequer authorities of every one of the Great Powers.—*Weekly Telegraph.*

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A GOOD 2d. SMOKE IS THE "SHELLEY" CIGAR; IT YIELDS EXCELLENT PROFIT. SAMPLES, WITH PRICES, FROM J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.

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Sumatra and Borneo Tobacco.

THE YEAR 1906 PROMISES TO BE A BUMPER ONE FOR THE INDUSTRY.

Is one matter of commerce at least—that of statistics—our neighbours the Dutch cannot be accused of "giving too little." The results of the various Amsterdam and Rotterdam sales of Sumatra and Borneo tobacco, held between March and July during the present season, are, as usual, most clearly and comprehensively set forth by the official returns from Amsterdam, and can be easily followed by the English reader, despite the outlandish and formidable look of the hyphen-less compound words in which, in common with his near relative, the German, Mynheer rejoices. Three sales remain to be held in the autumn before the final results for 1906 can be made up; but it is already certain that the year will stand out head and shoulders above its predecessors of the past decade. This will be easily seen from the following table, giving results during the past ten years:—

Crop sold.	Bales.	Average price per ½ kilo.			Value in sterling.
		Dutch cents.	English equiv. s. d.	£	
1897 ...	191,185 ...	111 ...	1 10 ...	2,700,000	
1898 ...	201,736 ...	122 ...	2 0½ ...	3,994,000	
1899 ...	235,653 ...	92 ...	1 6½ ...	2,750,000	
1900 ...	264,100 ...	82 ...	1 4½ ...	2,775,000	
1901 ...	223,731 ...	111½ ...	1 10½ ...	3,166,000	
1902 ...	227,512 ...	94 ...	1 7 ...	2,712,000	
1903 ...	242,132 ...	85 ...	1 5 ...	2,600,000	
1904 ...	254,602 ...	92 ...	1 6½ ...	2,991,000	
1905 ...	233,957 ...	99 ...	1 8 ...	2,983,000	
1906* ...	173,750 ...	171 ...	2 10 ...	3,648,000	

* To July.

Although the average for 1906 will be reduced later on, as most of the tobacco now awaiting sale is of low-grade quality, the previous record of 1898 is sure to be heavily exceeded, for the total crop is not likely to be more than 225,000 bales. The probable extent of the improvement may be somewhat estimated from the fact that last year, for which the final average was 99 cents, there had been sold to the end of July 181,513 bales, at an average of 110 cents. This year there have been sold, to the same date, 173,750 bales, at 171 cents! The reason for these remarkable results is the arrival of an exceptionally fine crop on a short market. Experts generally have pronounced the present crop to be all that can be desired, and statistics indicate no excessive supply for at least two years to come, if then. Borneo, no less than Sumatra, makes an excellent showing this year, as a comparison of results for the past six years will demonstrate:—

Crop sold.	Bales.	Average price per ½ kilo.			Value in sterling.
		Dutch cents.	English equiv. s. d.	£	
1901 ...	18,115 ...	73 ...	1 2½ ...	163,000	
1902 ...	17,065 ...	89 ...	1 6 ...	191,000	
1903 ...	14,865 ...	68 ...	1 1½ ...	122,000	
1904 ...	17,042 ...	80 ...	1 4 ...	167,500	
1905 ...	16,615 ...	62 ...	1 0½ ...	125,000	
1906* ...	12,673 ...	107 ...	1 9½ ...	160,000	

* To July.

What has been said as to the probable average for the whole Sumatran crop applies equally well to the Bornean. On July 14th, 48,500 bales of Sumatra and 4,400 bales of Borneo leaf were reported in stock. Adding these quantities to what has already been sold, and allowing for oddments still to come forward, we arrive at a total of about 225,000 bales of Sumatra and 17,500 bales of Borneo

tobacco for 1906, or, say, between 240,000 bales to 245,000 bales for the whole crop of the two islands.

A noteworthy feature this year has been the purchase of Borneo tobacco for the first time for America. This is due to the bare state of the market, which has compelled United States buyers to take what they could get, even inferior and dark-coloured leaf, such as in many years they would not look at. Good Borneo tobacco has therefore had its chance, as it is naturally infinitely preferred by the Yankees to inferior Sumatra. Rumour has it that Borneo leaf sometimes becomes Sumatra in its transit to the New York market. This is not impossible; for when taken for Germany it occasionally turns into Havana, in the same way that Italian wine has been known to change into Bordeaux. Be this as it may, a mere malicious tale or one of those commercial subterfuges which bring a blush to the honest cheek of the Chicago purveyor of cigars, &c., the fact that remains is the opening of a new market for the Bornean product—an immense advantage to a planting industry chiefly in British hands.

Leaving generalisations, it may be interesting to give, briefly, a few particulars as to the present positions of the enterprises in which English investors are chiefly interested. Commencing with the United Lankat Plantations Company, Limited, it is gratifying to find this British concern heading the list of averages to date amongst 52 companies and private planters. It has sold 7,869 bales at 234 cents a pound, or, say, 3s. 11d. About 1,500 bales more remain to sell. Last year this company sold a crop of 9,189 bales at an average of 134 cents, or 2s. 3d. The British Deli and Langkat Tobacco Company, Limited, at present reconstructing as the Rimboen Tabak Maatschappij, has sold to date 3,967 bales at 145 cents, or 2s. 5d. About 1,000 bales remain to be sold. Last year the average was 82 cents for a total crop of 4,442 bales. The Serdang Tabak Maatschappij has sold 3,327 bales at an average of 116 cents, or 1s. 11d., and has still 2,000 bales to sell. Last year's total crop of 4,966 bales realised an average of 85 cents, or 1s. 5d. The New Darvel Bay Borneo Tobacco Company, Limited, has obtained an average of 128 cents, or 2s. 1½d., for 5,285 bales. About 2,000 bales remain to be sold. The entire crop last year was 3,686 bales, marketed at 122 cents, or 2s. 0½d.; the New London Borneo Tobacco Company, Limited, has sold to date 4,470 bales at 96 cents, or 1s. 7d. Over 100 bales more are lying in Amsterdam. Last year's crop of 8,668 bales sold for 40 cents, or 8d. The New London and Amsterdam Borneo Tobacco Company, Limited, is now in process of liquidation; but the 1,492 bales sold to date give an average of 70 cents, or 1s. 2d., against 44 cents, or 9d., last year for a total of 2,277 bales.

From what has gone before it will be seen that the present year has been most exceptional in its results. The new crop is now mostly harvested, and as the statistical position points to a short market again next year, if the crop coming forward then be of average quality, tobacco planting enterprises are likely to do well.—*Financial News.*

THE KAISER'S "FAG."—For the following story the *Frankfurter Zeitung* is responsible:—The Kaiser was expected to drive along Unter den Linden, and among the waiting crowd lining the famous street was a loyal young clerk who could boast that he was also an officer of the reserve. The Kaiser at last appeared, and as he passed the spot where the clerk waited he threw away his cigarette. Promptly the clerk picked up the cigarette, intending to treasure it as a valuable memento, but a ubiquitous policeman pounced on him. "What's that you've picked up?" he shouted. The clerk replied, "A cigarette, which His Majesty threw away." "What do you want with it?" "To keep as a memento." "Give it up, you only want it for purposes of ridicule." And the policeman took charge of the cigarette, while the clerk turned away indignant, asking if such interference with the liberty of the subject should be tolerated.

IF YOU MAKE YOUR OWN CIGARETTES SEND FOR SAMPLES AND PRICES OF OUR SPECIALLY PREPARED TOBACCO. J. MILLHOFF & CO., LTD., 27, COMMERCIAL ST., LONDON.

CUBAN CIGAR CORNER.

LONDON HAS 20,000,000 CIGARS IN BOND.

Those who smoke Cuban cigars might do well to buy a stock of their favourite brand now, as there is every reason to believe that the supply will become scarce and that the quality will not be so good.

A Havana correspondent says that cigar manufacturers view the trade with discouragement. They fear that the revolution will make a good tobacco crop impossible. There is little leaf in the market already, as the present crop is a failure. Prices are rising rapidly, and according to present indications will go higher, unless the revolution is brought to an immediate end.

Mr. Klingenstein, head of the firm of Messrs. Klingenstein and Co., St. Mary Axe, the largest importers of Cuban tobacco in this country, agreed that this was an accurate statement of the prospects of the tobacco trade in Cuba, but he hastened to explain that England was more happily situated in the matter than any country in the world on account of the circumstance that cigars improve by being kept in this climate. In America, on the other hand, only short supplies can be taken because after a few months cigars begin to deteriorate and have to be sold at a discount. Many months ago it became clear that the 1906 tobacco crop must be a failure, and the English importers took the precaution of buying what remained of the 1905 crop, and the consequence is that while there is not, perhaps, more than half a dozen bales of the 1905 crop in Cuba or America altogether, England possesses a very considerable quantity.

In addition to this, British importers possess a great store of cigars made in Cuba, by the best known manufacturers. It is estimated that London tobacco merchants alone have over 20,000,000 cigars in bond.

The failure of the 1906 crop and the prospect of the rebellion in Cuba lasting for some time have combined to make the British tobacco importers the masters of the situation. The 1906 crop was destroyed by a phenomenal rainfall. Six months ago, when the tobacco plants were quite young, there came a period of bad weather, when it rained, almost without cessation, for 37 days. A large proportion of the plants was washed away, and those that survived yielded a leaf of very dark colour, which neither smokes nor looks well.

The outlook in the Cuban tobacco trade is very far from rosy, but if there is any comfort in the circumstance, Britain comes out on top. Already there is every prospect of an almost immediate rise in the price of the good qualities of cigars, and if the trouble in Cuba continues for any length of time, it will be very difficult to purchase a Cuban cigar at any price.—*The Tribune*.

TOBACCO SMUGGLING.

In the report just issued of His Majesty's Commissioners of Customs for the year ended March 31st last, there is a statement of seizures in cases of attempts to smuggle dutiable goods, and a comparison of the figures for 1905-6 with those for the preceding year discloses an increase in the quantities of tobacco, cigars, and spirits seized, and in the amount of the penalties recovered, while the number of seizures, persons fined, and penalties recovered has declined. Of the increase in the quantity of seized tobacco and cigars more than 5,000 lbs. is accounted for by the arrest and confiscation, with their cargoes of contraband, of two Dutch coopers, Nordster and Active, which were captured by H.M.S. *Argus* inside the three-mile limit off the Humber. These vessels are said to have formed

part of a fleet of seven coopers (i.e., floating spirit and tobacco shops) all of Dutch nationality, floating spirit and these coopers are usually shipped in Holland, and are sold chiefly to the crews of the fishing fleets which collect at various places around the coast during the herring-fishing season. Endeavours are made to prevent the landing of goods obtained in this way by supplementing the landing force at the chief fishing ports and by stationing preventive force during the season at certain outlying fishing stations, which the trade is insufficient to require the services of an officer throughout the whole of the year. The land force stationed in the Orkney and Shetland Islands and the N.E. coast of Scotland is assisted by the Admiralty cruiser specially employed in keeping order among the fishing vessels, which patrols the coast and endeavours to intercept contraband goods being conveyed from the coopers to the shore. "Coopering" is a constant source of anxiety, and its control is dependent upon the co-operation of the Admiralty cruisers.

Apart from the important seizure referred to, the quantity of tobacco and cigars seized is about the average of the preceding nine years. But in addition two large seizures of saccharin of 150 lbs. and 61 lbs. respectively were made. In the former case the goods were seized in London by the Customs detective staff, and in the latter case the saccharin was concealed in casks of earthenware imported at Folkestone from Boulogne. In both instances the offenders were committed to prison in default of payment of the penalties imposed. An increase is noticeable in the number of persons convicted in non-summary cases. The whole of the sound tobacco seized is sent to the criminal lunatic asylums for consumption by the inmates, thus relieving the votes for those departments from the cost of purchasing an equivalent amount, and the tobacco not fit for consumption in this way, but useful for fumigating purposes, is sent to the Botanical Gardens at Kew and Edinburgh. During the year ended March 31st last the quantities of tobacco disposed of in this manner were as follows:—Criminal lunatic asylums, 2,562 lbs.; botanical gardens, 4,256 lbs. The remainder was destroyed as worthless. Cigars and other goods (except saccharin) are sold, and the proceeds carried to the Crown's account.

PUFF.

Dear ladies, in your nurs'ry days
I loved your sweet, delightful ways,
Your laces and your ribbons and your stuff,
I adored the smell of powder,
And my praise grew ever louder
For your everlasting, fascinating
Puff! puff! puff!

Yes; they covered you completely,
And you smelt of powder sweetly,
But to-day—oh, dainty ladies, I must croak.
Once you brought off wealthy catches
With a powder puff and patches;
Now you smell of nothing else, I fear, but
Smoke, smoke, smoke.

You have conquered men and nations
With your subtle fascinations;
With your powder and your patches, lace, and ruff.
But you'll find the world dead set
Against Madame Cigarette—
It prefers the ancient weapon of your
Puff, puff, puff.

Once men wondered as you went
At the subtle stray of scent
That emanated—(did it?)—from your muff.
Now, dear lady, there's a smack o'
Some most stale, unsweet tobacco—
Pray give us back the powder, not the
Puff, puff, puff.—D.C.C., in *Vanity Fair*.

SPECIAL ADVANTAGES IN GOOD SELLING LINES: CIGARS, CIGARETTES, OR TOBACCO.
APPLY TO J. MILLHOFF & CO., LTD., 27, COMMERCIAL STREET, LONDON.

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More about the Tobacco Beetle.

HIS HABITS, CHARACTERISTICS, AND FADS—
HOW TO ENCOMPASS THE DESTRUCTION
OF THIS FOE TO THE TRADE.

A SOURCE of much concern to all handlers of tobacco and its products is the tobacco beetle. The damage that is wrought by this little insect is astonishing, and out of all proportions to its size; and before adopting remedies it is well to become familiar with its habits, time of breeding, and mode of living. The insects are often received into a factory, warehouse, or store while yet in the larva state. In this case it is hardly likely that their presence would be detected for some time. Eggs of the insects are deposited in May and September. Soon after this, perhaps two weeks later, the eggs are hatched, and the larvæ appear. While in this state the greatest damage is wrought, the small worm requiring more nourishment than at any time of its existence; consequently it has a ravenous appetite, eating continually of the tobacco leaves. Entire hands, sometimes six or more, are bored through and through; sometimes honeycombed in every direction and made utterly unfit for use. Ofttimes the larvæ enter a vein or even the stem, and burrow and grind out the entire substance, making a tube. Eggs, and very often larvæ, are contained in tobacco which has been cased, and after the cigars are made it is usually some time before are found those holes familiar to almost everyone in the trade, and which resemble the holes seen in chestnuts and made by the chestnut worm.

Then comes the change from the worm to the bug. This change begins by the hardening of the white coat of the larva, which assumes a gelatine-like appearance, eventually breaking apart and setting at liberty the beetle, which has now reached its maturity. The beetle itself, while eating no inconsiderable amount of tobacco, and causing much damage by eating the wrappers of cigars, does not cause nearly so much loss as the larvæ, which bore the holes. The functions of the adult is to lay the eggs, the beetle, after a brief existence, leaving its quota of eggs to be hatched and continue its disastrous work.

While there are effective methods for the extinction of the pest, there are certain sanitary and local conditions which materially assist in helping the situation. Cleanliness should be religiously observed. Perfect ventilation—in fact, the creation of a draught—makes it impossible for the insect to thrive, and if the room in which the infected products are kept is kept cool at all seasons it is unlikely that even the eggs would hatch. While many theories have been advanced, the following method has proved practical and efficient in killing not only the beetle, but also the larva and egg.

A box about seven feet high and broad by six feet deep (all outside measurements) held four cases of leaf of the usual size. This was built of three layers of one-inch lumber, cross-grained and made with interlocking joints, which were securely screwed and bolted together. Under a platform of slats, about six inches above the floor of the box, was laid a coil of steam pipes covering the entire floor, and filled with tiny perforations, through which the steam might escape.

Two doors patterned after and resembling closely those seen on the large refrigerators commonly used by butchers and provision dealers, opening the entire front of the box, completed the box, with the exception of a thermometer, which was connected to a pipe running inside of the compartment.

Steam not being available in the factory buildings of the firms, this box was erected in another building, and connected with a high pressure steam boiler.

Now began the work on the infested tobacco; after taking a board from each end to permit the free passage

of the steam, four cases were piled into the box and steam turned upon them, and after numerous tests it was found that 160 degrees Fahrenheit was absolutely necessary to destroy both insect life and eggs. One hundred and forty degrees Fahrenheit, or even 150 degrees Fahrenheit, utterly failed to accomplish the desired results. A separate thermometer was used for testing the temperature inside the cases, and where this showed the desired point (160 degrees Fahrenheit) that attached to the compartment registered from 200 to 250, showing that about this temperature was necessary to penetrate the tobacco in cases.

The pressure of steam is continued until the desired temperature is secured, the doors are then thrown open, and the cases just treated allowed to cool. This requires several hours, after which the operation is repeated. Hundreds of cases were thus treated, with absolutely no bad effects upon the tobacco, and saving the owners thereof. This treatment is, of course, only applicable to the raw material.

The Germ Destroying Properties of Tobacco Smoke.

It has often been confidently stated that tobacco smoke is a powerful germicide, but so far this property has not been assigned to any one particular constituent of the smoke. The composition of tobacco smoke is, of course, complex, but everybody knows that tarry oils are a principal constituent, and certainly many oils are powerfully antiseptic. Nicotine, again, is a strong disinfectant, but the quantity of this poison in tobacco smoke is minute, if, indeed, it is present at all. At least, in a number of chemical analyses of tobacco smoke made at different times it was difficult to declare with absolute certainty that nicotine was an important constituent. The oily matter which accumulates in a tobacco pipe is decidedly poisonous, but it does not contain any appreciable quantity of nicotine, the chief constituent being the very poisonous oil pyridine. Tobacco smoke contains a decided quantity of the very poisonous gas carbon monoxide, which has been used for preserving purposes, and which therefore must possess germicidal properties. Some simple experiments which we have recently made would seem to confirm the observation that one of the principal constituents accounting for the germicidal properties of tobacco smoke is the powerful antiseptic formaldehyde.

The amount present is more than just appreciable, for if water through which a few puffs of tobacco smoke have been passed is tested for formaldehyde, the result is strikingly positive. The quantity of formaldehyde in tobacco smoke would appear to depend on the quality and kind of tobacco smoked. Thus the cigar appears to yield more formaldehyde than the pipe, and the pipe more than the cigarette. Possibly the peculiarly irritating property of the smoke issuing from the glowing end of a cigarette or cigar, or from the bowl of a pipe, is due to formaldehyde. It has more than once been stated that tobacco smokers enjoy an immunity from certain diseases, and the frequent presence of a powerful antiseptic in the mouth, nasal passages, and sometimes the lungs (as in the case of those who foolishly inhale tobacco smoke), would to some extent justify the statement. When it is considered that in the nose a vast number of microbes are hourly deposited, it is conceivable that these may be effectively destroyed by the frequent passage of tobacco smoke through that organ. In the same way the organisms exposed to tobacco smoke in the mouth would succumb. Formaldehyde is one of the most powerful disinfectants we possess, 1 part in 10,000 parts of water, serving to destroy all microbes, while such a dilute solution has practically no poisonous action on the human organism.—*Family Doctor.*

CHRISTMAS, 1906.

Are you looking for "lines" that are artistic in appearance, without rival in quality, that will show you more than a good profit? Lines that will stamp you THE retailer of your district? Lines that will bring and keep your trade? At Christmas almost every smoker looks for something better than usual. May be it is a present for a friend. No matter what he wants in the way of Cigarettes, if you have in stock anything manufactured by

R. LOCKYER & CO.

12 & 14, Bath Street, City Road,

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he is bound to be more than satisfied. Our latest introductions—

"REGAL OVALS,"

"CERES,"

"AMURATH,"

AND

"MAGNOLIA,"

cannot, at price, be beaten in get-up and quality. Write for our new List just issued. Read next month's issue for full particulars of these celebrated Cigarettes.

1906	1,890,474	127,431
1,976,307	3,138,434	
3,286,570	538,671	
3,825,100	4,025,222	
5,177,000	660,200	
5,805,000	7,103,000	
31st		
1906	6,577,377	744,747
7,102,000	21,000,000	
37,600,000	5,680,000	
43,200,000	31,000,000	
44,770,000	9,434,000	
50,553,000	52,400,000	
July 31st		
1906	179,661,000	2,343,000

STANDARD LINES.

7s. 6d. per annum prepaid; Three Brands from same firm 15s. per annum.

AMIO CIGARETTES Havana Cigar Co., Congleton.	LOYAL SMOKING MIXTURE William King, Wimbledon, S.W.		
ASTHORE <i>Cigarettes and Cigars.</i> J. H. Custance, Putney, S.W.	MARSŪMA <i>Cigarettes.</i> Havana Cigar Co., Congleton.		
BISHOP'S MOVE Cohen, Weenen & Co. 52, Commercial Rd., London, E.	MIXED PARCELS The Tobacconists' Supply Syndicate.		
CARRERAS OVALS Carreras Ltd., Aldgate, London, E.C.	MYRTLE GROVE <i>Tobacco and Cigarettes.</i> Taddy & Co., 45, Minories, London, E.		
CIGARETTE PAPER The French Cigarette Paper Co., London.	ROYAL NAVY BLEND Cohen, Weenen & Co., 52, Commercial Rd., London, E.		
CIGARETTES Lockyer, R. & Co., 12 & 14, Bath St., London, E.C.	TOBACCONISTS' SUNDRIES Adolph Elkin & Co., London.		
DE RESZKE CIGARETTES J. Millhoff & Co. Ltd., 27, Commercial Street, London.	TURKISH CIGARETTES Teofani & Co., London. <i>Highest Award at Paris Exhibition, 1900.</i>		
DONORE CASTLE <i>Cigarettes.</i> T. P. & R. Goodbody, Dublin.			
GENERAL SUPPLIES Singleton & Cole, Ltd., Birmingham.			
HIGH-CLASS CIGARETTES E. Muratti, Sons & Co. Ltd., Whitworth St., Manchester.			
HIGH-CLASS TOBACCOS Gallaher, Ltd., Belfast and London.			

OF WHOM AND WHAT TO ORDER.

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Our cover spaces are not let for less than six consecutive insertions. Special rates are charged, and the Manager will on application be pleased to send full particulars of prices and dates available.

Address—

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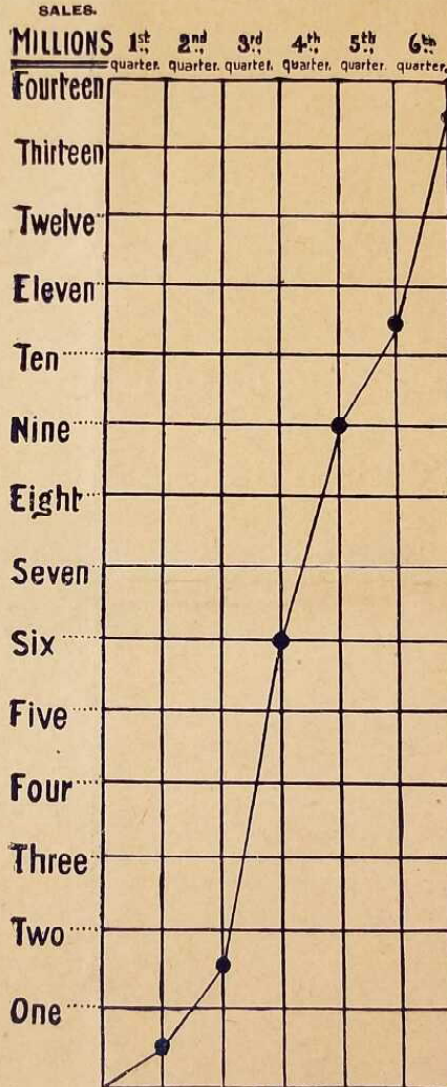
HAND-MADE VIRGINIA CIGARETTES.

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Are you making a good show of this Cigarette and sharing the benefits of their enormous sale?

DO YOU
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realise the benefits? Remember this is the only big selling Cigarette not on sale at the Trust Shops. The public MUST come to you for them. Nothing will ever induce us to supply these to the Trust Subsidised Tobacconists. Don't study your enemies, they don't study you.



We guarantee these correct figures. The 6th quarter is based on the average of the 1st month of this quarter.

No. 2, also HAND-MADE, 8d. per oz., 5/- per $\frac{1}{2}$ lb. box.

No 3d. PACKET has ever been so successful.

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